



Over the last six years Eureka Steel fixing Queensland has cemented their mark in some of the most prominent land marks in Sydney, Melbourne and Queensland. Their reliability, professionalism and efficient time management skills have seen their business form partnerships with Australia's leading construction and building companies, such as Glenziel Constructions.

Eureka Steel fixing Queensland stands committed to a safe and rewarding work environment which focuses on staff performing tasks in line with client's expectations and objectives, which fosters their own development as team players.

Eureka's highly-skilled team have worked from the large commercial and civil construction jobs to residential projects with the same work ethic, as they reinforce steel and deliver high standards of client satisfaction in the most commercially viable and efficient manner. The team at Eureka have broad and varied experience across all facets of construction and together can broker options to suit budgets in the most cost effective and competitive way without compromising the quality of their work.

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# THE MANAGEMENT PROFESSIONALS

Experience in building construction, project management and quantity surveying, allows Glenzeil to be part of a diverse range of projects, in a varied range of industries. Project Manager, Alan Moss, speaks to **AUSTRALIA'S BEST** about the significance of supply chain management to Glenzeil.



Grande Pacific, Southport

Dedication to the industry and to consistency in building construction, project management and quantity surveying has enabled Glenzeil to establish an outstanding management team.

The team of management professionals at Glenzeil has the experience and qualifications to provide construction services for any type of development, including retail, commercial, residential, institutional, medical, tourism and industrial projects.

"In effect Glenzeil Pty Ltd really only provides management services," says Alan. "All of our onsite labour and materials are sourced from external contractors and suppliers. The selection and management of contractors and suppliers is therefore essential to our business."

Glenzeil's commitment to providing an expert approach to building is why the company's projects achieve such excellent standards in quality and value. Glenzeil takes pride in the management of the whole building process ensuring projects are built safely, deadlines and targets are met and budgets strictly controlled. Having a hand in every aspect of the business leaves nothing to chance, particularly when external stakeholders such as suppliers are involved.

"Supply chain management has enabled us to manage risk better, build trust with our suppliers, encourage open and transparent communication, identify opportunities, improve quality, reduce costs, reduce programmes, increase safety awareness and keep up to date with innovation," says Alan.

Whether a project is relatively small or of immense proportions, Glenzeil has the capacity to work in all market segments. Resources to ensure that a project will be finished with the best possible materials, on time and at the best possible price, is guaranteed. Knowing suppliers and having a process to help choose the best supplier for particular projects gives Glenzeil the advantage.

"We consider the potential supplier's history – and ask questions such as – have they worked with us previously and was that relationship satisfactory? Having references from similar projects undertaken is important, as well as suppliers being licensed and qualified," explains Alan.

Financially stability is another crucial factor for Glenzeil, as is availability, which includes taking into consideration the current workload of a business. "Obviously price plays a big part in the selection process, but we will pay a premium for quality, reliability and trust," Alan adds.

Having a process to decide potential clients must also be followed up with an evaluation of the suppliers' performance. "On completion of all projects the performances of the suppliers involved with the project are judged on a number of issues including safety, communication/relationship, quality, price, claims for variations, ability to achieve programme and so forth. These results are shared with the Glenzeil senior management team.

"We try to involve suppliers with the project at the earliest possible instance so that we can use their specific