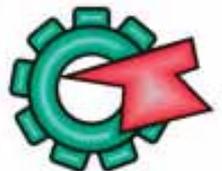


## AVELLINI BROS

FEATURE

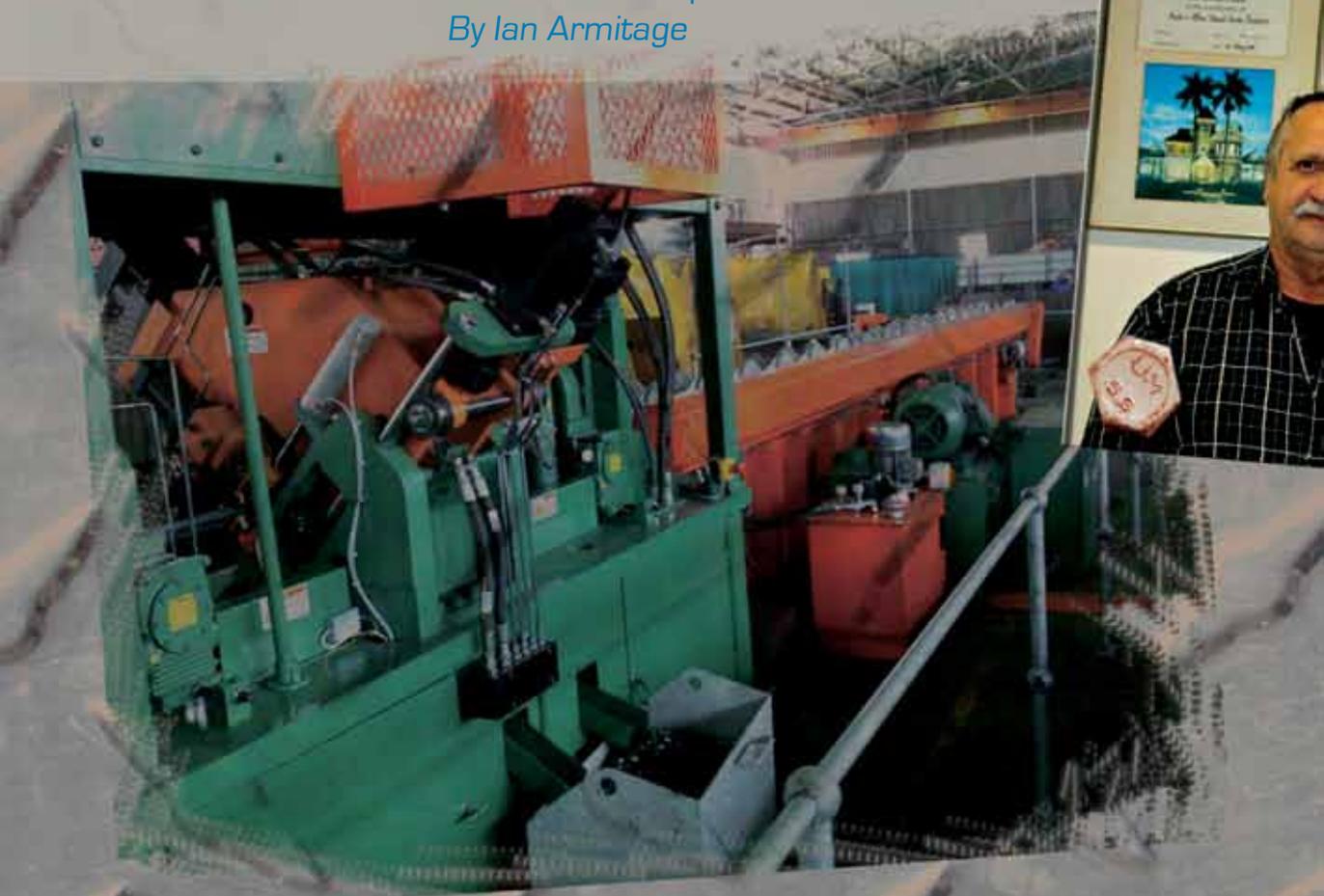


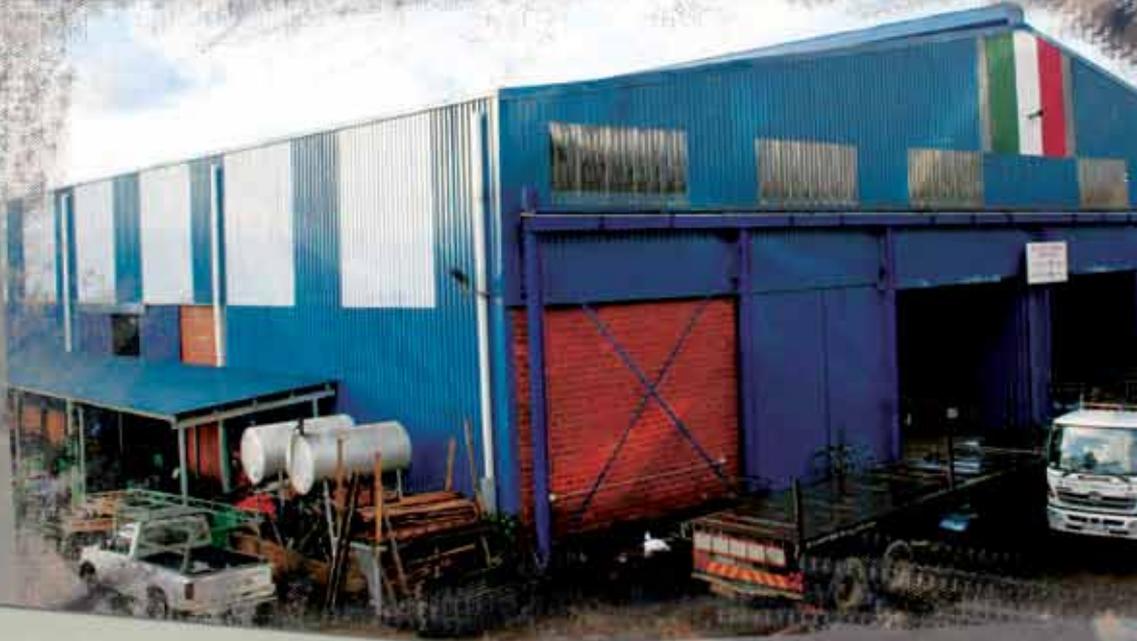
# AVELLINI BROS

PTY LTD

South Africa Magazine visits KwaZulu-Natal-based Avellini Bros, a structural steel specialist.

*By Ian Armitage*





Steel is a versatile and important engineering and construction material. Its use influences every aspect of our lives and the built environment. Its physical properties - durability, flexibility and strength - offer significant advantages in the material efficiency of a product application.

“Steel is one of the most sustainable building materials with unique

characteristics that favour its use in the construction industry,” says Ricardo Avellini, contract manager, Avellini Bros Pty Ltd.

KwaZulu-Natal-based Avellini Bros is a major player where structural steel is concerned. The company is involved with architectural metalwork, structural steelwork for industrial plants, shopping centres, factories and petrochemical plants, mines and warehouses.



“We have completed several large, medium and small contracts in and around Southern Africa including Madagascar, Mauritius and Seychelles to name a few,” says Avellini, who took time to speak with South Africa Magazine in May. “We service core customers such as SAPREF, Eskom, Transnet, and Civil and Building contractors.

According to Avellini, the business is “performing well” but there is reason for caution and the firm has done much to improve its

“One secret is that we have solid foundations, work hard, produce good quality and a cost efficient product. The other answer is that our pride comes before our pockets”

competitiveness over the last few years.

“We are currently persevering through a quiet market, which is extremely competitive,” he says. “Our business is financially stable with no credits and we are performing well, in my opinion, at this stage. There is not an abundance of work around however and you find many contractors tendering for the same jobs; it’s often tough.”

Avellini Bros, Avellini went onto explain, was established in 1948 and registered as

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a business in 1952. It has been serving architects, consulting engineers, builders and merchants in South Africa ever since.

“We specialise in fabrication and erection of structural steelwork and in terms of capacity we are looking at between 200 to 300 tons of structural and architectural steelwork per month, depending on scope, product mix and specific project specifications,” Avellini says. “We are able to offer the full turnkey package, designing and supplying industrial buildings things like foundations, structural steel and cladding; we offer our clients a complete package, including painting and hot dip galvanising.”

Avellini Bros has generations of experience, he adds, and the firm has completed hundreds of projects, from as small as a few tons up to 1600 tons. “We offer structural steelwork in and around South Africa with export capabilities.” Avellini Bros exports mainly to Mauritius and

## SCOT CLEAN MANAGEMENT SERVICES

Scot Clean Management Services c.c. is a leading industrial painting and blasting contractor that was established in 1998. It grew out of the demise of engineering company Cleveland Forge. Since then, it has grown from strength to strength and now operates from KwaZulu-Natal at the Stockville Quarry. Its site locations and equipment, ranging from forklifts to cranes, provide excellent facilities for the loading and offloading of materials. The area has also been equipped to cater for all weather blasting. The company operates on the principle of team effort and equal opportunity. Scotclean having been involved in a number of prestigious projects such as: The expansion project at the Toyota plant in Durban, refurbishment of the jet air fueling tanks at Johannesburg, Cape Town and King Shaka International airports.



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the Seychelles. "That's true but we have done some work for various African countries throughout the years," Avellini says.

### STEEL GOING STRONG

Avellini Bros is situated in Durban's Queensmead industrial area on a 9000m<sup>2</sup> plot, which houses a 360m<sup>2</sup> double story office complex and 3600m<sup>2</sup> factory.

"All manufacturing is done onsite by a team of dedicated highly skilled artisans," Avellini explains. Five overhead cranes service the workshop. "We employ in excess of 120 staff and have numerous erection teams working on various projects around the country. We train our staff in various manners on and off site such as, boiler making, welding, safety etc. We also make use of sub contractors for steel erection and painting."

Avellini Bros is a member of the Durban regional chamber of business, South African institute of steel construction, South African

Foreign Trade Organisation, South African Business Coalition on HIV & AIDS, and South African Institute of Occupational Safety & Health. It is also currently a Level 6 BBBEEE contributor – but aims to be Level 4 by end 2011.

"We have a full time BBBEE consultant working to improve our BBBEE status. We are currently a level 6 contributor and we are trying to get down to a level 4 by year-end. That will mean we can tender on more contracts and more public and governmental contracts," Avellini says.

"We see more work coming from the government," he continues. "A better rating will allow us to get into Transnet Richards Bay Terminal and port of Durban, which is maximising and creating more container handling facilities. We have heard there is a few billion rand worth of work that is supposed to be happening in the ports so we have got to get our BBBEE status down to try to get into that market. Another

# BAKER TILLY MORRISON MURRAY

Auditors, Accountants & Business Advisers

As professionals, we are proud to be associated with **Avellini Bros.**



## BAKER TILLY MORRISON MURRAY

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interesting market is Eskom and the power lines and substations. We are currently working through other contractors to do that work but if we can get our own level down and become a direct Eskom contractor our project margins increase, with the possibility of more work as well."

With the recent purchase of the fully automated Anglemaster 643Q, Avellini Bros has increased its overall monthly capacity, in particular latticed angle iron structures.

"We have installed new Peddinghaus Anglemaster 643Qs at our premises," Avellini says. "The Anglemaster 643Q is the latest edition to the Peddinghaus range of angle lines. The machine is the first of its kind in Kwazulu-Natal, and has been fully operational since early August 2010."

It is also fitted with the Signoscript carbide-scribing tool, which clearly identifies parts, therefore marking steel erection easier.

## HUGE SUCCESS IN THE INDUSTRY

So, what is the secret to Avellini Bros success? "Can I give two answers?" Avellini, whose grandfather founded the business, asks. "One secret is that we have solid foundations, work hard, produce good quality and a cost efficient product. The other answer is that our pride comes before our pockets. So whatever we need to do to satisfy our clients, we do it."

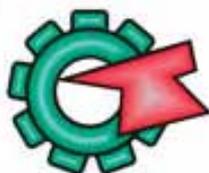
To learn more about Avellini Bros visit [www.avellini.co.za](http://www.avellini.co.za).



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