



RMD
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10 YEARS OF GROUND SHORING:

LESLEY DEAN



Lesley Dean, Engineering Manager at Altrad RMD Kwikform, shares her thoughts on the last decade – from the challenges of entering a competitive market to the rewarding experiences of building lasting relationships and delivering innovative solutions.

As we mark the 10th anniversary of Altrad RMD Kwikform, we reflect on a decade of growth, innovation and dedication.

Blank canvas to market leading products

This journey has been filled with challenges, growth and above all, passion for what we do. Ten years ago, when we first ventured into the ground shoring market, there were only four of us brought in from the industry to help build something new and exciting. Looking back, it's incredible to see how far we've come and how much we've learned along the way.

When we first started, the idea of launching ground shoring into the business was quite daunting as we didn't have the products or the technical documentation to get us going. However, we did have people. These individuals had worked in the industry long enough to understand its intricacies and challenges. We didn't want to simply copy what others were doing; we wanted to do it differently.

In our first meetings, we had many discussions about how we were going to develop products that would stand out in a competitive market, and at that time, many of our competitors had products on the shelf, ready to be distributed. We knew that if we wanted to build something different, it had to be done from the ground up, adhering to the highest standards.

The result? A focus on quality and compliance that set us apart. We made sure that everything we created was EN standard compliant and earned CE marks, which may have taken between 12 to 18 months to design, test and refine, but ensured that our solutions were not just good, but great.

Building relationships and growing the team

In the early days, our small team worked so hard to develop our first product, the Trench Box. It was a bit of a game changer and set the standard for everything that followed, after all, you can't

offer ground shoring capabilities without having this! We worked closely with other departments across the company, from marketing to engineering, and received so much support from our colleagues, which was critical in helping us grow and strengthen our position in the industry.

As the years went by, the team grew, and our product range expanded. We quickly gained the trust of our customers, and it was nice to see that they were eager to see us succeed in the ground shoring market. One thing that has always set us apart is the strength of our relationships – both within the company and with our customers, building that reputation of being able to listen to them and provide solutions that meet their needs.

I think we can safely say that our experience is our greatest asset at Altrad RMD Kwikform, we have a team of people who know the ground shoring market inside and out and are always open to sharing knowledge across the business as well as with new engineers that join us. That's what has been one of the driving forces in our success over the last ten years.

Memorable moments

Some of the most memorable moments for me have come from the more challenging projects, and one that stands out to me is the job at St James' Hospital in Leeds, which was probably one of the most complex and difficult sites I've ever worked on. There were various unknowns, but the relationships we built through the project have paid off.

Years later, I still get recognition for providing solutions that helped to move the project forward, and the positive feedback we received from our customers has opened doors to even more opportunities.

Another special moment for me would be when we received the Ground Engineering Technical Excellence Award, which was not only a highlight for us as a ground shoring supplier, but a highlight of my



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own career. Being recognised by industry peers for the work we did was a really great experience, and it reminded me that the effort we put in to go above and beyond makes a real difference.

A personal joy of mine comes from seeing our equipment on site. It might sound simple, but there's a real sense of pride I get from seeing that familiar orange of our products out and about – it's a real reminder of how far we've come and the impact we've had on the industry.

The future of ground shoring

As we look forward to the next ten years, we are committed to continuing our growth and innovation in the ground shoring market. A recent major milestone that is a reflection of this has been the launch of our new training academy in Skelmersdale, which is a space designed to help develop not just engineers and sales teams, but everyone who works with us. Whether you work in the

yard or at a desk, understanding the equipment and the role each of us play in delivering solutions is key to our success.

We're also focused on developing the next generation of engineers and our partnerships with local colleges, such as Wigan College, where I studied myself, are an important part of our strategy. We're excited to bring in young people for work experience, to show them the world of engineering and inspire them to pursue a career within the industry.

We believe in passing on the knowledge we've gained over the years and giving back to the community that has supported us.

For more on Altrad RMD Kwikform, please visit
www.rmdkwikform.com