Challenges

• Construction of a building of 63,000 ft.² (5,853 m²)
• The 2020 pandemic has turned everything upside down. Delivery for this project was initially required for March and had to be postponed.
• Uncertainty brings about complex situations: as was the case on many construction sites, general contractors have had a tough time making a decision about their projects. What should one do after a three-month break?
• Short-term planning: this involves manufacturing required steel products as well as coordinating drawings to be able to complete the installation in less than two months.

Solutions

• Following discussions with the client, we were able to help him make an informed decision about his project’s timeline.
• As an established company with a large production capacity, we were able to guarantee the delivery of 60 tons of steel joists as well as 63,000 ft.² (5,853 m²) of steel deck required for this project within a tight time frame.
• The joists & deck coordination team ensured that production was done on time.

Results

• The customer was proud and relieved to be able to rely on our flexibility in this unusual situation.
• Thanks to our lean planning system, Acier Robel has managed to meet its own client’s schedule and thus not lose a contract.

Customer Testimonial

"We’ve built a relationship that goes beyond requesting a quote. We really like the way Canam works with us.”

Patrick Bellavance
President, Acier Robel

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Initially known as Acier Delta, the company was named Acier Robel in 1993, following a merger of shareholders. Since 2019, Patrick Bellavance and Sonia Vachon are the new owners of the company.

Acier Robel has been working with Canam since November 1988. We have been working on more than 25 projects per year since then.

“When we seek Canam’s help for a delivery issue or any other matter, they will listen to us and then do everything they can to solve the problem. That’s something we appreciate here... You feel that you have their support and that they will make a difference in the product delivery.”

Patrick Bellavance
President, Acier Robel