

# Western Stainless Continues to Dominate Market for Stainless Steel



Stainless steel fabricators in Perth reveal the secrets behind their success.

Perth, WA, 23 July 2014 - Western Stainless Solutions proudly calls themselves "the foremost stainless steel fabricators in Perth." Their projects range from standalone bars or restaurants to extremely large hospitals. They feel that their track record of success in providing stainless steel products in Perth and WA makes them uniquely qualified to inform the public what to look for when they need stainless steel products made for them.

Paul Bartlett, Managing Director of Western Stainless Solutions, recently devoted a blog post to teach people how to use Internet research to find the right stainless steel fabricator for the job. Paul is so confident in his firm's ability to provide the best workmanship, products and timeliness for any project, large or small, that he encourages potential clients to do their "due diligence."

According to Paul, "We love it when people do their research. We want anyone with a pending project to do their homework and find the firm that can provide the best solutions for their needs. That is because we know we will come out on top if an executive or project manager conducts sufficient industry research."

Paul recommends many different questions to ask, but he asserts that the two most important factors to research are a firm's experience and their resources, which translate to their ability to get the job done correctly and on time.

According to Paul, "A fabricator can have all the resources in the world, but if they don't have industry experience and talent, those resources are rendered irrelevant. At the same time, a firm with industry experience and talent but no resources is going to fare equally badly."

Paul continued, "The bottom line is that neither firm will get the job done right or on time. A stainless steel fabricator must have the hardware, the software, the experience and the ability to provide the appropriate set of solutions for any given project."

Paul makes a series of recommendations for any prospective client or account. This includes going to their website first to see if it presents the firm in a professional manner. If the website indicates professionalism, it is then time to find out as much information as possible from the website. This would include a list of some finished projects, a short bio including industry experience and company ethos, a summary of available products and a list of testimonials.

Paul also places a lot of weight on referred projects. According to him, "We are big on referred business. We have obtained some major hospital projects through referrals, which is a huge accomplishment. The medical field is the most demanding because of the stringent sanitation requirements. We challenge any other stainless steel fabricator in Perth to match our record when it comes to medical industry referrals."

Paul concluded, "Every referral represents another project that we executed to perfection."

Western Stainless Solutions are stainless steel fabricators located in Perth. They provide bespoke stainless steel solutions for a variety of sectors including the hospitality, mining, construction, medical and mechanical services industries. To learn more about what they have to offer, call 1300 794 647 or visit their website: <http://www.westernstainless.com.au/>.

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