

Forging a successful business

Celebrating 20 years in business this year, Metals 'R' Us continues to put the spotlight on product variety, fast delivery and reasonable prices.

The Dartmouth-based company has the largest variety of mill-certified metals in eastern Canada, according to Rodney Burns, president.

"We specialize in cut-to-size metal products, and there's very little that we don't have," says Burns.

In-stock products include a variety of tubing, pipes, grating, bars and other products made from steel, aluminum, stainless steel, brass, copper, lead, chrome, rotocast and zinc.

Metals 'R' Us has also invested in computerized equipment so metal orders can be cut to size quickly, accurately and efficiently.

Burns has been working with metals for most of his working life. In 1984 he started Rod's Machine Shop in Dartmouth. When one of his largest suppliers of cut metals — W.A. Moir — went out of business in 1992, he hired some of the sales staff, and bought a lot of its stock.

Burns officially unveiled Metals 'R' Us in 1997. His son Melvin became the owner/operator of Rod's Machine Shop. Today Metals 'R' Us has eight employees, brisk sales and a great reputation.



Rodney Burns, president, Metals 'R' Us, invests in the latest equipment, such as the Hyd-Mech metal cutting band saw. CONTRIBUTED

Time is always an issue in the metal industry, says Burns. The company appreciates the efficient courier system in the region, which makes it possible for Metals 'R' Us customers to order in the morning and receive their order in the afternoon in most cases.

At the end of the day, "of course, Metals 'R' Us couldn't have done it without family, employees, suppliers and, of course, our customers," says Burns.

For more information, visit metalsrus.ca.