



No Surprises

Rushmore Enterprises has created a successful business model by delivering on a simple promise of performance

By Kelly Gray

Baytown, Texas-based Rushmore Enterprises Inc. has over 30 years of experience and is the “go to” company for pipes, bulb flats, plates and tubular goods, as well as custom fabricated piles/items. They have earned their reputation through not just quality, but as a “no surprises” partner where they pride themselves on performance.

According to Rushmore’s principal and director of marketing, KP Wadhvani, industry often seeks to keep costs in line by ordering product from overseas. The challenge for suppliers is to offer assurances that the goods ordered from plants on the other side of the world will meet the quality standards necessary to maintain project specifications. Rushmore Enterprises has built their business on just these assurances.

Wadhvani said that they regularly tour plants and hold manufacturers to their promises of performance.

“Our inspectors are on-site to make certain the product you ordered is made to the highest standard,” he said. “We also work with manufacturers to make certain that delivery dates are firm. If steel or raw material does not come on time, it can push the job back. We monitor the job from start to delivery so there are no surprises.”

Rushmore supplies long and heavy pile over 10,000 tons for various projects, including the San Francisco-Trans Bay Transit Center, Crescent City Inner Harbor, an offshore platform in the Gulf of Mexico and the Trevcon Pier, to name just a few.

“For the above-mentioned projects, we had supplied piles as per ASTM 252 Gr 3 with min. 50 ksi, API- 2B / 2H specifications

piles,” he said, adding that they also supply pipes from eight inches to 160 inches OD, wall thicknesses 0.25 inches to three inches and lengths from 20 to 120 feet – long, bare or coated as per customer’s drawing for use in port, buildings, foundations, on-shore, off-shore and heavy construction applications.

Rushmore works with mills in South Korea, China, India and Europe to supply ERW, LSAW, and HSAW spiral pipes in ASTM, A252, A53B, 2B, 2H and API-5L steel grades.

According to Wadhvani, PDCA brings piling industry suppliers, contractors and manufacturers together to share their experiences and latest developments.

“Life is a learning process and PDCA makes it easier to gain knowledge from others,” he said.

He said the company was formed in 2004 because he saw that industry needed a fresh option.

“I named the company Rushmore Enterprises after Mount Rushmore to represent firmness, and rigidity in customer service and character,” said Wadhvani.

His goal was simple. He wanted to bring more to the table and offer greater value.

“I am a qualified mechanical engineer with a master’s degree in production engineering, specializing in fabrication and welding technology,” he said. “My background has helped me to understand piling project requirements. To do this, we babysit our projects to assure timely completion and to meet customer’s specifications. I have over 30 years of experience in steel fabrication and manufac-

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“We monitor the job from start to delivery, so there are no surprises.”

*KP Wadhvani,
Rushmore Enterprises*

turing of pipes and our sales structure has degreed engineers with a combined experience of over 40 years.

Rushmore is a service driven company where their goal is 100 percent customer satisfaction.

“We are really hands-on with all our projects and will go the extra mile to quickly resolve any issue the customer may have,” said Wadhvani. “For example, we have established a highly reputable third party inspector at every mill we work with to monitor the production from day one of arrival of raw material to final delivery. We consider safety as our prime foundation and responsibility. We always visit the mill/fabrication site to make sure that the safety standards we demand have been adhered to.”

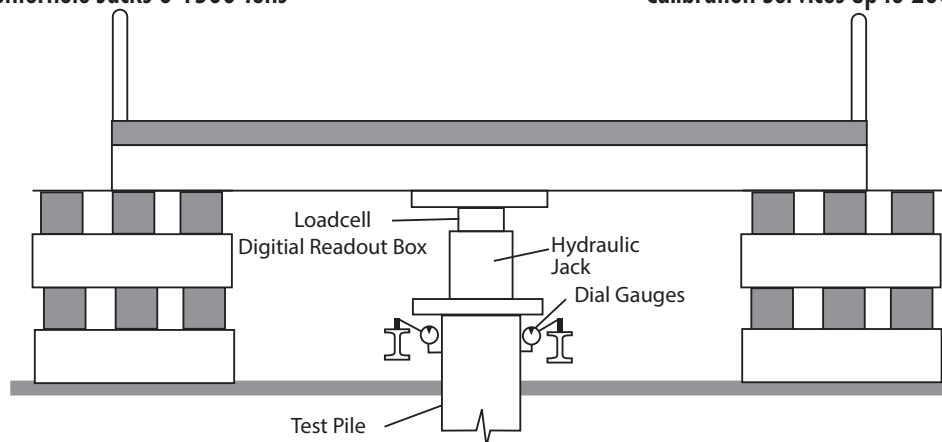
Because Rushmore works with mills around the world, they can offer a wide range of pipe sizes per customer drawings within promised delivery and at competitive prices. They also drive mills that they work with to exceed customer expectations.

“It’s all about working with the customer and anticipating their needs,” he said. “For instance, we are now supplying pipes to full length up to 80 feet, as per the customer’s custom drawing, coated, and finished by the mill to help contractors save time and money,” concluding that Rushmore’s technical skill, experience and breadth of contacts within the manufacturing sector allows them to deliver without surprises. “We partner with our customer for efficient performance to deliver the quality that takes the project to the next level.” ▼

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