



NORSTEEL BUILDING SYSTEMS LTD.

STEEL BUILDERS FOCUSED ON RELATIONSHIP BUILDING

BY CHARNEL ANDERSON

To put it simply, Norsteel Building Systems Ltd. in Kelowna, B.C., builds pre-engineered steel buildings. But according to Charlene Waines-Wiltink, the company's project coordinator, Norsteel Building Systems Ltd. works just as hard at building relationships.

Norsteel Building Systems Ltd. has built nearly 600 custom-designed steel buildings since its inception in the 1990s. Their projects can be seen at wineries in the Okanagan, airport hangars in Kelowna, and a new multimillion-dollar mass timber facility in the Kootenays.

Started by Brad Miller in 1992, the company has since been passed down to Miller's son and son-in-law, Brandon Miller and Jason Eising, respectively. "Although it's about the buildings, it's also about the people," says Waines-Wiltink. "Working here. I can talk about the company anywhere and be proud of it. It's a real sense of family, and a sense of pride in the buildings."

"That's why the customers keep coming back," Waines-Wiltink theorizes. "One of the amazing things is that we get a lot of repeat customers. Businesses and people that we've built for, that Brad, the original owner built for – they call us back."

Norsteel Building Systems Ltd. specializes in creating custom designs for commercial, industrial and retail sectors. Customization allows for each building to be designed to meet the needs and location requirements

of the customer. This may mean a basic design, or something more distinct. "Some buildings, absolutely, you look at them and you know they're steel buildings," says Waines-Wiltink. "Others, you look at them, and say, 'Wow!' Because they don't look like what you expect of steel building."

Steel buildings constructed by Norsteel Building Systems Ltd. run the gamut, says Waines-Wiltink. "They can be anything from a smaller storage shed on agricultural land, for a farmer storing equipment, without insulation or outside detailing – to something for a winery or business customer that serves the public and is really intricate and complex in purpose AND looks," she explains.

"We've done a lot of fruit-packing plants, where there's all kinds of climate control, refrigeration, different rooms housing all kinds of multimillion-dollar high-tech equipment."

Norsteel Building Systems Ltd. has been a member of SICA for over six years. Last year, the company was a finalist for the SICA Leadership Award in Education and Leadership. Waines-Wiltink credits the nomination to the leadership training that the company's supervisors completed throughout 2018/19. Norsteel Building Systems Ltd. also recently became COR Certified, and introduced new technologies, including a digital safety system for on-site safety checks.

In the future, the company will strive to strike a balance between embracing new technology and continue providing tried-and-true service. "We're jumping to the forefront with technology while staying very connected to the individual builds and the people we build for," says Waines-Wiltink. "As their businesses grow or expand, they ask us back to grow with them. Every customer is important to us. That is just how we do business." ■



SINCE 1992








1295 STEVENS ROAD, WEST KELOWNA, BC | 250-769-3846 | 1-800-932-9131

WWW.NORSTEELBUILDINGSYSTEMS.COM