



EMCONF

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RSIndustrialServices 

Proud to be
Tees Business of the Year

Tees Business Awards 2025



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Meet The Speaker

Mark Cawley

CEO

RS Industrial Services Ltd

Tees Business of the Year 2025



Meet The Speaker

Mark Cawley – Chief Executive Officer, RS Industrial Services Ltd

Over two decades of leadership experience in Maintenance, Repair, and Operations (MRO) across various industries

Prior to RS Industrial Services, over 20 years in surface treatment and environmental services

Expert in providing outsourced industrial services to engineering and manufacturing industries

Pragmatic leadership style with a forward-thinking approach with a data driven, technology focus

Passionate about transforming the approach to MRO by driving smarter, safer, and more efficient solutions

Meet The Business

RS Industrial Services (RSIS) is a trusted UK provider of outsourced

- **Cranes & Lifting Maintenance, Repair, Servicing, 24/7 Breakdown**
- **Industrial and Safety Supplies**
- **Accredited Training Services**

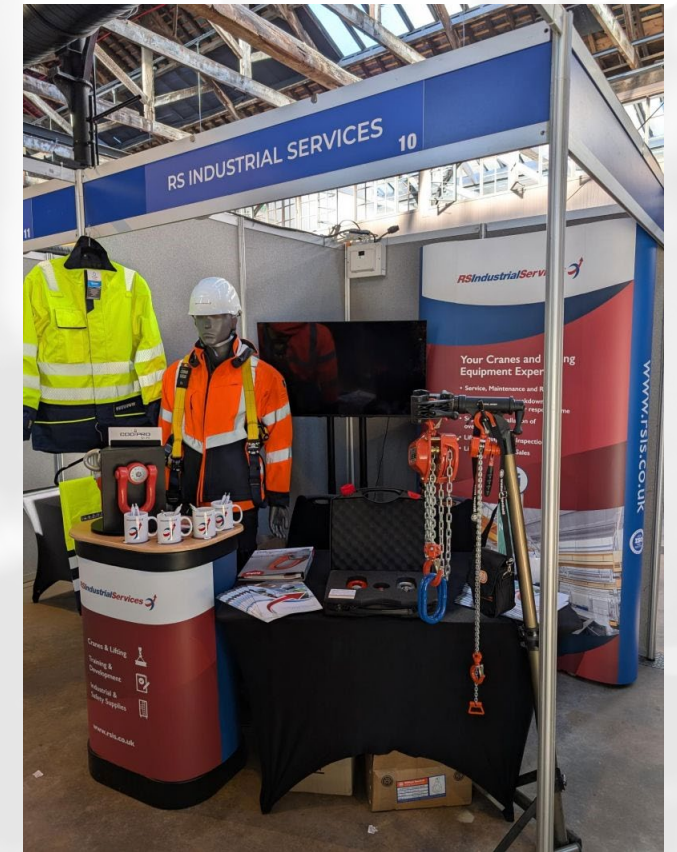
Focused on service quality and operational reliability

Supporting a wide range of industries, delivering tailored solutions across the MRO landscape

Our Vision:

We're committed to being a dependable partner to help businesses operate more safely, efficiently, and sustainably

Our continued investment in people, technology, and services supports our customers to drive operational success and long term growth



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Current Trends And Hot Topics



Smart Sustainable
Operations



Cost Reduction
Pressures



Safety &
Compliance



Skills Shortages



Lead Time Challenges

Safety - Best Practices & Safety Stats

249 industrial overhead crane incidents that occurred over a **10** year period

37% - Crushed by the Load

The **249** incidents resulted in
135 Injuries
133 Fatalities

27% - Load Dropped

Average major injury cost of over **£150,000** while the average fatality has a cost of around **£3 million**

Safety Best Practices

- **Conduct Daily Inspections:** Always inspect the crane and hoist before each shift for signs of wear or damage
- **Ensure Proper Load Handling:** Never exceed the rated load capacity and always center the load
- **Enforce No-Go Zones:** Keep all personnel out from under suspended loads and clearly mark crane operating areas to prevent accidental entry
- **Train & Certify Operators:** Only qualified and certified personnel should operate cranes - ongoing training helps keep safety top of mind

Best Practices – What Does Great Look Like?

What's good?

Regular scheduled inspections of cranes and lifting gear

Quick response times to breakdowns

Maintenance records kept on paper or simple spreadsheets

Learning is "one and done"

What's great?

Predictive maintenance using IoT sensors and AI to identify issues before they happen

Proactive service plans that prevent breakdowns entirely

Fully digital maintenance logs with real-time updates, accessible on mobile devices by field technicians

Learning is continuous, personalised, and tracked with certifications and skill gaps monitored digitally

Different Approach To Maintenance

3% of all working days are lost annually due to faulty machinery

Proactive, Not Reactive

- We focus on identifying wear, inefficiency, and risk before failure occurs.
- Predictive maintenance strategies reduce downtime, lower costs, and extend equipment life.

Lifecycle-Centered Strategy

- Maintenance decisions are driven by data.
- We evaluate equipment condition, usage, and criticality to choose the right solution, whether that's strategic repair, smart refurbishment, or complete replacement.

The average cost of downtime per hour is around **£5,000** in the UK

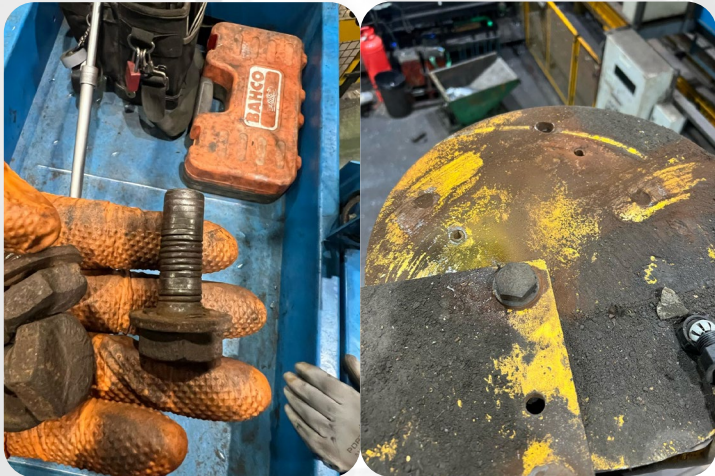
Opportunity – Operational Breakdown & Near Misses

No Maintenance Schedule

Rope guide falls 35m from height
landing right next to operator

✈ Significant near miss

✈ Downtime



In House Maintenance

Bolts sheared on swing jib fixing plate

✈ Maintenance team removed bolts to
replace

✈ 2nd team member moved crane with
only one bolt in place

Resulted in jib crane crashing to ground

What does it cost you?

Avg. Breakdown Job **£1,377**

Avg. Service Job **£190 per crane**

Solution – Operational Breakdown



Operator Failure

Side pulling causing rope damage

Job Replacement Cost **£2,000**

- ✂ Replacement of Rope
- ✂ Labour to replace

Solution - Angle Limit Sensors

Prevents operators from side pulling
preventing damage to wire rope drum
Prevents need for wire rope replacement



Opportunity – Workforce Safety



- Halo lights project on to floor below load
- Safety area around hook
- Lifting operation cut if person enters area
- Perfect for noisy environments
- Reduces risk of collision between load and workforce
- 27% of accidents from dropped loads



Advantages of Outsourcing

Advantages For Engineering & Manufacturing

- Cost Efficiency
- Access to 24/7 Expertise
- Scale Operations
- Focus on Core Business
- Technology Integration
- Boost innovation
- Globalisation & Diversification
- Nearshoring Growth
- Sustainability Focus

Perceived Challenges of Outsourcing

- Loss of Control
- Quality Risks
- Communication Barriers



Repair vs Replace – Our Approach

When to Repair:

- Asset health is still strong: core structure in good condition
- Cost-effective repair, e.g., < 50% of new asset value

When to Replace:

- Chronic breakdowns: Frequent failures despite repairs
- End of useful life: Structural fatigue, corrosion, or outdated design

EQUIPMENT LIFECYCLE EVALUATION

1 Install

Initial setup,
commissioning, load
testing, certifications

2 Operate

Daily use under
correct conditions

3 Maintain

Regular inspections,
preventative
maintenance

5 Decision: Repair or Replace

→ Minor wear = Repair
→ Major damage or obsolescence =
Replace

6 Extend or Restart

Return to operation or
install new equipment

AI and Machine Learning

AI vs. Machine Learning – What's the Difference?

- **Artificial Intelligence (AI)** - broad concept of machines performing tasks in a way that mimics human intelligence
- **Machine Learning (ML)** - *subset* of AI, machines learn from data, improving over time without being explicitly programmed

How we see AI and Machine Learning shape the future of engineering

- Predictive Maintenance
- Smart Load Handling
- Autonomous Lifting Systems
- Real-Time Risk Detection

The future of engineering using AI

- Intelligent Scheduling – Optimising maintenance schedules
- Workplace Safety Enhancements – looking for potential hazards and unsafe behaviour
- Enhancing stress testing – using large amounts of failure data, ML can enhance understanding



Questions