

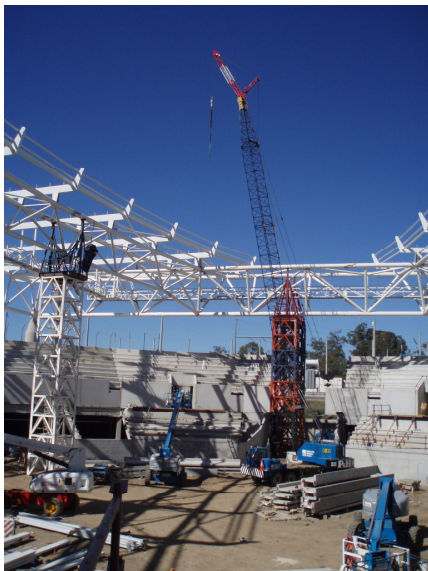
# ADVANTAGE, QUEENSLAND

## SUPPLIERS

### *The companies*

Beenleigh Steel Fabrications (BSF) supplies, fabricates and erects medium to heavy structural steel for a variety of projects in both the public and private sectors. Located in the Marsden Industrial estate, BSF have a workshop floor area of 2500m<sup>2</sup>, and a skilled workforce of up to 80 trades people at a time. The company has the flexibility to handle the steelwork requirements of small projects, however, main orders stem from major projects that can require in excess of 3000 tonnes of steel. Some of the major projects BSF have been involved with include Suncorp Stadium, Gold Coast Skilled Park, Sydney Superdome, The Brisbane Convention Centre and the Queensland Tennis Centre.

Formerly Ward Strongforce Pty Ltd, Ward Post Tensioning (WPT) has been formed with the recent amalgamation of skills from two respected entities in the civil construction field, Ward Civil and Environmental Engineering Pty Ltd and Strongforce Pty Ltd.



BSF Steel - erecting steel frames on site

The company specialises in post tensioning, ground anchors, heavy lifting and civil engineering projects. Australian owned and operated, WPT has a powerful reputation within the construction industry.

The company continues to offer the marketplace its patent post tension designs for car park and office slabs, bridges, silos and other innovative project structures. Ward also offers heavy lifting solutions for many applications including underpinning structures, replacing bridge bearings, testing piles and pre-stressing columns. Founded in 1992, WPT has a workforce of over 80 at their Queensland branch.

### *The opportunity*

Tennis in Queensland is set for a new era as the Queensland Tennis centre is on scheduled to be completed in December 2008. National property and development company Mirvac Ltd is developing the disused 12ha Tennyson Powerstation site set on the banks of the picturesque Brisbane River. The redevelopment will deliver an international-standard tennis facility linked to a fully integrated luxury riverfront residential precinct. The new state of the art tennis centre itself is worth approximately \$82 million and includes a 5,500 seat international-standard centre court with 20 corporate suites, 23 International Tennis Federation standard courts including clay, grass and cushion acrylic surfaces, pro shop, café, change rooms, meeting/function rooms and administrative offices for Tennis Queensland.



A DIVISION OF QMI SOLUTIONS LTD

The Tennis Centre construction work commenced in March 2007 and is set for completion at the end of 2008. Stage 1 of the residential apartments commenced in July 2007 with a view to finishing in mid 2009. Stage 2 of the apartments is scheduled for completion in late 2009.

Mirvac's Senior Project Manager Paul Cunningham, having used ICN Queensland's services previously, submitted the enquiry for structural steel and post tensioning services within Queensland.

"ICN is quick to respond to enquiries, and the lists provided are of capable companies that can meet our requirements. They are helpful, especially for non-conventional products and services, so we'll definitely be using them again" says Cunningham.

#### *The benefits*

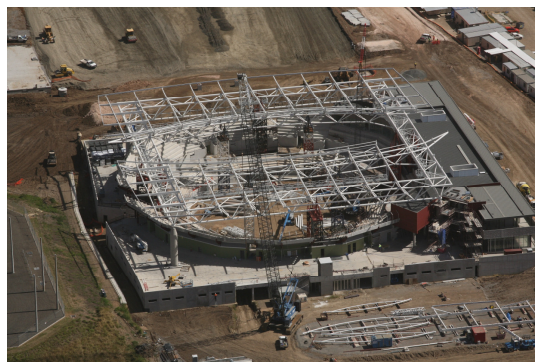
BSF won the contract to supply and erect structural steel for the tennis centre. BSF Administrator Peter McGill said "we quoted the job back in April of 2007 and won the tender a few months thereafter." The company completed the job on time and within budget, and McGill classified the job as one of their "major projects."

"The project was worth \$6.5 million to BSF, give or take minor variations. In this current economic climate, and given the number of government and infrastructure projects about to commence, it's fantastic to have a company like the ICN spread the word about our business.

Being involved in a project like this adds to our portfolio and solidifies the relationship we have with the development company" McGill said.

Overall, BSF supplied and erected 600 tonnes of steel over a 15 month period for the Tennis Centre and completed the job in September 2008.

WPT was awarded the contract to supply the post tensioning system for the Tennis Centre. WPT's State Manager Andrew Cathcart said "It was great to be involved with an iconic project and a great client.



Aerial view of Queensland Tennis Centre

We have good relations with Mirvac but working with them again helps to reinforce the relationship."

The contract took 4 months to deliver and was worth approximately \$150K to WPT. "It's beneficial being on ICN's database and having them spread the word about our capabilities, especially since there are so many government and infrastructure projects coming up" says Cathcart.

According to the *Manufacturing Sector Impacts Report 2007*, compiled by ICN and Australian Economic Consultants Group, every \$1 million of manufacturing business retained in Australia or freshly generated by Australian companies creates 12 full-time jobs. Every \$1 million of manufacturing business retained or generated by Australian manufacturers also generates \$394,000 in taxes and charges, which benefits Australians as the government can reinvest it into the economy.

For more information or advice, please contact:

Steve Jones  
Phone: (07) 3364 0670  
Email: [steve.jones@icnqld.org.au](mailto:steve.jones@icnqld.org.au)

