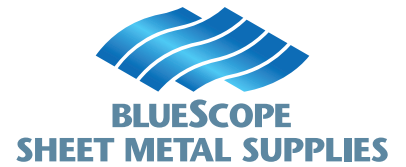


# CASE STUDY

NO1 ROOFING



**CATEGORY:**  
Building & Construction

**LOCATION:**  
NSW

**PRODUCT:**  
COLORBOND® steel  
ZINCALUME® steel

## Number 1 By Name, Number 1 By Nature

No 1 Roofing & Building Supplies, a family business with many years' experience behind it, recently expanded to two new locations. A BlueScope Sheet Metal Supplies customer, the company has every intention of continuing to live up to its name.

In 2002, David Scali and his father Tony Scali established No 1 Roofing & Building Supplies, a manufacturer and distributor of building supplies. Previous to that, David had served in the Australian army while Tony, a carpenter by trade, had worked in his own roofing business since the early 1960s.

"I actually joined my father a year before we started the new business (in 2001). However, I didn't want to continue concentrating on just roofing, so we decided to expand and change direction. Today, we manufacture and sell all sorts of building supplies across Sydney and the NSW Central Coast," said David.

From its inception until 2016, the business, which started at a single location in Narrabeen on Sydney's northern beaches, steadily grew. It added four new Sydney stores, at Mona Vale, Seven Hills, Prestons, and Regents Park.

Colorbond®

Zincalume®

**“ BlueScope is readily recognised throughout the community. This is a huge plus to a business like ours. Their branding and marketing is very valuable. ”**

**- David Scali, No 1 Roofing & Building Supplies**

Then, just recently in 2018, No 1 Roofing & Building Supplies opened two new stores at Caringbah in Sydney's Sutherland Shire and at Somersby on the NSW Central Coast. As such, it is now one of the largest businesses of its type across the Greater Sydney area.

“The suburban locations of our stores, combined with the rapid turnarounds we offer, mean that we are very attractive to the residential market. However, while that's where we do most of our business, we also work in the industrial and light industrial sectors,” said David.

#### **RELATIONSHIP WITH BLUESCOPE**

David explained that, while No 1 Roofing & Building Supplies' has worked with BlueScope Sheet Metal Supplies since it was established, Tony's relationship with the company has actually lasted more than half a century.

“My father has worked with a version of BlueScope since he started his original roofing business. We have both known a lot of their people for many years and have always done a significant amount of business with them,” he said.

In fact, according to David, around 60 - 70 per cent of No 1 Roofing & Building Supplies' work involves BlueScope products such as COLORBOND® steel and ZINCALUME® steel.

“We manufacture flashings, architectural panels, roofing and walling in COLORBOND® steel Ultra, Matt, Metallic, and so on,” said David, adding that

BlueScope Sheet Metal Supplies is one of his preferred coil providers.

“We like these products and we like working with BlueScope Sheet Metal Supplies. There's a real strength to their brand. And there's availability, which is important. We know that we can always deliver on our promise to our customers.”

“BlueScope is readily recognised throughout the community. This is a huge plus to a business like ours. Their branding and marketing is very valuable.”

Asked about further strengths of the relationship, David said BlueScope Sheet Metal Supplies are always happy to provide technical advice. “They lend their support where required and help us overcome challenges as they arise,” he said.

He pointed to No 1 Roofing & Building Supplies' use of COLORBOND® steel in architectural roofing panels as a good example.

“Over the past three years, we've seen a massive increase in demand for traditional standing-seam European-style roofing. Prior to that, most of the interest was around coppers, zincs and so on. Luckily, we recognised that trend early on and decided to put a lot of energy into those types of products,” David said.

“BlueScope Sheet Metal Supplies was there to support us throughout this whole process. With their assistance, we were able to successfully meet this challenge. As a result, today COLORBOND® steel

for architectural roofing and cladding is one of our key product offerings.”


#### **A GROWTH DRIVEN COMPANY**

Asked about future directions for No 1 Roofing & Building Supplies, David said that right now, having just opened two new stores, the company is consolidating its position.

“But overall, we're definitely a growth-driven company,” he said. “My father still works from 6.30 in the morning until 6.00 at night. He loves his work and can't stop. And I'm the same. We aren't going anywhere. No 1 Roofing & Building Supplies is here for the long run.”

For more information visit  
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**Phone: 1800 010 247**  
**[www.sheetmetalsupplies.com.au](http://www.sheetmetalsupplies.com.au)**



**BLUESCOPE**  
**SHEET METAL SUPPLIES**

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