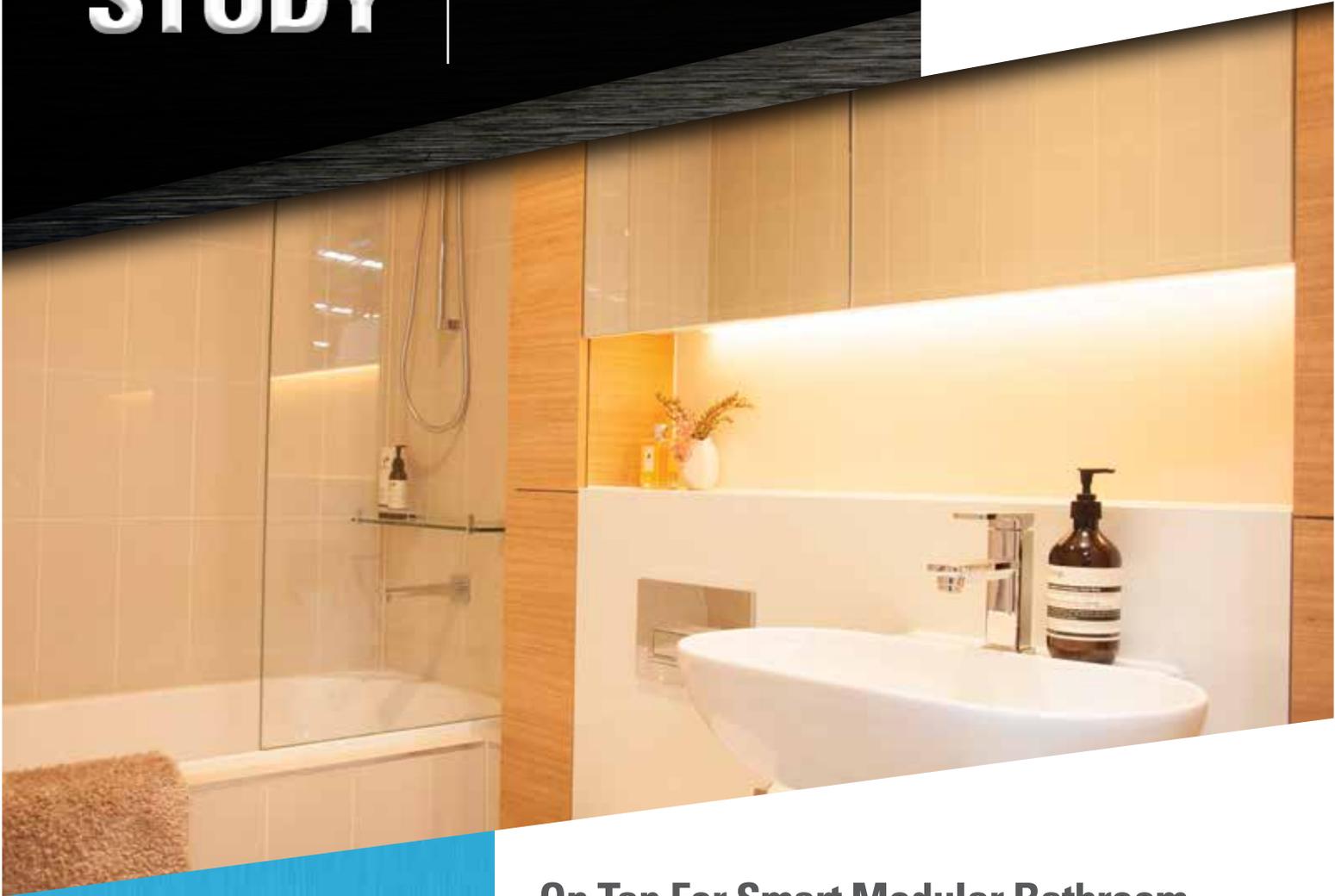
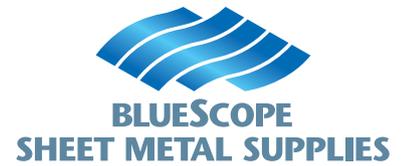


CASE STUDY

HICKORY GROUP



CATEGORY:
Manufacturing

LOCATION:
Richmond, VIC

PRODUCT:
ZINCALUME® steel

On Tap For Smart Modular Bathroom Solutions

One of Australia's pre-eminent construction groups, Hickory Group is renowned for providing "best for project" solutions. One such solution uses frames built from ZINCALUME® G550 steel, which provide a premium, convenient, trades-free bathroom construction solution.

Based in Richmond in Victoria, Hickory Group has forged a reputation as an innovative and dynamic company that partners with clients, subcontractors and suppliers to provide the most effective and efficient construction solutions.

As one of Australia's largest multi-unit builders, Hickory has also built thousands of bathrooms and knows well that these smaller rooms can make a huge impact on schedules due to the large number of trades required.

Their solution, which is proving highly beneficial to builders and developers, is Sync Building Systems, a technology that manufactures high quality, modular bathrooms which are easily installed and connected on arrival to site.

Zincalume®

"We definitely have a good relationship with BlueScope Sheet Metal Supplies and they serve us well on a number of important levels."

- Kate Hogan, Marketing & Communications, Sync by Hickory

Hickory's premium Sync bathroom pods are built off site to provide a faster, simpler and more affordable construction solution. Yet while simplifying construction, they still cater to the most complex bathroom requirements, being built with any floor plan, finish or fitting a design dictates.

Kate Hogan, Marketing & Communications for Sync by Hickory, explained their latest project, "We are engaged on our largest project to date at the moment, Ryde Garden in NSW, where we are producing 2,049 pods for three residential towers of 13, 23 and 27-storeys. In addition we're also doing laundry pods, which we haven't done before, but we can really prefabricate anything - it's only limited by the imagination.

"The Sync bathroom pods are first conceptualised with our clients, then made to their design and specifications off site at our factory, where they are completely finished before we truck them to site where they're connected to essential services within about an hour and ready to go. "Because all the work from frame to finish is done in our controlled factory environment, we can ensure the standard of quality is consistently very high," Kate said.

The simple Sync bathroom pods solution is so popular that Hickory Group is now building a new purpose-built facility in Laverton North, where they estimate they will be able to manufacture 8,000 pods a year - crucial when they are producing 5,500 this year and approximately 1,600 are also currently in negotiation.

With timely delivery of quality bathroom pods essential, confidence in their own suppliers is also crucial and Hickory appreciates the peace of mind offered by their partnership with BlueScope Sheet Metal Supplies' Sunshine branch, who supply the ZINCALUME® G550 steel that forms the strong frames that are the structural backbone of their popular pods.

"We definitely have a good relationship with BlueScope Sheet Metal Supplies and they serve us well on a number of important levels. In terms of the ZINCALUME® G550 steel product they supply, being a 100% Australian-made product you have the peace of mind that it will be good quality," Kate Hogan said. "Because we can't hinder our customers' site schedules, it's also good to know we have surety of supply and never have to be concerned that we're going to run out and have to wait months for a boatload of steel to arrive.

"Those are the 2 major factors, however the fact that BlueScope Sheet Metal Supplies are local as well and we can call on them easily. It gives us peace of mind that they're always there to help. Plus we know from experience that they genuinely stand behind their products."

For his part, Peter Schepis, Account Manager at BlueScope Sheet Metal Supplies' Sunshine branch, says the relationship with Hickory Group is equally pleasing from the supply side. "Hickory Group is a great company to work with because they're very smart, organised and project driven, so they know what

products are required 2 to 3 months in advance and give us enough lead time to organise stocks and supply them," he explained. "We buy in the feed, we slit it and we hold it on the floor and send it in to Hickory as they need it, to ensure they get specifically what they need at the time they need it."

"We've been working with Hickory for over 2 years and supplying them with the ZINCALUME® G550 steel for just over a year now. We've also provided technical assistance in supplying the ZINCALUME® G550 steel with the specific AM150 coating they require to meet the building standards for these bathrooms. It's a pleasure to assist a fellow Australian manufacturer in bringing truly game-changing innovations and quality products to the construction industry," Peter concluded.

For more information visit www.hickory.com.au



**BLUESCOPE
SHEET METAL SUPPLIES**

Phone: 1800 010 247
www.sheetmetalsupplies.com.au

This case study has been prepared for information purposes only. BlueScope makes no representation or warranty as to the completeness or accuracy of the information contained in this document. You must make your own assessment of the information contained in this document and rely on it wholly at your own risk. Published by BlueScope Steel Limited. © are registered trade marks of BlueScope Steel Limited. TM are trade marks of BlueScope Steel Limited. © 2015 BlueScope Steel Limited ABN 16 000 011 058