

# CASE STUDY

## The House With No Steps



**CATEGORY:**  
Manufacturing

**LOCATION:**  
Queensland

**PRODUCT:**  
GALVABOND® steel  
ZINCANNEAL® steel

## BlueScope divisions combine forces to support the House With No Steps

For more than 50 years, disability services provider **The House with No Steps (HWNS)** has been helping people to live positive lives as valued members of the community. A large part of this mission revolves around helping integrate people with disabilities via a diverse range of employment services.

One such employment service is the HWNS Engineering and Manufacturing division, which provides a range of services including light metal fabrication and engineering, manufacture of galvanised wire, woodwork and sewing to the wider Australian industrial sector.

Now, BlueScope Sheet Metal Supplies and BlueScope Distribution have combined their considerable talents and expertise to supply the HWNS Engineering and Manufacturing division with a number of steel products including Australian-made hot dip galvanised GALVABOND® steel and zinc/iron ZINCANNEAL® steel panels.

"We started dealing with BlueScope Sheet Metal Supplies four years ago, and over that time, we've nurtured a very good relationship between our two companies," said Chris Sainsbury, Manager-Engineering for the HWNS.



*Regardless of what we are fabricating, the superior quality of Australian-made steel from BlueScope certainly helps us compete in what is a very tight and highly competitive manufacturing space.*



"The main products we buy are GALVABOND® steel and ZINCANNEAL® steel, which we use to make a variety of support columns and structures for suspended ceilings and floors."

"Overall, we make many different items including trailers, safety equipment, structural steel for apartment blocks, support steel for large glass panels and bridge and catwalk handrails for the mining industry," said Chris.

"Regardless of what we are fabricating, the superior quality of Australian-made steel from BlueScope certainly helps us compete in what is a very tight and highly competitive manufacturing space."

"Together with that, there is the always on-time delivery which really helps nurture our great relationship now that we are dealing with both the BlueScope Sheet Metal Supplies and the BlueScope Distribution teams."

"This all helps improve the speed of our own manufacturing processes."

"From our experience, working closely with both BlueScope divisions provides us with total peace of mind when it comes to our deliveries and inventory," said Chris.

"We've had quality and supply issues with some other steel suppliers in the past, but that is something we never have to worry about when it comes to BlueScope."

"The fact that BlueScope Sheet Metal Supplies and BlueScope Distribution both deliver a high quality Australian-made steel product ontime, every time means that we can provide a better product and more efficient service to our own customers."

According to BlueScope Sheet Metal Supplies Account Manager Damian Oliver, the personal relationship between BlueScope and the HWNS is just part of the reason why both companies are finding success in markets ranging from the construction industry to the mining sector.

"The other reason is of course, the superior and uncompromising quality of our Australian-made hot dip galvanised GALVABOND® steel and zinc/iron coated ZINCANNEAL® steel panels, which can be used for a variety of diverse and unique purposes," said Damian.

The symbiotic relationship that has developed between the HWNS and BlueScope Sheet Metal Supplies is why the business opportunities have now increased for sister company BlueScope Distribution as well.

"Account Manager Dave Jenkins from BlueScope Distribution at Cardiff has now also developed a very good relationship with the HWNS, with that outlet supplying a range of items including RHS, steel angle, flatbar and roundbar products," said Damian.



"Thanks to the ease of dealing simultaneously with both BlueScope divisions, the advantages for the HWNS are numerous, including getting the same level of reliable deliveries, less administration work and receiving one combined bill for all their steel purchases, which makes things much simpler to track."

"This has resulted in a win-win-win situation for BlueScope Sheet Metal Supplies, BlueScope Distribution, and most of all, the HWNS," noted Damian.

More information at [www.hwns.com.au](http://www.hwns.com.au)

Phone: 13 72 82

[www.bluescopedistribution.com.au](http://www.bluescopedistribution.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. ™ are trade marks of BlueScope Steel Limited. © 2015 BlueScope Steel Limited ABN 16 000 011 058.

