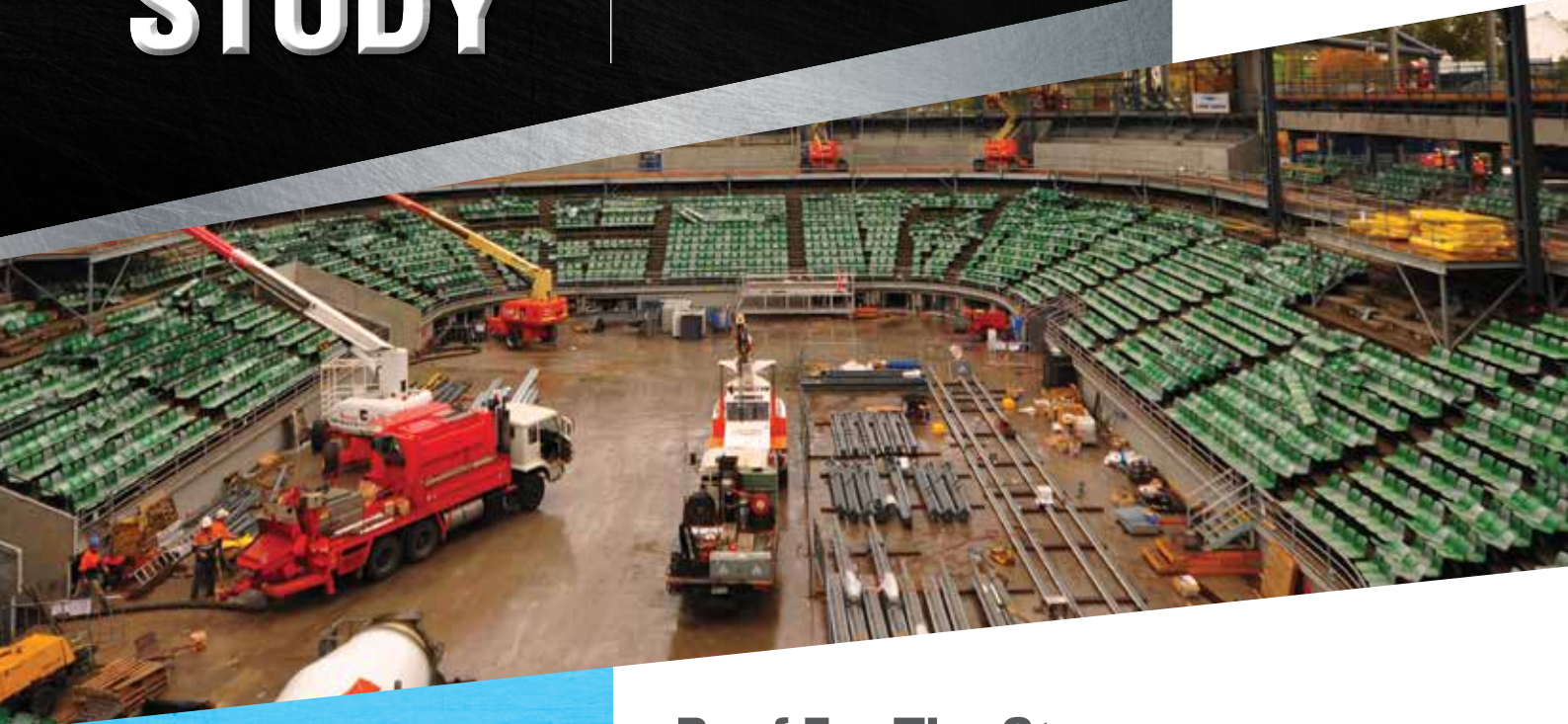


# CASE STUDY

## GVP Fabrications



**CATEGORY:**  
Commercial Construction

**LOCATION:**  
Melbourne, Victoria

## Roof For The Stars

**How BlueScope Distribution partnered with GVP Fabricators to put a sliding roof over the head of some of the world's greatest tennis stars...**

The Melbourne Park Tennis Centre is home to the Australian Open and work is nearing completion on a multi-million dollar redevelopment that will see it become the only venue in the world featuring three courts with retractable roofs.

Redevelopment of the Margaret Court Arena – formerly Show Court One and renamed in 2003 to honour the most successful player in world tennis history – is due for completion in early 2014. The arena's state-of-the-art retractable roof and an additional 1500 spectator seats are being built by Melbourne-based GVP Fabricators, who have worked closely with BlueScope Distribution from inception through to completion of this prestigious project.

"GVP has been a long term customer of ours and we've built a great working relationship," said Ron Vento, BlueScope Distribution's Key Account Manager on the project. Ron is responsible for close liaison with GVP Fabricators and has worked with General Manager Nick Palamaras on many projects prior to this.

"To help GVP win this contract we needed to guarantee three things: quality, supply and price.

"BlueScope Distribution's relationship with GVP Fabricators is built on trust. GVP trusts us to deliver the best quality steel products, to supply them on time every time and to fix the pricing for the life of the project, so there are no surprises.

"For us this means knowing our products, knowing our capabilities and knowing that at the end of the day we can deliver on our promises," Ron explained.

GVP Fabricators is one of BlueScope Distribution's biggest customers in the commercial sector and the two companies have worked on projects as diverse as the Southern Cross Hotel, Melbourne Convention Centre and the National Gallery of Victoria. Seamless supply, consistent and traceable quality practices and fixed



pricing have been the cornerstones of these and other projects and the experience gained in the past has helped both companies bring the Margaret Court Arena roofing project in on time and on budget.

“My role has been to take the project schedule, procure the products and deliver as required. As simple as that might sound it’s a lot more complex. Things like changes to the project schedule can be a real challenge,” Ron quipped.

#### **When the going gets tough...**

Promoting the use of Australian steel, ensuring quality and on-time delivery were all factors that played their part in securing the project for GVP Fabricators.

When asked how difficult winning the contract was, Nick Palamaras, General Manager for GVP Fabricators said, “It’s a competitive market out there and you’ve got to be very smart about how you price a job these days.”

“Experience was a big factor. Lend Lease, who we’re contracted to, was very comfortable with us because of other projects we’ve done for them and at the end of the day we’ve had to get the project finished on time. We started in April last year and the majority of it, including the roof, had to be finished in time for the 2014 Australian

Open. There were trusses weighing 44 tons and everything had to be designed, materials sourced, fabricated, painted, delivered and installed on time – no excuses.”

Although not the biggest job in dollar terms that GVP has undertaken, at around \$15 million the Margaret Court Arena project is certainly one of the most high profile jobs. Especially considering it’s on global television for 14 days.

“The roof is actually finished and ready to go, although it was left open during this year’s Australian Open,” Nick explained. “It just needs to be commissioned.”

“Having an agreed pricing model with BlueScope Distribution for the duration of the contract – about a year – made us feel very comfortable. We had afternoon shifts and two factories cranked up to bring this project in on time. At the end of the day what we do is deliver.”

“We’ve got a long relationship with BlueScope Distribution. We’ve never had a problem and have always found them more than helpful. They help us out and it makes a difference out there, I tell you,” Nick concluded.

For more information on GVP Fabrications call (03) 9587 2172.

## **Margaret Court: Aussie Girl Made Good...**

A little known fact to most Australians is that Margaret Court, AO, MBE, is the most successful player in world tennis history. Margaret’s career spanned 17 years, from 1960 to 1977, and her string of successes is unmatched to this day.

Margaret Court was the first woman in the modern Open era and the second ever to win a Grand Slam, which is all four major titles in the same year. She went on to win 24 Major titles as well as 19 Women’s Doubles and 21 Mixed Doubles titles, giving her a record 64 Major titles all-up. She was also the only woman to win a Grand Slam in Mixed Doubles, which she achieved twice.

Margaret was the youngest of four children from an unassuming family in Albury, on the NSW border with Victoria. A natural left hander, she was encouraged to change to right-handed playing after she took up the sport at the age of eight. At just 17 she won the first of 8 consecutive Single’s titles, in 1960, at the Australian Championships.

In 1962 Margaret Court became the first Australian woman to win a Grand Slam overseas, and in 1963, the first Australian woman to win Wimbledon. When she retired from professional tennis in 1977 she was, and still is, the only player to have won all 12 Grand Slam titles at least twice. Margaret retired when she found she was pregnant with her fourth child, having played her last Grand Slam in 1975.



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