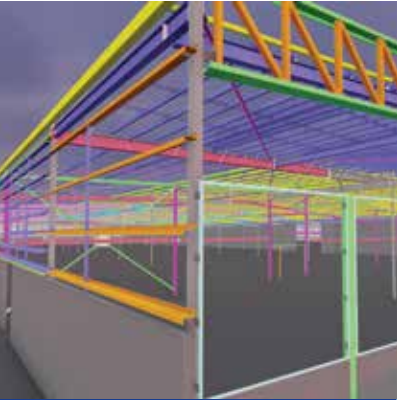
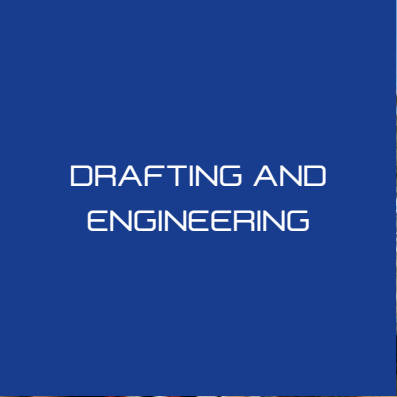


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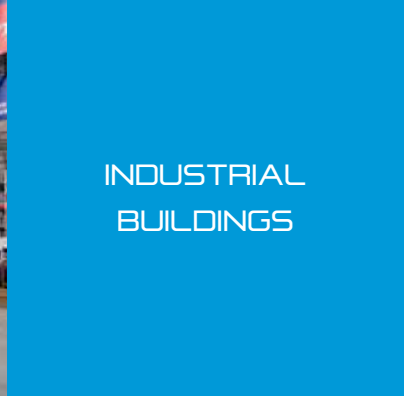
CELEBRATING
30
years



COMMERCIAL
BUILDINGS



DRAFTING AND
ENGINEERING



INDUSTRIAL
BUILDINGS



PRECAST
CONCRETE
BUILDINGS



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As we finish the fourth quarter of 2015 I can only reflect on our previous 12 months being the most unstable business wise in our industry in over 30 years with the coal sector taking a substantial dive in New South Wales and Queensland, together with commodity prices falling through the floor, a lack of employment in the coal mines, very little expansion taking place and general overall expenditure being severely cut, this has had real impact on businesses associated with the industry.

We have unfortunately seen thousands of people retrenched and many companies dependant on the coal sector close their doors including some who previously had been trading soundly for over 25 years.

In my opinion, general investment in commercial and industrial projects are down by at least 60%. There is a surplus of properties and already constructed investment projects on the market and this combined with low rental and investment returns does not offer the investor or developer a real inducement to borrow. I can only see a long road to recovery. But there is an upside as our dollar is currently around 75 cents, putting our raw materials in a more attractive market to our Chinese, Indian and Asian counterparts and with the increase in demands on raw materials comes financial rewards and the industry will start the improvement cycle again.

The repercussions from the downturn in the industry have been felt in many fields, in housing sales and values, declining vehicle sales, recreational product demands being halved and declining holiday rental bookings. These areas affect employment to personnel that on the face of it have no direct involvement in any mining industries. We too have seen projects delayed or canceled as our clients are directly or indirectly affected by the mining industry so we cannot understate the impact the downturn has had on our economy.

The real-estate industry has proven there are still strong deals around and with interest rates at an all-time low, with the right tenant or investment deal there are still dollars to be made but I assure you these deals are not that common and do take hard work. Tenants are understandably wanting more for their return and with a surplus in properties in some areas they have a lot more leverage.

Williams River Steel have been comparatively strong with projects over the past 12 months when we look at

overall projects being undertaken and our purchasing figures with suppliers. I assure you this has only come about by working hard, addressing issues of efficiency and pushing harder than ever to get the best deals with all purchases of steel.

We are still seeing the Queensland sector very quiet and I would see that being the last to respond to the market improvement as it seems to have taken the biggest economic downfall.

With the completion of the Masters project in Coffs Harbour, Ports Authority project in Newcastle, Spotlight in Sydney and Bradstreet Property Groups showrooms in Newcastle Williams River Steel will have an even stronger run into 2016.

We have commenced the new multi-franchise showrooms in Gosford for Australian Motor Group and are well underway with the new showrooms for Trotter Auto Group in Taree. We are completing excavations for a new bus, taxi and coach facility for Buslines in Dubbo and are standing steel for a large maintenance facility in Gunnedah. With five new projects just signed we can see the drive needed to get all the projects completed for 2016.

We are also excited to introduce a new state of the art detailing and drawing software package, 'Tekla', into our design and drafting department. Ross Farrelly, Head of Design and Drafting, will go over the outstanding abilities this program has which is elevating our design and drafting department into the next level in efficiencies.

The Tekla software is backed by three new employees, specialists in the software, this will see a 12 person strong design and drafting team which would be larger than most stand-alone drafting companies! It will ensure with this substantial investment by us we can provide our customers with state-of-the-art software and design packages and improve our in house service we pride the company on providing.

In summary, I can see The Williams River Steel Group will have a strong finish for 2015 and will push for an even stronger finish for 2016.

Regards

ASML
Tony McLeod,
CEO

CELEBRATING

30

years

Three decades and growing strong

Williams River Steel's CEO Tony McLeod looks back at the company's humble beginnings and what's helped the company stand the test of time.



WRS Head Office Enterprise Dr - 1990

WRS Head Office McIntyre Rd Tomago - 1996

WRS Head Office McIntyre Rd Tomago - 1996

WRS QLD Office - 2006

I'd have to say, it's kind of a milestone when you think 30 years has transpired for this company and myself. You never have that vision even with your enthusiasm initially, that you would be trading bigger and better 30 years later.

As a bit of an overview to the company's progress. I had moved to Clarence Town, 45 minutes out of Newcastle on a 10 acre property on the Williams River, 30 odd years ago mainly to water ski and for a more relaxed lifestyle.

Initially, I had done my trade as a boilermaker, working my way to foreman at an early age, I then assisted my family in their business ventures with hotels and with the automotive industry.

As a boilermaker I studied engineering in Newcastle for three years but unfortunately work commitments didn't allow me to complete my last year, I obtained my full builders licenses in New South Wales and Queensland as well as Hi Rise Builders licence in Queensland.

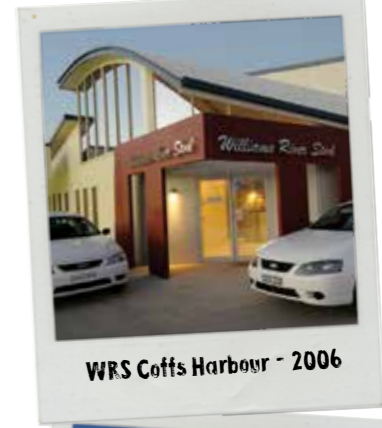
I found the continual commuting daily to Newcastle started to take its toll and I heard of a person looking for a boilermaker to fabricate trusses and do general work only 15 minutes away. As it happened I was employed by this company and also started to fabricate general steel work and erect farm sheds all over the state. Within 6 months I was contracting to his company and established Williams River Steel Erecting.

To cut the story short his business folded some 18 month later and I purchased some of the assets I saw invaluable, to keep some areas of his business moving and started Williams River Steel over 30 years ago. While my purchase of some basic designs saw a cash flow created there would never be a real future, I believed, in this style of product with many opposing businesses state wide choosing to supply similar dimensioned products, but with 25% less materials in them and substantially less engineering. I was never and still not prepared to build a low cost and somewhat questionably designed product with the company's name attached.

Initially, with the help from my father-in-law, the business grew from the second hand clip lock style double garage we worked out of on my property, to moving some 4 years later to the first actual Williams River Steel designed building in Tomago. In the early stages we were selling about 12 farm sheds per month out of this second hand shed and while our product was first class, you lived in the fear a client may want to call to your business premises, fortunately this didn't happen.

The process was to sell the product, go into the shed, package it up, load on our truck and I would deliver it anywhere over the state. In some circumstances I would also erect the sheds on the client's site and then return back to Clarence Town. I assure you with the field days always happening and great support from my mates who would work with me on weekends, there were plenty of great times and stories. It only took a few years and our old clip lock shed was way undersized for our expanding demands.

We purchased our first industrial land in Tomago and built the first offices and warehouse to assist the business and its expanding requirements. Once established at Tomago with new designs continually happening we introduced a form of precast concrete paneling manufacture in a battery style design. My father-in-law retired around this period also



WRS Coffs Harbour - 2006



Construction of Head Office - 2007



Head Office - Old Punt Rd



WRS Yatala QLD Office - 2008



1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015

about 25 years ago. This saw a long time mate Richard Soennichsen and well respected engineer Toby Thomas form a partnership in the precast manufacturing business. Eventually Toby bowed out and Richard took over this company and WRS commenced its own manufacturing facilities over 20 years ago.

After a few years and with continued growth I introduced Allgal Garages, as the domestic market was very strong, but I saw the only way to service this market was to specialise in the product. Our main focus at Williams River Steel was larger buildings and projects and we would not have been able to provide this market with the attention it deserved if we were not fully focused.

My mentality with any of our companies has been, they should be totally self-sufficient with their own staff, products, employees, facilities and freight.

We then set up a full independent manufacturing facility with Allgal and Mark Travis come on board to run it and he remains there today.

Meantime we had also commenced Freedom Homes, a steel frames building company which also was a standalone company with Vince Clancy at the helm.

Our premises at Enterprise Drive Tomago had grown too small and we had purchased 5 acres of land at McIntyre Road Tomago where we located our offices, fabrication, precast facility as well as Freedom Homes.

While this expansion was happening new offices had been opened in Tamworth, Coffs Harbour, Lismore, Gosford and Brisbane.

2007 saw our last big move to our current facility at Old Punt Road Tomago where on this 10 acres of

land we have Williams River Steel's precast and steel manufacturing with an additional 4000m² adjacent to this facility also for further steel fabrication.

My personal involvement in Freedom Homes has since ceased with this company now being independent of our group. We also have a land and property investment portfolio built up over the 30 years as well as ownership in bars/restaurants and importation of luxury motor yachts.

I would say that is a pretty quick snap shot of where we are today. You could put pen to paper for another dozen pages but this is the brief overview. I am happy to say while we have seen some tight times our business at this point has never been so strong with 2016 promising to be the groups strongest year yet.

If I had to summarise our success in a few points it would be:

- ✓ We never stop trying to improve on our product knowledge and our delivered product and always keep trying to improve our service.
- ✓ We do not compromise on our quality. We are aware there is always some with a cheaper quote but in our industry you get what you pay for.
- ✓ We value every sale and put the same amount of effort in delivering the correct result on all projects.

Finally I am eternally thankful to the staff this company has on board, with many having over 20 years of dedicated service and without the key personnel the companies achievements would be nowhere near what we have seen to date.

Masters of construction

From a vacant industrial site to a home improvement heaven, Coffs Harbour now have everything under the one gigantic roof

The first turn key project for Masters was completed earlier this year by the teams from Williams River Steel. The 11,000m² plus building is now open and trading in Coffs Harbour with the 290 car spaces kept busy with the steady flow of business.

While the project was constructed for a client to lease to Masters, every facet of Masters requirements had to be strictly adhered to, from their specifications and details to monthly meetings with their main personnel on the site.

Masters have a direct focus on the internal and external finishes of their stores and require a first grade presentation for their polished concrete floors and finishes throughout. We were able to achieve the level of finishes for the project without issue and the construction was completed on time and on budget.

In the past we have completed full turnkey projects for Bunnings and also supplied steel for Masters but this was the first full design and construct project to be completed of this size, which was a exciting opportunity for the company.

Like all the bulky retail outlet tenants there are constant changes in the internal areas of the structure from the initial designs. We are able to address the changes as they were requested, as we have available to our clients an in-house design team, project manager and full time site supervisor for the project





As the project was a design and construct by Williams River Steel it allowed us to look at areas where savings could be made by the client as well as Masters and there were some serious savings made in areas of bay sizes, air conditioning requirements as well as paint specification and finishes.

The steel fabrication took approximately six weeks to turn 300 tonne around and have it on site and without

error. The precast panels required for retaining and store walls was a success too with no hold ups to the schedule.

The Masters team gave Williams River Steel a very good response to the finished project prior to handing it over and noted the finishes were equivalent to companies that had done a number of stores for them without any issues.

We have since quoted a number of other stores for the Woolworths Group.



Above: The 3D render submitted to Masters from our design team very closely resembles the final Masters build.

Right: With the precast walls in place the construction of the extensive 10,452m² roofline takes place.

Below: Construction continues from shell to a weatherproof building, allowing for electricals and air conditioning to be installed

Below Right: The final stage is the signage including.



LOCATION:
Coffs Harbour NSW

TIMEFRAME:
32 weeks

AREA:
Site Size: 25,000m²
Building Footprint: 10749m²
External Pavement: 11650m²
Landscape Area: 1891m²
Trade Centre: 2118m²
Main Floor: 6188m²
Garden Centre: 1679m²
Administration Area: 289m²
Receiving Area: 475m²

Building Span: 71m
Building Length: 161m
Building Height: 8m

FEATURES:
Spin Up Panels
Sprinkler system throughout
Polished Concrete Floors
11m High Pylon Sign
Shade Sails
Acoustic Fence
Retaining Walls
Bitumen Carpark areas
Drainage Culvert
Disabled Access throughout
Parents room & amenities
Staff Training Room
Staff Locker Rooms
Security Gates

Port Macquarie Subaru takes on new terrain



At first glance the site was sloping, small and unsuitable for a business, let alone a car dealership but with careful planning and design and the advantage of location, location, location, Port Macquarie welcomed Subaru to their main thoroughfare.

The full turnkey project for Port Macquarie Subaru was completed late last year and was occupied pre Christmas. Our scope of works included, design and engineering, demolition of the existing structures on site, remediation of the site from contaminants, full earthworks and retaining walls and the construction of a dual vehicle showroom stepping down to the service facilities. Wash bay facilities were also designed and installed to the dealership.

A second dealership will occupy the showroom to the right of the building and the area was finalised at the start of the year. Until it is occupied by another dealership the area provides additional showroom space for Subaru.

This project was a good example of through careful planning and design you can achieve a lot from a smaller sloping site and utilise prime street frontage.



Left: Service bays located at the rear of the showrooms.

Left Centre: Showroom the offices are partitioned off with glass to create a sense of space whilst still allowing natural light.

Left Below: Looking across Subaru showroom to the second dealership which currently houses 'high end' second hand vehicles.



LOCATION:
Port Macquarie NSW

TIMEFRAME:
20 weeks

SHOWROOM SIZE:
9 Car

AREA:
Site Size: 1565m²
Building Footprint: 460m²
Exterior concreted Car Park: 1054m²
Vehicle display: 460m²
Pre Delivery: 170m²

FEATURES:
Split Level Building
2 x Showroom
Administration Offices
Kitchen & Amenities
Reception
Disabled Access
Fully Air Conditioned
Security Parking
Vehicle Handover Bay
Wash bay

First Port of call

The Port Authority of Newcastle now boast a specialised shed, dedicated to storage of equipment specifically for oil spills.



Location: Newcastle
Foreshore

Build Time: 15 weeks

Site Area: Crown Land
Building Footprint: 239m²
External Pavement: 55m²

Building Span: 15m
Building Length: 16m
Building Height: 6.5m eave

Features: Precast panel
walls with fillets
Awning Area
Ventilation Louvres
Stainless Steel Materials

Work was located on a
Heritage Site

In June 2007 the Hunter experienced a series of storms that converged onto the East Coast of New South Wales and particularly along the coast of Newcastle, bringing with it torrential rain and winds. Newcastle awoke to find a coal ship called the Pasha Bulka, stranded on Nobby's beach and looming over Newcastle's Port. Apart from the question of how the best method was to remove the ship of this size safely from the beach, questions were being raised as to while it remains on our shores, what happens if oil begins to leak?

From incidents such as the Pash Bulka as well as the everyday bustle of hundreds of ships entering the harbour each year to travel the 6kms into the port, Newcastle's Port Authority called on Williams River Steel to build a purpose built shed specifically designed for holding the equipment required for oil spills and conveniently located on the foreshore of the port.

The shed was made from stainless steel and precast concrete panels with the addition of ventilation louvres to provide steady flow of air for storage of wet equipment and a number of large roller doors provide easy access to the specialised equipment including boats and trailers.

It's game on for Minimbah

Minimbah school is now ready to use their new gymnasium. A staged development, WRS worked in conjunction with government agencies to bring the project to completion.

Boasting over 1000m² of floor space, there is plenty of room for sports and school activities, with the future possibility for expansion of the facility including mezzanine floors as the school's needs grow. We are pleased to see this local school with such a fantastic facility now at their fingertips.

There's always room for more beer

Murrays Brewery located at Bobs Farm, north of Newcastle, has been home to the craft beer brewery since 2013 and it is not surprising that with the brewery's success additional storage was needed.

Williams River Steel designed and built the coldform steel gable shed with a fire retardant precast panel wall separating it from the existing brewery. The shed was fully insulated to help maintain the brewery at a constant temperature, which is optimum for the brewing process.

Whilst the shed was under construction the original building was brought into line with the latest building codes and standards.





Spotlight *all sewn up*

Another of our larger projects this year has seen a tired office block transformed into an iconic Spotlight store that has already become a landmark in Castle Hill

The newest Spotlight store in Castle Hill spans 60m x 70m and stands 14m high, is the latest of Williams River Steel's finished constructions with final works wrapping up in November.

Built during one of Sydney's wettest winters with floods, torrential rain and gale force winds, but to the teams full credit, lengthy delays were avoided despite the unforeseen inclement weather.

The Spotlight store has been designed with the latest corporate branding and will be an improvement to the site enhancing the street scape aesthetics that once housed a run down office block.

There were some specific inclusions for Spotlight in this project such as:

- 2598m² of fully air conditioned retail space with polished concrete flooring throughout
- Two passenger lifts and one with the ability to hold their goods to the upper floor,
- A customer coffee and lounge area on the lower floor to create the less stressed atmosphere of shopping.
- State of the art lighting requirements to maximise the retail floor with the most effective LED lighting yet harnessing the savings this style of lighting can offer.
- 3800m² of undercover parking so all-weather access can be obtained for their customers.

LOCATION:
Castle Hill NSW

AREA:
Total Site Area: 7656m²
Building Footprint: 4047m²
External Pavement: 1863m²
Landscape Area: 1746m²
Office/Showroom Floor area: 3598m²
Building Span: 59.7m
Building Length: 70m
Building Height: 14m

TIMEFRAME:
28 weeks
Structure commenced
April 2015

FEATURES:
Earthquake Bracing
Polished Concrete Retail Floor
Composite panel walls for energy efficiency
Suspended slab creates undercover parking
Ground Floor Café
2 x Elevators
Polished Concrete Floors
Fully air conditioned 2598m² retail space
Elevated position for maximum visibility



Above: From 3D render through to final completion, Spotlight Castle Hill has come together according to plan.

Below: Construction of the extensive roofline.

The project has all drive areas and car parking areas finished in concrete. The structure of the building is full galvanised steel as standard inclusion with Williams River Steel projects. Both Bondor and precast wall claddings have been utilised to not only achieve energy ratings but also to enhance the aesthetics in the main retail warehouse.

With a six week internal fitout near completed Spotlight Castle Hill will be open any day now.



Left: Almost complete with final electrical work in progress in the main retail area.

Below: Whilst the Spotlight building receives the final touches to the outside, it is a hive of activity inside in the main retail area with shelving being installed ready for the Grand Opening Day, November 18.



Newcastle's dynamic duo

Integrating the best of the old and the new with a sleek, modern dual showroom fronting the massive wool sorting sheds that have been converted into a very spacious service and car storage area and is now the new home to Mazda and Subaru.



The Mazda / Subaru showroom is the 13th project we have completed for the Bradstreet Group over the years making them one of our longest and most valued clients. The latest showrooms all but completed now with some minor cosmetic sections to be attended to.

The location of the site is in Hannell Street, Maryville which in lay-men's terms is about 5 minutes drive from the heart of Newcastle, so the site is very high profile with a huge traffic flow from 7.30 am till 6.00 pm, six days a week. It also has two existing showrooms and full service facilities adjacent, having been previously constructed by Williams River Steel some two years ago. This sites combined size is over 10 acres! As you can imagine a site of this size is very rare in such a high profile area and is quite an opportunity for Williams River Steel to be involved in.

This substantial project commenced with an existing storage shed covering over 2 acres and requiring 2 new showrooms to be designed at the front and full service workshops constructed in the existing structure behind the sales facilities.

The building site was over 31,000m² and the building footprint being 6,500m² so it was not as simple as putting a complex together on a vacant block.

Some of the issues that our teams resolved were, upgrading the power, upgrading the water supply to the block, the fire services to be totally redesigned and increased, access to and from the site increased with additional drive entry points, council's general conditions and dealing with the manufacturers meant both the sale and the service facilities had to be totally isolated. Dealing with the manufacturers is a very labour intensive issue on any dealership as you can understand, they want the best exposure, highest profiles, greatest areas etc. for their brand and I assure you some of the demands placed on the dealership and our design team are very militant, but you just have to work your way through these.

As mentioned, power was an issue with substantial upgrading for the site being required and therefore full design plans had to be done, calculating the client's needs, they then had to be submitted to the supply authority for approval then the works are tendered out. This can easily take 4 to 5 months before any commencement of works.



LOCATION:
Maryville NSW

SHOWROOM SIZE:
8 Car - Subaru
19 Car - Mazda

AREA:
Site Size: 31680m²
Showroom Footprint:
Mazda: 726m²
Subaru: 544m²

TIMEFRAME ESTIMATED:
33 weeks

FEATURES:
2 x Showroom
2 x Administration Offices
2 x Cafe
2 x Sales Offices
2 x Boardroom
2 x Mezzanine Level
2 x Kitchen & Amenities
2 x Reception
2 x Service
Refit existing warehouse



When you are working with a site of this size you have the two franchises isolated but the project is still a combined build.

There was over 950m² of lower showroom and offices as well as over 300m² of upper offices and board rooms. Service facilities were over 5000m² combined with 3500m² being landscaped areas alone. Each sales facility has its own new car delivery area, customer café, customer vehicle drop off and entry and egress drive areas.

With the completion of this project it certainly has left this massive site with very impressive appearance and has created a one stop shopping experience for clients that can now view 4 different franchises on the one site and full service facilities within 5 minutes of Newcastle's CBD for the many Novocastrians that work in Newcastle close by.



Just the ticket for Dubbo Buslines

To keep the buses running on time, this complex is designed with state-of-the-art technology and room to move.



LOCATION:

Dubbo NSW

COMPLEX SIZE:

83 buses undercover

AREA:

Site Size: 13734 m²

Combined Building

Footprint: 5669 m²

Landscaping: 1363m²

Workshop: 930 m²

2 Storey offices: 1020m²

Pavement/parking: 6529m²

Mezzanines: 191m²

ESTIMATED TIMEFRAME:

25 weeks

FEATURES:

Stacked roof profiles in

contrasting colour

Clear span design

Workshop & pit,

Automated bus washing

Rainwater harvesting &

storage

Advanced security & LED

lighting systems

Consolidating the existing depot with an adjoining block presented an opportunity for Dubbo Buslines to expand into a depot specifically designed to cater to future growth and needs.

Buslines Group operates a fleet of 300 vehicles, servicing a network of bus routes in major country towns throughout NSW. The Group's operations carry over 15 million customers annually and employ more than 400 staff, each of whom are committed to providing a bus service which is safe, reliable and comfortable for all customers.

Due to the growing and successful business in the Dubbo region, Dubbo Buslines approached Williams River Steel to design and construct a new premises on the existing site. The project will be a full turn key operation and will be taken from architectural drawings through to final lock up.

The current buildings will be demolished to make way for a massive clear span depot, housing up to 83 buses. The new design will allow for better movement of the buses



in and around the depot and provide purpose built facilities for staff, administration and the servicing of vehicles.

Dubbo Buslines welcome future technologies and have included advanced security and lighting throughout the facility as well as a fully automated bus washing facility, a workshop and an maintenance subterranean pit with a brake roller and testing machines to keep the buses in peak condition.

Renewable energy systems have been included for future expansion and harnessing natural ventilation will reduce the

need for air conditioning and reduce the buildings carbon footprint.

Rainwater harvesting and storage systems have been designed to integrate with the large roof-line adding to the efficiencies of the new design.

The existing building is located adjacent to Dubbo Railway Station and is also situated within a growing industrial estate which makes it an ideal location for an expansion.

Subterranean Maintenance Pit

Williams River Steel have installed subterranean maintenance pits in a number of Buslines depots across NSW and on the back of their success are also installing one into their new Dubbo depot.

The walk-in pits are installed with the latest innovative technology and equipment allowing the mechanics to detect faults and work freely around and under the vehicle to make any necessary repairs. The pits are installed with brake testing facilities and a roller /shaker module and well as an oil station and additional storage.





Source Separation enters a new cycle

Source Separation Systems Pty Ltd provides high quality recycling bins, public place bins and compostable products to assist governments and businesses to improve their environmental footprint. In a growing industry the Newcastle office was in need of a larger space to expand their facilities, and also provide the modern work facilities needed to attract and retain talented employees, and foster increased team collaboration and innovation.

Williams River Steel has commenced the full turn key project consisting of fabricated black steel frame and precast panels to all exterior walls, which will see the architectural designs taken through to completion.

The building features administration offices and a showroom in a contrasting colour, so it visually jumps forward. This not only helps to distinguish the public area to the work area but it breaks up the expansive exterior of the building with the contrasting colours. Natural light is gained through the full length windows and protection from the direct light achieved by the framed awnings.

The warehouse includes two large roller shutters; 6m x 6m and 6m x 7.5m to the side of the building with a structural truss over, to allow for side access to small trucks on a tight site. To maximize the floor space, the rear wall of the warehouse is splayed to follow the line of the easement.



LOCATION: Boolaroo, NSW

AREA:

Site Size: 2936m²
 Total Footprint: 949.3m²
 External Pavement: 486.5m²
 Office/Showroom: 76.5m²
 Workshop floor: 872.2m²
 First Floor area: 62.6m²

Building Span: 28.8m
 Building Length: 40.3m
 Building Height: 7.2m

ESTIMATED TIMEFRAME:

17 weeks

FEATURES:

Splayed rear wall
 Large roller doors
 Stepped office component
 Framed Awnings over windows

Taree Toyota nears the finish line

An upgrade of Taree Toyota showroom provides a new platform to showcase the latest Toyota has to offer.



The new turnkey Taree Toyota Showroom project for the Trotter Auto Group is near completion, with the view of early December seeing us all wrapped up. The final touches are in the process of being finished with the laying of 1000m² of concreted pavement.

Works including car parking areas, retaining works and fencing all had to be taken into consideration with this new project. Initially the existing large awning and offices were demolished and temporary offices established, with some pavement areas concreted and retaining walls installed, so the staff and vehicle displays could be relocated and allow the main complex to commence.

The showroom has been specifically located on the large block to best give both exposure and vision of all areas over the dealership. Like

all new dealerships we work within the "Corporate Identity" of the manufacturers requirements in specific areas. Such things as tiles, carpets, feature walls, handover areas and icon entries are pretty standard on all brands. The trick is to work these finishes in to suit the design of the buildings on certain blocks as well as working within the client's budgets.

The Trotter Auto Group's brief was for a first class project of a high standard and the end result was a large airy showroom with high end finishes throughout including the offices and amenities.

No doubt the presence of this new Toyota Showroom will increase the sales for the company and also offer greater customer satisfaction with all areas of sales and service once opened next month.

LOCATION: Taree NSW

AREA:

Total Site Area: 2831.8 m²
 Total Footprint: 312.8m²
 External Pavement: 350m²
 Total Office/Showroom Floor: 395.4m²

ESTIMATED TIMEFRAME:

20 weeks

FEATURES:

6 x Car showroom
 8 x offices
 1 x Café
 1 x Boardroom with open offices to mezzanine level.





A window into Coffs Coast Development

With the design in place the build came together very quickly for SGA Architectural Window Solutions for a fresh start to 2016.



Above Left: The precast panels are installed and the Colorbond sheets are added as a feature.

Right: The large rollerdoors provide easy access to the workshop to the rear.

Left Below: The building receives its final coat of paint and the wood feature fascia to provide contrast.

Coffs Coast Developments is a developer of homes and commercial buildings in the Coffs Harbour area and surrounds. The latest development is purpose built building for SGA Architectural Window Solutions, a leading manufacturer of contemporary architectural window and door solutions, located in the popular Isles Industrial Estate

The construction of the building exterior has recently been completed in October 2015 and work has already commenced internally with aim of SGA moving in by January 2016.

The design comprises of a showroom, offices, mezzanine floor and rear workshop with 7.5m high ceiling to accommodate aluminium extrusion.

This building is the third complex Williams River Steel has built for Coffs Coast Developments however in this instance we worked closely with both CCD and SGA, to ensure the building was designed and engineered to the desired specifications for both the developer and tenant.

LOCATION:
North Boambee Valley NSW

AREA:
Total Site Area: 2004m²
Building Footprint: 903m²
External Pavement: 897.5m²
Landscape Area: 204.4m²
Office & Showroom: 188.2m²
Workshop floor area: 714.8m²
First Floor area 1: 63.5m²
Building Span: 16
Building Length: 56.6m
Building Height: 8m

TIMEFRAME:
14 weeks

FEATURES:
Skillion Roof
Precast concrete office
Framed parapet to front elevation
Precast panel on boundary

Designed and engineered to take the load

An engineering firm in Gunnedah will soon have a new premises to cater for the growing size of machines that have been coming through their doors for repairs.

Williams River Steel were approached to custom design and construct a large engineering workshop in Gunnedah that will be leased to a local engineering firm.

The building has been designed and engineered to allow for oversized machinery and equipment, in particular from the mining industry. Due to the specialised requirements the design included high clearance, engineered strength in the building to support two over-head cranes and two 7.5m high x 10m wide custom roller shutters on the side walls for access. Black steel will be used throughout the workshop topped with Monoclad roofing.

The final design resulted in a building that is 22m span x 44m long and 12m at the eaves to accommodate two 32 tonne overhead cranes allowing them to lift together.

An office at the front of the building 22m x 4m wide x 2.7m high will be constructed with precast concrete external walls as well as a precast concrete wall to separate the offices from the workshop area, assisting with soundproofing and serviceability.

Working together with the client and the tenant, Williams River Steel were able to design and engineer the building with minimal drafts and arrive at a solution that suited the client's need.

Council has approve the project for DA and CC for a commencement date in early 2016.



LOCATION:
Gunnedah NSW

AREA:
Site Size: 13,257m²
Building Footprint: 968m²
Building Span: 22m
Building Length: 44m
Eave Height: 12m
Overall Height: 14.1m

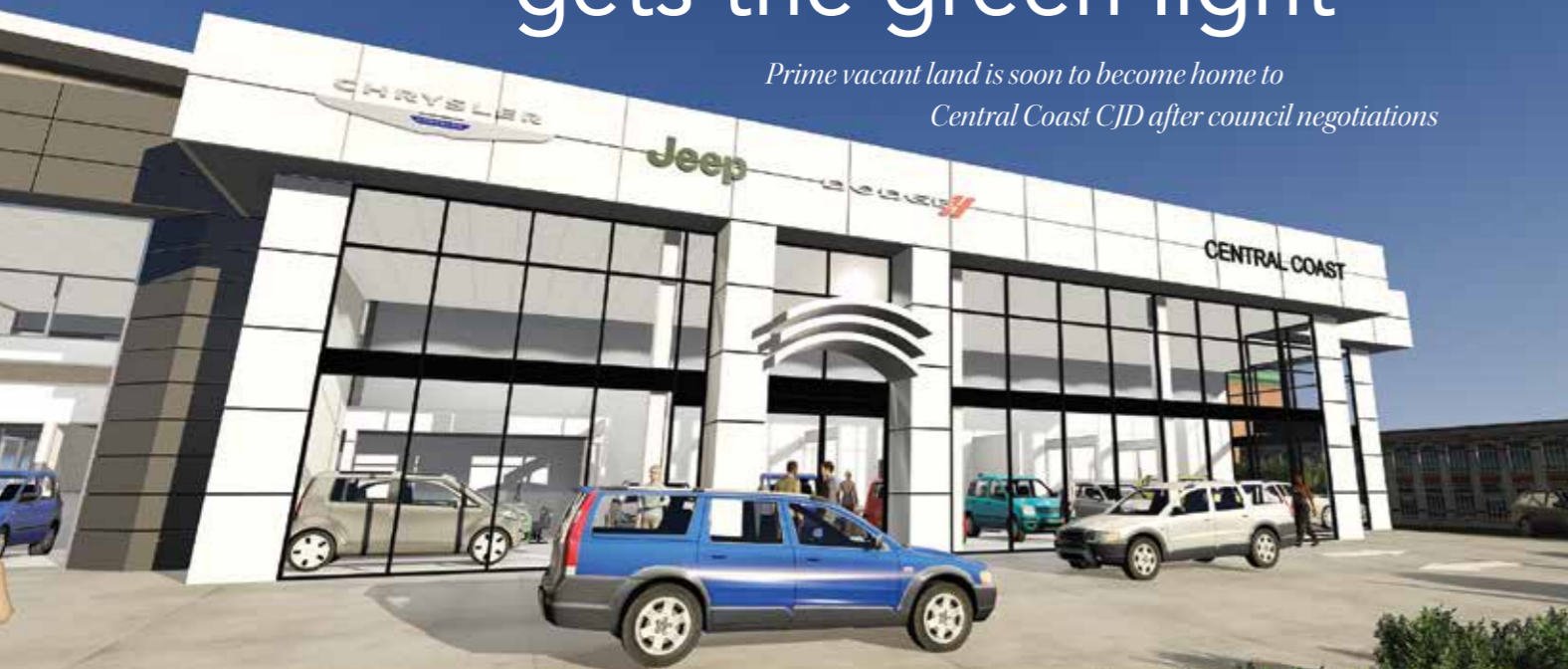
ESTIMATED TIMEFRAME:
8 weeks for build
+ additional for specialised machinery and electrical

FEATURES:
Engineering Workshop
2 x 32 ton overhead cranes
Administration Offices
Staff Amenities
Approx 95 ton of steel to be used in the construction
7.5m h x 10m w Roller Shutters



Central Coast gets the green light

Prime vacant land is soon to become home to
Central Coast CJD after council negotiations



Construction will commence in the next few weeks of a multi-franchise showroom at Gosford. This will be the new regional sales office for Chrysler, Jeep and Dodge with the additional showroom facility yet to be finalised.

This build will be a full turnkey project with an estimated construction period of

26 weeks. The site area is approximately 4500m² with the buildings footprint achieving an area of 1680m². The proposed Chrysler Jeep Dodge showroom will have the capacity to house 9 cars with the second showroom providing the capacity of 7 cars. The service facilities will incorporate 10 service bays, tool store, tyre store and spare parts storage.

The sales showrooms will consist of 2 waiting areas, 8 offices, boardrooms, full amenities and lunch rooms. Full service, greeting and parking details, customer lounges, cafes and all the manufacturers' requirements are inclusive in this development.

The dealership is very high profile as it is located on the main road entering Gosford. With the high profile, issues needing to be resolved with Roads and Maritime Service caused delays in the project due to vehicle access. A full design has been prepared, engineered and approved for a centre medium strip from an adjacent road, as the block also has two other tenants using a common carriageway at the rear. Full traffic reports and maneuvering designs were required by the council and the RMS and these negotiations and the approval process have taken over 10 months to get across the line! We are only a few weeks away for all these designs and details to receive their appropriate ticks.

Like all the projects now being constructed updates and progress can be monitored on our web site from commencement to completion.



LOCATION:

West Gosford NSW

AREA:

Site Size: 4474m²
Building Footprint: 1683m²

ESTIMATED TIMEFRAME:

26 weeks

FEATURES:

Showroom 1 353.6m² - 9 cars
Showroom 2 298.8m² - 7 cars
Entry/reception 159.5m²
Workshop area 626.6m²
Mezzanine area 209.5m²
Store 35m²
2 x Cafe bars
Administration Offices
Workshop
Wash Bay
Conference Room
Staff Amenities
10 x Workshop Service Bays
Spare Parts and Tool Rooms

Inlon harvests new ground

Inlon has been established for over 30 years and has become a trusted part of the Australian farm machinery scene. From humble beginnings, Inlon established themselves as offering honest and tough value-for-money tractors and it is their continual growth that has lead them to looking for a showroom and storage that can cater to their growing needs, and with 2.07ha there is still room to grow.

The new building has been designed with a 360m² customer area and tractor showroom to allow customers

to view the equipment as well as test it. A glass wall allows light to entre the showroom and it also provides a visual feature to the building.

Towards the rear of the building is a workshop and large 483m² covered awning where implements and accessories for the tractors are stored. In the past these were too large to be protected from the weather so the new design is not only practical but good for business.



Hi Tech storage growing in demand

Over the past few years Williams River Steel has built close to 300 units for Novine Pty Ltd as well as over 2500m² of cantilevered awnings for caravan, boat and mobile home storage.

As Hi Tech Storage found their units were often rented to capacity, they purchased the block adjacent to their current premises on Craft Close in the Hi Tech Industrial area and sought Williams River Steel to build another four storage buildings providing an additional 68 units.

Precast panels were used for the boundary walls of the buildings and remainder of the walls were built using Colorbond wall sheeting. Each unit will accessed by a single roller door.

Demolition of existing shed and earthworks has already been completed removing the existing concrete slab and preparing the site.

Concreters started works early October with completion expected before Christmas.

Dominelli

keeps up the service

Rockdale is soon be home to Dominelli Motors state-of-the-art Service Centre for Nissan and Mazda



After a few months of discussions we are proud to announce a long standing and highly respected company, The Dominelli Group, has given Williams River Steel the order for a state-of-the-art service facility in Kogarah.

The Dominelli Group has been well known in the business for new vehicle sales for over 40 years and they have numerous sales outlets as well as a number of varied vehicle manufacture distributions to their bow.

From the initial conversations with the groups CEO Adam Dominelli, the desire was always to build a facility of a first class standard that would be an icon in their extensive real estate portfolio. Judging by the 3D renders, which are currently a work in progress, we are confident we have achieved this with our multi-level facility, now in council and awaiting DA approval.

To give you an idea of the projects size the site is approx. 8500m² and the footprint of the proposed building is 3515m². We utilised the sites dual street access from Rocky Point Road and Phillips Street and incorporated a number of key points in the design.



The lower area had to be able to provide the full facilities for service customers for two large manufactures with full individual receptions, café and under cover parking areas.

Once the customers enter the 2900m² undercover facility, they have immediate access to the service counters and staff as well as their respective café areas.

Customers will also have the opportunity to utilise the courtesy transport to and from the complex. From that



Left: 3D render of the Mazda and Nissan Service Centre. Aerial view shows rooftop carpark with additional 154 spaces.

Right: 3D render of the proposed Mazda workshop and service area. This is also duplicated on the Nissan side of the building.

Below: 3D render of the Mazda Nissan Service centre to be constructed at Kogarah in 2016. This view is captured from Phillips Road.



LOCATION:

Kogarah NSW

AREA:

Site Size: 8405m²
 Showroom Footprint: 3515m²
 External Pavement: 4719m²
 Landscape Area: 171m²

MAZDA

Reception G Floor: 132m²
 Car Park: 1348m²
 Workshop: 1050m²
 Workshop Offices: 113m²

NISSAN

Reception G Floor: 132m²
 Car Park: 1342m²
 Workshop: 1050m²
 Workshop Offices: 113m²

Mezzanine

Offices: 407m²
 Parts & pre-delivery dept: 1187m²
 Shared Rooftop Parking: 3528m²
 Mezzanine Warranty: 200m²

Building Span: 44.9m
 Building Length: 78.7m
 Building Height: 13m

FEATURES:

2 x Café
 2 x Lounge
 2 x workshop
 Parts
 Rooftop car park
 Polished Concrete Floors
 Lift



point service staff can deliver their vehicles to the 3200m² first floor, where technicians can commence the vehicle service and any other requirements. Once works are completed the vehicles can be returned to the ground floor or if required the building design provides the ability to park vehicles on the next level, which is an additional 3500m² of rooftop parking.

We have designed a lift in the front atrium area to service an office complex on the second floor of the Kogarah Service Centre. With 407m² it will make room for the administration staff.

Upper floor vehicle access is by way of two ramps on both sides of the complex to isolate the franchises. As stated there will be dual road access plus an additional drive through at the main entry facing Phillips Road.

This project is a full design and construction project complete with full 3Ds and animated walk-throughs being completed for the client. This allowed the vehicle manufacturers to scrutinise even closer.

With construction, the main components will be precast panels for all external walls and retaining walls, the floors will be a slab on the ground level on 6.000 piers and a pre-cambered steel superstructure on bondeck, reinforced and concreted for the upper levels. We foresee a 6 months projected construction timeframe after the existing structures on the site are demolished. There is extensive asbestos removal as well as aged steel, structural steel and cladding. The ground concrete slabs in the existing structure will be reused for stabilised fill.

We will be keeping you updated on the project by our web site and online newsletters.

There is no doubt the project will be an icon investment structure for the Dominelli Group.

Dominelli *makes in roads*

Kirrawee gets the go ahead from council for the latest Showroom for Ford and Renault.



Although there was an existing DA this project was a completely new design process for this 6400m² site and we needed to consider the fall of the land, exposure of vehicles to the highway, access to the site and access points from showroom. After careful consideration of these points it was decided to utilise an undercover drive-in section for the customers to enter their vehicles for service. This would also give the facility an all-weather appeal for their customers and allow us to construct the service facilities on a lower level, utilising the existing ground levels saving a substantial amount on importing fill to build the site up.

From the proposed plans, customers will be able to enjoy the all-weather access and parking entry area, then walk up a set of stairs to the café and lounge areas.



Following on the heels of the project order for Kogarah, Williams River Steel now have the green light for the next Dominelli Group project, their new Ford and Renault Sales Showroom and substantial service facilities on the Princes Highway at Kirrawee.

Initially there were existing DA issues for a previous project on this site however we were able to utilise some of the pre-approved sections and swing them across to the new proposal including the RMS approved deceleration lane from the Princes Highway required for access to the site. While the site enjoys the benefits of another street access to the rear, the Highway is essential for this business trade and access.

The showroom will be a state-of-the-art designed facility for the two manufacturers, Ford and Renault but to add a bit more of an edge to the showrooms appearances we have incorporated the 'Ford curved frontage' as per their new corporate identity in Australia. This will certainly be the first one built in NSW and possibly Australia with the curved design and will be the companies new requirement for future constructions and renovations for their showrooms in Australia. The showrooms have a footprint of around 700m² with a first floor office areas of 200m² and the service areas will be around the 1000m² size. We have designed the project to incorporate both brand identities with full height 9m glass atrium in the showrooms, Icon and Pylon signage as per the manufacturer's requirements.

Externally there will be allowance to display 74 cars externally at the front with ample car parking at the rear and rear exit sections of the complex. 12 hoists will

be installed in the service section with client parking bays, 'Handover Bays', and long term bays all taken into consideration.

Finishes on the project will mainly be precast concrete retaining walls where required and precast external wall panels, galvanised structural steel frame, ACM cladding for the fascia's and main features as well as all pavement areas to be in concrete for the minimal maintenance and peace of mind.

The full DA should be approved and in our hands from Council hopefully to start in December. The project will be a 23 week building from approval time.

Again as mentioned in other articles, our web site will have updates from the commencement of the project for any interested persons wishing to monitor the progress of the impressive project.



Above: Proposed aspect from Princes Highway showing showroom facades customised to suit the brands with full height glass atrium resulting in the impression of two separate showrooms

Lower Left: View from within interactive customer lounge area with elevated position and visual connection to the workshop operations providing a unique customer experience.

Right: Cantilevered mezzanine with half height glass provides optical integration of offices to showroom. Full height glazing and atrium combine to provide an abundance of natural light.



LOCATION:
Kirrawee NSW

SHOWROOM SIZE:
7 Car - Ford
5 Car - Renault

External:
74 Cars external

12 workshop bays Ford

AREA:
Site Size: 6366m²
Showroom Footprint:
Ford: 470m²
Renault: 280m²

TIMEFRAME ESTIMATED:
23 weeks

FEATURES:
2 x Showroom
2 x Administration Offices
2 x Cafe
2 x Sales Offices
1 x Boardroom
2 x Mezzanine Level
2 x Kitchen & Amenities
2 x Reception
2 x Service
1 x Glass Atrium

Forging ahead with the industrial park



We were approached by a previous client to look at a parcel of land in the Steel River industrial estate that he had purchased some time ago with the view to either leasing out or strata title and selling off a number of units to be designed to suit his block being approximately 4200 m².

With the take up of existing units in this estate over the last few years it seemed an ideal time to move forward with this project.

The concept is to vary the unit sizes to suit the markets broad requirements and also allow a few options for the perspective purchases to select their required amenities/lunchroom.

The end result was a building design of approximately 1500m² comprising of 10 various units from 200m² back to 100m². Each unit would have a mezzanine area, roller door access, awnings over their entry, amenities as per the client's options and options for offices if required.

To compliment the project we designed, manufactured and installed a customised decorative powder coated fence with precast panel that has the building name, "The Furnace" inlay into the panel. The feature sets

off the blocks frontage, adding a bit of class instead of the standard chain wire entries in most of the other surrounding buildings.

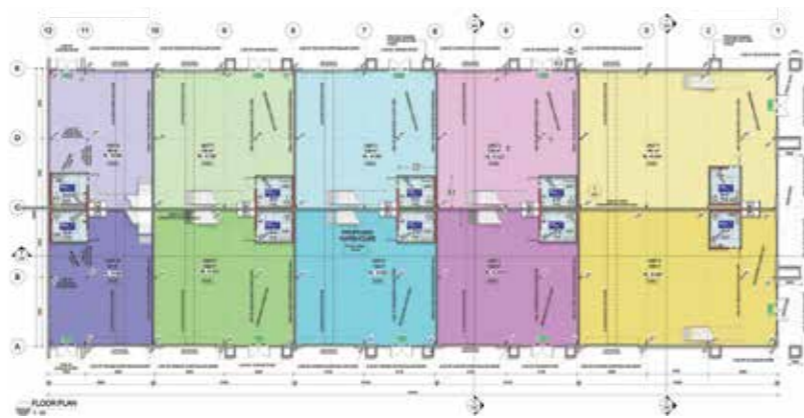
All external walls would be formed with precast concrete to an eave height of 6m.

The roof will be fully insulated to give an overall positive outcome with insulation and acoustic advantages.

To date the DA is due to be issued in the next month and work will commence shortly after this.

General inquiry has been strong for the units and we can estimate a 50% sales rate will be experienced before any commencement.

For any enquiries on the units contact **Reece Harrison on 0421 000 965.**



LOCATION:
Mayfield NSW

AREA:
Total Site Area: 4283m²
Building Footprint: 1512m²
External Pavement: 2122m²
Landscape Area: 650m²
Building Span: 24m
Building Length: 63m
Building Height: 6m

ESTIMATED TIMEFRAME:
22 weeks

FEATURES:
Precast Feature Panels to front fence and entry doors
Options for bathrooms
Parking



The Hills are alive with Hyundai



LOCATION:
Pennant Hills NSW

SHOWROOM SIZE:
12 Car
External: 74 Cars external

Building Span: 21m
Building Length: 39.5m
Building Height: 6.4m

AREA:
Site Size: 13630m²
Showroom Footprint: 700m²

TIMEFRAME ESTIMATED:
20 weeks

FEATURES:
High grade ACM materials
metallic bronze pattern on fascia and ceiling
Raked CHS columns
Cellular patterned floor
Frameless glass offices
Customer lounge, bar & café
10 offices/facilities
Cantilevered awning for undercover carparking spaces
Vertical internal garden

This totally new Hyundai designed and finished showroom will start construction in the first quarter of the New Year at the very high profile site at Pennant Hills. This will be one of the first in Australia with the new state-of-the-art Corporate Identity featuring shaped ACM external fascia to the sculptured internal ceilings.

We have been working with the Hyundai Development Manger as well as with Australian Motor Group (AMG), to get all facets of the design finalised. We are proud to say this will be the 6th project we have constructed for the AMG throughout Sydney and Newcastle and strive to make sure this is not the last.

The Pennant Hills Project is a full turn key with such works to take place from the demolition of existing structures, new external pavements, main slab and the full showroom facilities. As there are existing service facilities on this site and this is a standalone franchise showroom our primary focus has been fairly easy to satisfy the manufacturer.

As the project is the first to be taken from 'artistic impressions' to design and construction, we expect there to be minor design and engineering issues that we will resolve, setting the benchmark for further dealerships across Australia.

This new showroom will comfortably display 12 cars internally in the 800m² showroom. The building will also have a number of very unique features internally such as the structural columns at the front of the project which are to be manufactured from large 200mm round pipe, taking on the aesthetic appeal of tree branch at each bay. Combine the 10 offices, service reception, main reception, frameless glass, contrasting black tiles lead car zone and a large cantilevered all weather awning across the rear and we are very confident this will be not only a unique structure, aesthetically internally and externally pleasing but will give AMG customers a real experience when they purchased their next Hyundai at Pennant Hills.

There is no doubt as you drive through Pennant Hills you will not miss this project once completed.



All set for the new challenges

Over the past 12 months Australian Precast Panel Systems (APPS) have been in full swing completing a number of large projects in the Metro areas of Sydney and in the Hunter. Once again our team at APPS have risen to all challenge of producing the large volume of panels and completing the projects.

A brief summary of projects and panel numbers follow :

- Victoria Towers Apartments, Burwood
550 wall panels
Completed September 2015
- The University of Newcastle Student Accommodation, Callaghan Campus:
1733 wall panels
Completed APPS works October 2014
with remaining works completed early 2015
- Nelson Bay 100 year War Memorial
Completed April 2015

We are looking forward to the new year with a number of large projects already in production.

Right: Nelson Bays RSL War Memorial.

Below: One of the new student accommodation towers now completed and together with neighbouring towers house over 750 students.

Below Right: Precast panels are lowered into place during construction of the Student Accommodation last year.



VICTORIA TOWERS

Our fourth major apartment building with TQM at 20 levels high this will be APPS's highest building with TQM, this project is situated next to the Westfield shopping complex at Burwood and will further enhance our company profile in the Sydney metro areas. APPS have a long solid relationship with TQM and look forward to continuing our relationship for many years to come.



ORICA- SWITCH ROOM UPGRADE

In September 2015 APPS produced and installed the wall panels required for the trident steam upgrade switch room at Oricas' plant on Kooragang Island, comprising of both wall and roof panels, while the project is smaller than we normally engage in, the speed at which the project was completed is again evidence of the benefits of using precast concrete no matter the what the scale of the project.



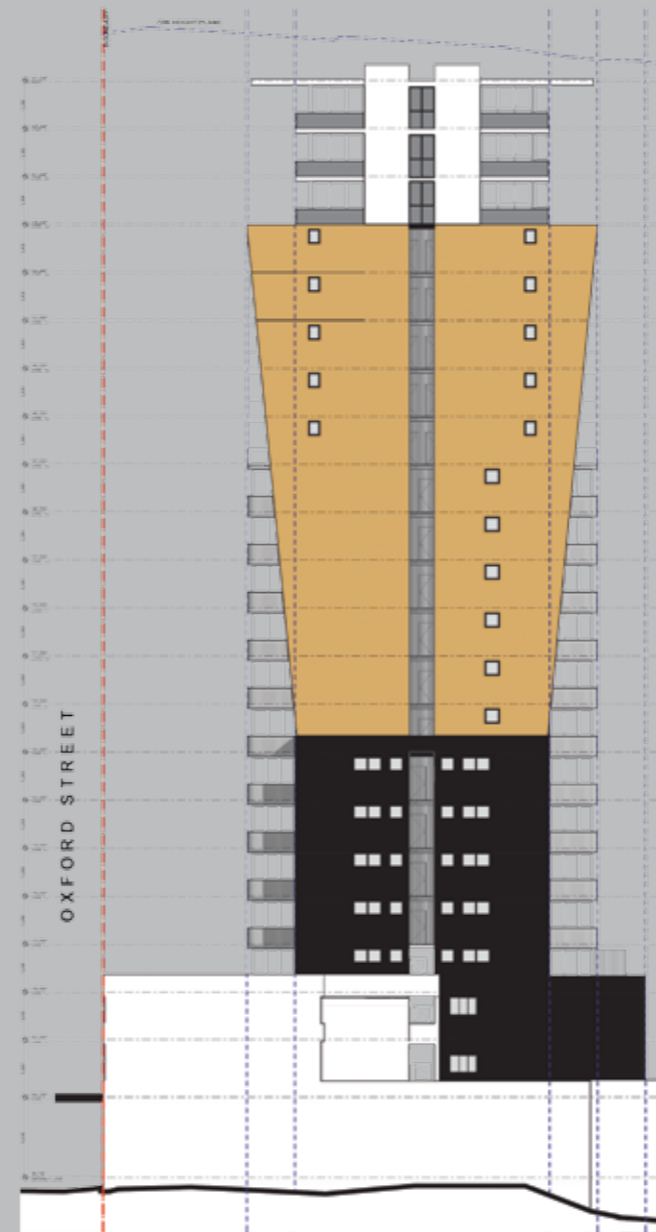
Future Growth



TQM - HOMEBUSH

Commencing in January 2016

APPS have secured our 5th consecutive project with TQM Design and Construct at 129-133 Parramatta Road Homebush, this development comprises of 8 levels of commercial and residential apartments. Our precast walls will be used extensively throughout the project for both structural walls and non-structural balcony balustrading totalling 400 individual panels, APPS have built a solid working relationship with TQM's team and we look forward to bringing this development to life.



EPPING - LUXE APARTMENTS

Commencing in April 2016

APPS will be continuing our relationship with TQM Design and construct in 2016 with a 21 level high rise apartment building on Oxford Street at Epping, comprising of over 300 structural wall panels once again highlighting the enormous benefit in using precast concrete in project of this nature, the balcony panels will also be constructed of precast concrete incorporating a decorative fluted pattern providing strong architectural appeal, with projects of this size becoming more common especially with in metropolitan Sydney the future of precast concrete has never been brighter.



It's all in the detail

DECORATIVE PANELS

APPS custom design panels with a whole host of other options including finishes, inlaid logos or company names, street numbers, mail boxes etc. This design required 2 mail boxes and the logo extruded from the panel. It was achieved by the following steps:

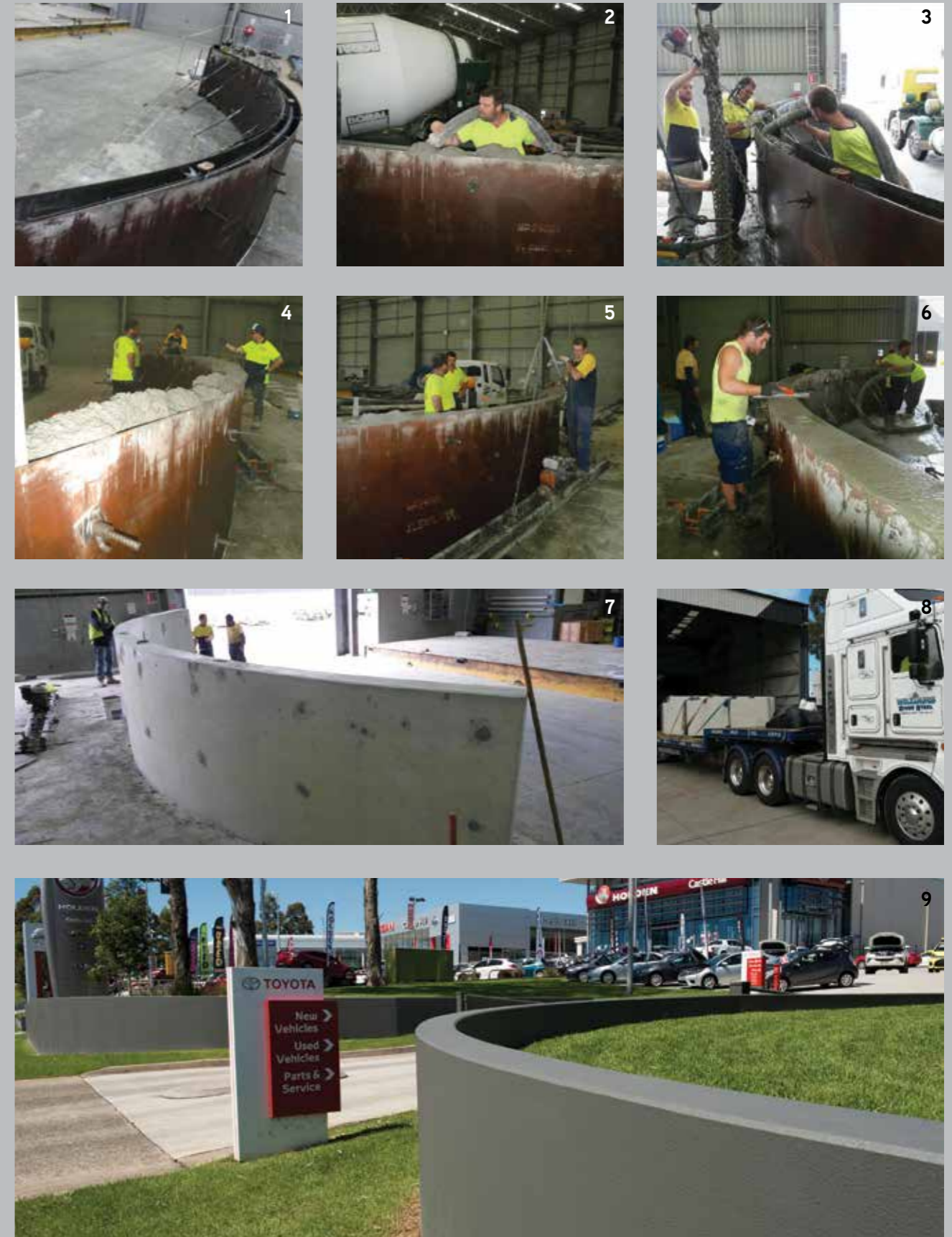
1. The design is cut from foam and laid onto a frame set to the correct size. All edges of the foam are siliconed to ensure a smooth finish and concrete does not seep under the design once poured
2. In this wall 2 panels of mail boxes were required, the formwork spaces have allowed for these.
- 3, 4, 5 & 6. Concrete is carefully poured into the formwork and levelled out.
- 7 & 8. To force air bubbles to surface & assist in

- levelling concrete to top of formwork a vibrating screed is applied to top surface of the panel.
9. A hand screed and bullfloat is used to smooth and close out finishing surface. The trowel machine (concrete helicopter) is then applied to further close out & smooth concrete.
10. Finally the panel is hand trowelled to get a smooth finish to the concrete.
11. The panel is then lifted, dressed and installed.



CURVED RETAINING WALL

A curved retaining wall was required by one of our clients, Castle Hill Toyota. This was designed to update the facade of the entrance and retain the garden.



In-sites

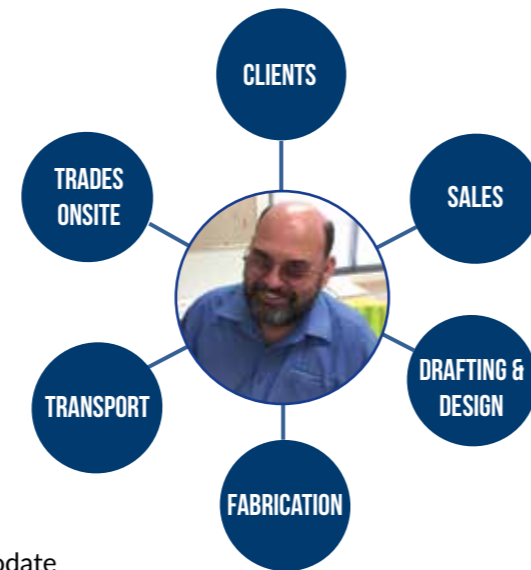
as a project coordinator

by Graeme Edman

I started in 1997 with Williams River Steel as a sub-contract steel fixer and took up the position as project co-ordinator in 1999 where I have grown with the company, in more way than one. I am based in our Head Office in Newcastle where I sit away from everyone else, as I am misunderstood and other staff members may think I'm cranky, which of course is not the case. I am a little like someone with small dog syndrome, you know they yap a lot, but are really quite lovable.

Where I fit into Williams River Steel is pretty much at the centre where I deal directly with our salesmen, work with our drafting department, co-ordinate with the fabrication shop and transport, program the trades on site and liaise with our clients. When we start a new project, I distribute drawings to our trades and compile the tenders. Whilst the drafting department is detailing shop drawings, I work with them to obtain the best possible design for safety, taking into account all aspects of construction, product use through to maintenance design to accommodate specific access requirements, and the function of the project in relation to each particular site, its requirements, and the intended use of the building by our client.

Each project poses different issues, which require different programming and different design criteria. Spotlight, in Castle Hill, for example is a two storey building with a polished Bondeck concrete first floor, this meant we had to program the construction, into different sections that would allow for crane access to all that area, including the roofing, and even the installation of air conditioning units onto the roof whilst moving ahead with the rest of the steel structure without building ourselves out, as the access gets restricted to that area. These sections needed to be acceptable to accommodate for the engineering designs, having controlled construction joints in the first floor slab. Being a suspended slab the bondeck needed to be propped from underneath until the concrete had been poured and reached the required MPA, this also means the car parking underneath needed to be fully prepped including stormwater drainage complete, prior to any construction, as access afterwards would be restricted for heavy plant.



Once the project is detailed, and we have a construction certificate from the certifying authority, it goes to the fabrication shop, during this time I put together a program with the salesman, to suit our clients' needs and schedules, the availability of trades and current workloads in our fabrication and Panel shops, we look at which site supervisor is allocated to the site, and start site preparations.

I may do the site supervising until one of our other supervisors become available, from then on it's a matter of co-ordinating with our Fabrication shop, transport, purchasing dept. and site supervisor, to program the different trades, enabling the project to flow smoothly. Car dealership sites like Taree Toyota, Castle Hill Toyota, and CJD Newcastle to name a few, where the client is required to continue trading whilst construction of the new showrooms are taking place is where I really rip my hair out, as each dealer principle requires as much space as possible for display. As we work around the site, we need to massage the work area to maintain access for our trades, deliveries and plant, whilst ensuring the safety of the public with minimal disruption to our clients trade, this is especially difficult when the whole site is redeveloped with new pavement, stormwater and landscaping and as we move from one area to another we have to relocate the car yard to where we have just been, whilst allowing acceptable curing times for the new pavement and/or tiles in the showrooms, and sticking to the program

Some of the exciting projects coming up are:

- Dubbo Busline, a full turnkey project involving service pits and a unique system, that we have developed over the years. Bus wash bay, including recycling underground tanks, a re-fuelling bay with 70,000 litre tanks, office, workshop and Bus storage area, including over 8000m² of concrete.
- A four storey automotive workshop at Kogarah, including receptions and elevators and demolition, a new car showroom, split level to a workshop underneath at Kirrawee,
- Several new car showrooms in the Sydney area and another CJD showroom at Gosford.
- A large storage unit block in the Steel River subdivision
- A large warehouse and workshop in Cardiff

Also this year we a well underway or finalising:

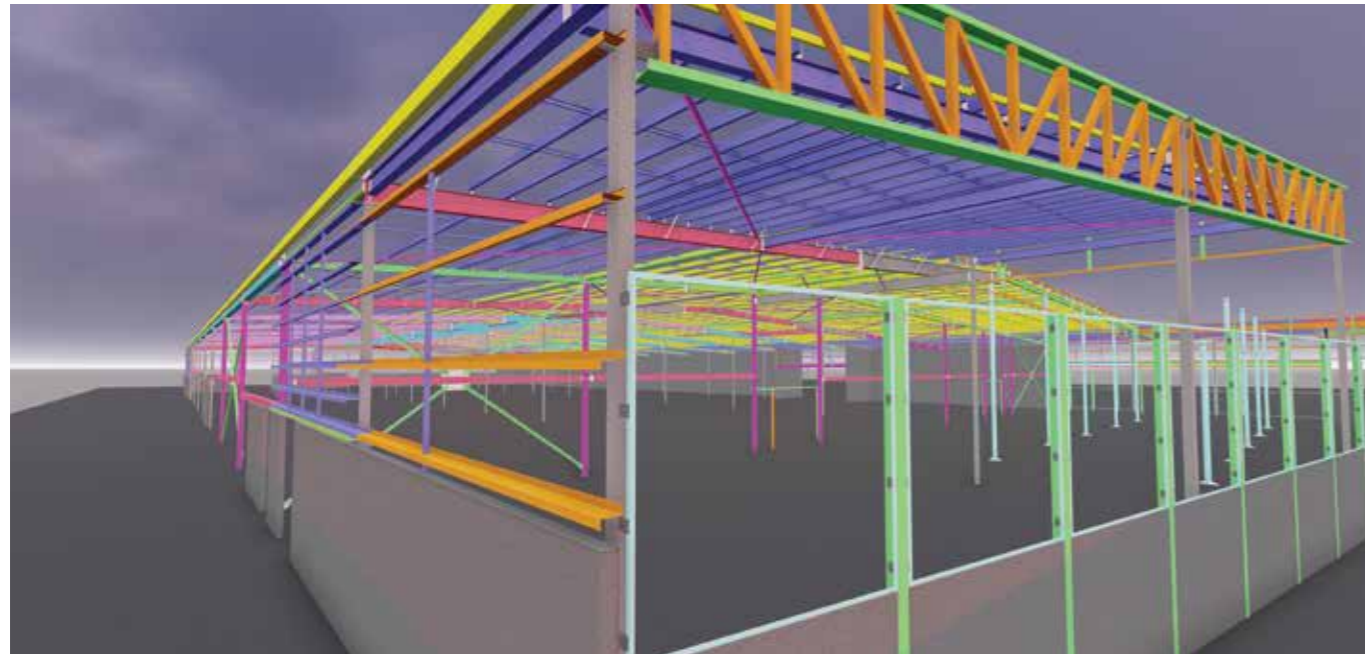
- Spotlight in Castle Hill,
- Mazda/Subaru in Newcastle
- Toyota in Taree
- Inlon, a tractor showroom in Ourimbah
- Murrays Brewery in Port Stephens
- Piggs Peake Winery in Pokolbin
- A large School hall in Armidale.

Clockwise Top Right: Projects during construction Taree Toyota, Mazda and Subaru at Wickham, Spotlight at Castle Hill.



We do a large range of projects, delving into all aspects of construction, which keeps my job really interesting as we model each building for its specific needs.

So who am I and where do I fit in? Well, I have small dog syndrome and the company is like my home, I'm constantly ripping my hair out and I am mostly by myself, so if you're looking for me just ask for the 'Lonely Short Bald Fat Guy', you will find me, I'm one of a kind!



New technology New opportunities

With the transition to change to Revit now complete the in-house design team are confidently pushing the boundaries of the software as well as additional rendering software packages. We have progressed from basic plans and renders to state-of-the-art 3D perspectives which more accurately display the construction including building finishes and textures. The programme provides the flexibility to move in and around the structure whilst fully rendered and can record full motion fly-throughs of both the structural components as well as the architectural perspectives, another major advantage for the client. This allows our clients to get a clearer understanding of the finished product and take out the need for changes and variations halfway through the construction.

As a natural progression we then looked at the software used to detail our precast panels and steel fabrication. The 2D CAD software we were using was working but was not at the level Williams River strive to be at. As a result we have recently purchased a new 3D based software called Tekla that has been specifically created for the detailing of structural steel and precast panels. The increase in speed accuracy and efficiency that we have gained from the software has once again pushed us ahead of our competitors.

To help drive this new software we have recently welcomed three new experienced Tekla detailers to the team and look forward to the exciting avenues this software can take us.

Ross Farrelly
Head of Design & Drafting



What's in a development

Each project goes through key stages before we are able to hand over the keys for your new building. This is an insight to help you understand some of the key stages of the process:

PROPOSAL

THE PROPOSAL

Whether a client comes to us with a block of land in mind or Williams River Steel (WRS) source a block of land for the project, the first thing required is a detailed site survey and a geotech report. Once we have this we can start compiling the concept plans to meet the client's needs. Our in-house design team consult with the local governing bodies to ensure the design not only meets the client's needs but also the local DCP, (Development Control Plan) and LEP (Local Environmental Plan) and any other site restrictions. For most projects we attend a meeting for Pre D.A (Development Application) to ensure these requirements are met and the D.A goes as smoothly and quickly as possible. Once this design is complete we are able to prepare preliminary designs for eg, Stormwater, Hydraulics, Engineering etc. so we can confirm a fixed price.

PLANS

DEVELOPMENT APPLICATION (D.A):

Once the design is confirmed we can prepare all the necessary documents and plans that are required for the D.A. with council. These generally include;

- Architectural Plans
- Stormwater Plans
- Landscape Plans
- Statement of Environmental Effects
- Acid Sulphate Soil Management Plan
- Traffic Management Plan
- Waste Management Plan
- Acoustic Report
- and any other reports discussed in the Pre D.A meeting.

PRE DA MEETING

DA

Experience has taught us, the more information we can provide to council in the pre D.A meeting, the faster and smoother the application process. Generally takes between the 3-4 months.

CC

CONSTRUCTION CERTIFICATE (C.C):

Before the D.A has been approved we start preparing documentation and plans. WRS use a Private Certifier (P.C.A) which we have had a long and trusted relationship with. The right Certifier can make all the difference to the process. So providing Council don't add any curly conditions at the last minute, generally we can start onsite with 7-14 days of receiving Council approval. To get a C.C we are required to prepare and lodge the following;

- Detailed Construction Plans
- Engineering Design, Stormwater Design,
- Hydraulic Design
- Landscape Design
- Design statements
- Dilapidation report
- Receipt of payment for fee's eg long service levy, Section 94 contributions,
- Local water Authority approval / Fee's and any items specific to the job noted in the approved conditions. Eg RMS approval for road works.

OC

Whilst this is all happening the WRS Detailing Team is finalising the fabrication drawings and issuing them to the factory for manufacture.



OCCUPATION CERTIFICATE (O.C):

Before the client can occupy the development an Occupation Certificate needs to be received from our P.C.A. this approval is to ensure that all conditions of the D.A have been met and that all works have been carried out in compliance with all Australian Standards and the National Construction Code (N.C.C) (formally known as the B.C.A). This generally includes the compilation of Certificates from all design consultants and trades to certify that works have been in accordance with the relevant standard or code. Eg Engineer's certificate, waterproofing certificate, Emergency lighting, etc etc. these certificates are often accompanied by As-Built drawings / Works as executed survey. The P.C.A will also do a walk-through of the development to ensure everything complies.

Building a dealership

Quality Assurance & Safety

We are often asked how easy or difficult is it to construct or upgrade a new car dealership. In short it's certainly not a walk in the park! If we have any advantage in our industry it is our 30 years experience, having already built for a diverse range of manufacturers and our solid infrastructure, with almost a dozen in-house experienced architectural draftspersons.

Setting up each draftsperson is a costly exercise with the required PC & Software alone coming in excess of \$50,000.00 per person, yes that is correct!

To give you an insight into the process the team goes through for each car showroom we refer to the vehicle manufacturers Corporate Identify Manual, which is commonly known as a C.I. This outlines the manufactures key design requirements that gives their brand a unique look that is then replicated globally. The CI will not only stipulate how the dealership should look, feel and flow but also the requirements for key items that they believe represent their brand and who they are.

For example:

- Fascia Signage/Icon Towers and Entry Portals
- Brand walls / Performance walls
- Floor finishes in specific location (carpet, tiles etc)
- Internal & external cladding materials and colours
- Glazing system styles
- New car delivery / handover bays/ workshops
- Joinery specifications and finishes
- Café's and lounges
- Lighting designs and fittings

Each Manufacture's C.I. varies from one to another with some being more comprehensive than others. Most have separate guidelines for a standalone dealership and a multi franchise dealership.

You may be thinking these dealerships come pre designed but you couldn't be more wrong. All the concept designs are generally based on a perfect flat block of land with no boundary restrictions, 2 or 3 street frontages, has no easements and is unaffected by council's DCP's & LEP's (setback, floor space ratio's, landscape requirements parking requirements etc) and more importantly no consideration of a client's budget.

This is where our In-house design team put their skills into action. We pride ourselves on the ability to design and also construct. We take the artistic impressions and design them into a functional and buildable development that will structurally stand up whilst also complying with local Council requirements, Australian standards and the National Construction Code (NCC).

In the initial stages we consider site levels, research easement restrictions for drainage or services, vehicle entry and egress (both cars and Semi-trailers) or site remediation if required. From there we consider the clients requirements, showroom size, offices, cafes, external displays, service facility, parts storage, washbays, oil stores, pre delivery, staff and customer parking etc.

The C.I.'s. are continuously being upgraded so you can have the scenario of a project being signed off by the dealer and manufacturer then submitted to council for development application (D.A). During the D.A approval process the C.I. can be upgraded and this can be minor and other times quite major changes. Two manufacturers we have been dealing with recently experienced just that, with the dealerships introducing substantial C.I. changes and we will be the first in Australia to be working on these C.I.'s. Two things generally result from the changes, a substantial change in the plans and more often than not a substantial increase in the build price!

Once we have considered the CI, Site restrictions, Council restrictions, the NCC, the client's requirements and their budget we generally make as a rule of thumb 6-10 changes from the initial concept to final plans. Once complete the plans are submitted to the manufacturer for their approval. The client and manufactures final submission can consist of a full set of design plans, 3D presentations images and a full motion walk through. In most cases the manufacture will then issue a list of further site specific changes that are required before they will sign off on the facility.

Our in-house facilities are critical, as a typical project to design and prepare a D.A ready for council from beginning to end will consume over 300 hours of one draftspersons time, with more than double that time again to prepare for Construction plans and receive a Construction Certificate. Just imagine having 5 new car franchises on the go at any time plus all the other projects Williams River Steel are working on!

Back in November last year I reported exceptional results with regard to safety on our construction sites and am pleased to say the last 12 months have been just as successful with no lost time or medical treatment injuries reported. Our workers and contractors both new and long serving have come on board and demonstrated positive attitudes toward not only Williams River Steel's safety management system but ideally improving their own safety systems in the process.

Results have been just as pleasing within our sales, administration and Newcastle manufacturing facility, with workers becoming more and more confident in contributing to the review and improvement process and continued compliance with existing procedures and

systems. This overall, has enabled Williams River Steel to again re-apply and obtain certification of our WHS System to AS:4801 Occupational Health & Safety Management Systems, for another 3 years.

Having this certification reinforces Williams River Steels dedication to ensuring worker safety and compliance with legislative requirements. It is also very reassuring to our clients that they are dealing with a company of such commitment and integrity.

This coming year we will be focusing on staff performance and training across all departments whether it be in house or external training with some training already scheduled or completed. Active participation by workers in the risk management

and consultation processes will be further encouraged particularly in the design and drafting department ensuring our buildings are not only built to the safest possible standards but can also be maintained safely in the future.

With a busy year ahead of us and several major constructions already underway, there will be no room for complacency in any department, instead we look to move forward by maintaining, improving and keeping up with legislative changes with further commitment and contribution from everyone involved.

Debbie Way
QA & Safety Officer



Meet the new recruits



GUY DREW - Detail Draftsperson

Guy brings to the team 11 years experience in drafting. His experience has been gained on and off-site as a Steel and Panel Detailer in the Commercial/Industrial sector and as a Structural/Mechanical Design Drafter in the Mining & Materials Handling sector.

Guy will be utilising the latest 'Tekla' software in the drafting department.



MICHAEL ERZETICH - Detail Draftsperson

Locally born and bred, Michael brings over 22 years experience in drafting, with seven of these years working with the programme Tekla and eight years as a Lead Draftsman with a focus in mining, commercial and food processing.

His career has taken him to Norway, India and now to the dizzy heights of Tomago.



DAVID GILMOUR - Site Supervisor

David has over 30 years experience in and around the construction industry coming from a trade background. Over the years his experience includes Site Supervisor, Project Management, Quality control Systems Management and Document Control Systems.

David resides in the Illawarra Region where he was born and bred.



JEREMY LITTLE - Detail Draftsperson

Jeremy brings to WRS 9 Years experience in drafting as a Structural/Mechanical Draftsman with the past 2 years of experience using Tekla within the Commercial Industry. His experience extends to a Design/Detailer in Heavy Industry, Materials handling, Commercial Industry, from large scale international mining projects to smaller, local commercial projects and ongoing Industrial Site Maintenance works.



MICHAEL SEWELL - Site Foreman

With over 35 years experience in carpentry around the Bathurst region, predominately working on residential sites, and an additional 20 years supervising industrial and commercial projects Michael is well equipped to take on the Site Foreman role for Dubbo Buslines.

Michael was Site Foreman on the Good Guys stores from Bathurst to Ipswich and across to Caringbah.



NEIL SMITH - Site Supervisor

Neil began working with us in March this year as Site Supervisor for the Newcastle Mazda and Subaru project. His wealth of experience comes from over 25 years in the construction industry, 20 of these years working as a Manager.

Neil has also achieved a Diploma in Management and an Advanced Diploma in Work Health Safety.



SCOTT THOMAS - Architectural Draftsperson

Scott joined our team in March this year. He brings over 10 years drafting experience in the areas of commercial, industrial and residential along with 3D design and rendering.

Scott already designed some of our newest dealerships and looks forward to seeing them under construction in early 2016



Our transport solutions

An integral part of our business but not often spoken about is our freight moving capacity. From the company's conception we have always ran our own freight. It basically boils down to two areas that we justify our decision on: The first being the ability to control the time the product gets to site, when often delivery times are critical and secondly the product arrives on site undamaged.

For example, our freight deliveries are always on a requirement basis, if you deliver too much product to site and you can have theft or the site will be cluttered with steel, cladding or precast panels which can be a real WH&S problem. Hence we always deliver the main structures in stages.

A single component arriving on site damaged can slow the project down considerably or even halt the project. You may get to the final stage when that last roller door is installed and find it is damaged and that eliminates the ability to lock up the project or from our point of view it can sour our relationship with our clients because of a cosmetic imperfection.

When delivering precast panels the loads are staged at certain intervals to be on site so they come off the truck and are positioned in the structure. This eliminates trucks being banked up on the side of roads costing you real money and also gives us the ability to control the installation process time wise.

As you can see above (*pictured*) we have a fairly diverse fleet with the prime mover trucks all pulling drop deck custom made trailers and the rigid trucks staged in their ability to take from 9 tonne to 4 tonne payloads.

The upside with these vehicles is that ability to control our product to our sites. The down side is the costs to implement this. I assure you there is no money in freight on our behalf, it is strictly a break even, if possible, business that we have to have.

A 500 plus horsepower Kenworth prime mover and step deck trailer will set you behind around \$400,000.00 each, a single axle rigid truck with a hi ab will be over the

\$125,000.00 and the smaller dual cab site installation trucks are over the \$65,000.00 each also. So you tie up over \$1.5 million dollars easily, then running the vehicles can be around \$35,000.00 per month in fuel alone.

We very rarely ever back load our trucks, so you see us in the position for 50% of the time our transport hauling ability is empty. The reason is simple, lost time. We can spend 2 hours being loaded and the same being unloaded at the delivery destination to achieve 'back load rates' and they do not pay. The time we lose without the trucks well and truly supersedes the minor income so very rarely do we ever move someone else's products?

We have delivered our fabricated buildings to Darwin to be erected by our people and it is cheaper than the cost to have fabrication done by the locals or even sending our manpower there also. We have even delivered to King Island near Tasmania. In these circumstances the freight is left on the trailers unhitched from our prime movers once loaded, and ferried over to King Island. Once there the locals will haul our trailers to the site where we would unload them and then they reload on the ferry only to be re hitched in Melbourne and our prime movers then bring back to our depot.

We still haven't looked at log book hours for the drivers, speed restrictions, height and weight restrictions, specific times to move wide or long loads, traffic controls required to sites, actual street closures in areas as well as the maintenance and presentation of the fleet. That's possibly another story.

As you can imagine it is a large outlay and does take an amount of coordinating but we would never contemplate not having this ability to round off our total package to do the projects design, the fabrication and finally the delivery package.

So the next time one of our trucks is on a site or you pass on the road you will be able to understand why we go to the expense of having these costly but integral transport items in our business.



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STOP PRESS...

Williams River Steel has just been awarded the following projects:

- The full refurbishment for **Central Coast Holden** - a total revamp both internally and externally to the current Holden franchise at Gosford starting immediately.
- A new equipment storage shed designed to blend with the architectural features of the existing Community Hall at **Rivermount College** will be built in Yatala QLD.
- The addition of a new 1200m² warehouse with mezzanine and offices to **ACE Waste's** Willawong QLD waste processing operation. This construction will consist of structural pre-cast walls with steel roof frame and awnings.
- In conjunction with Harbourview Group Williams River Steel has started construction of the new **Riverstone Service Centre** in Western Sydney.

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Coffs Harbour NSW 2450
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SALES - Brisbane
1/17 Commerce Circuit
Yatala QLD 4207
Ph: 07 3804 7944