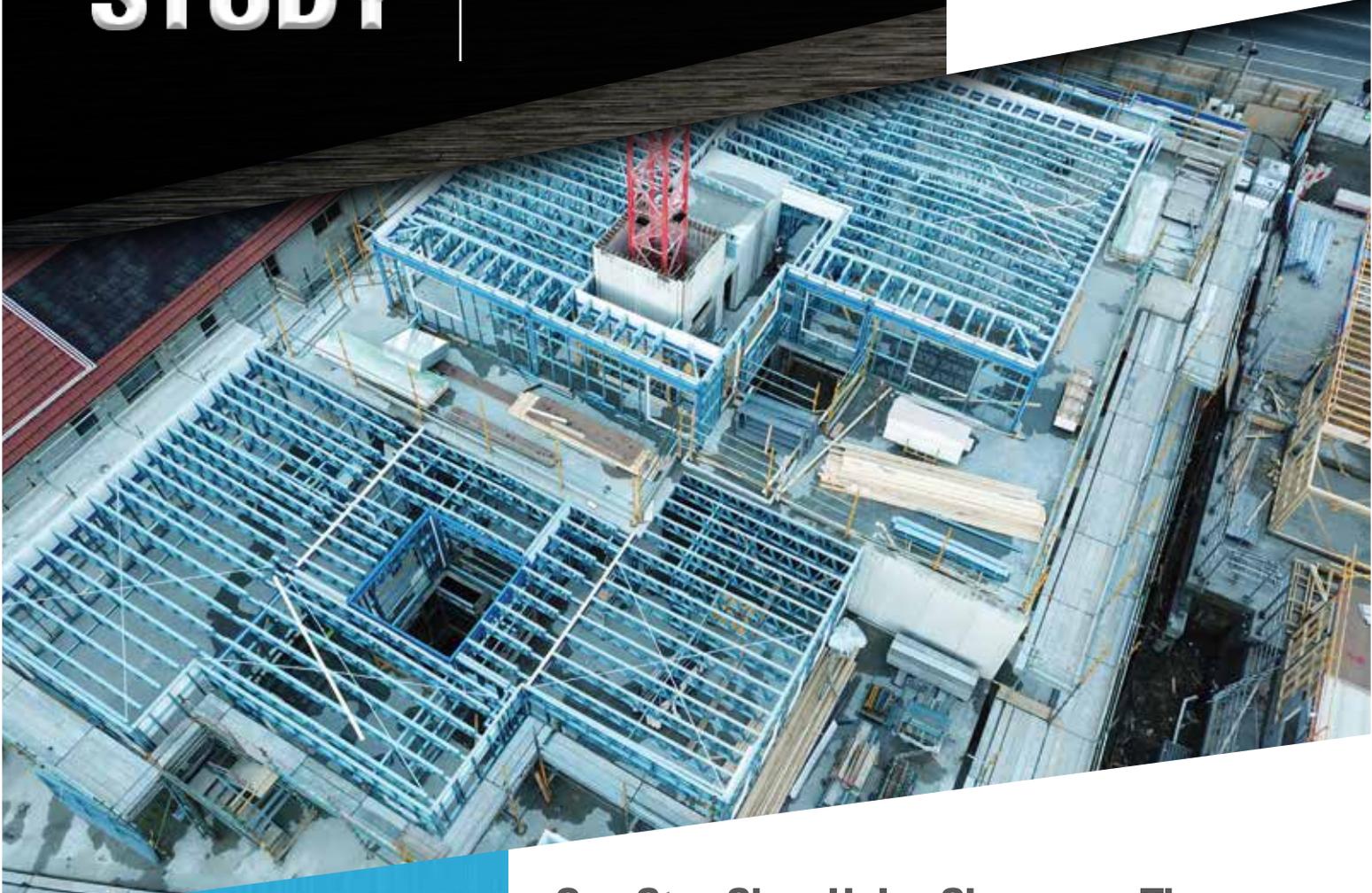
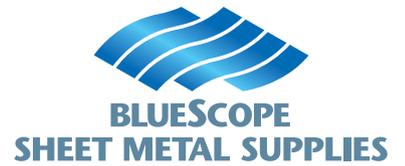


CASE STUDY

LGS SOLUTIONS



CATEGORY:

Building &
Construction

LOCATION:

Melbourne, VIC

PRODUCT:

TRUECORE® steel

One Stop Shop Helps Showcase The Benefits of Truecore® steel

Having found its market niche, the future is looking bright for LGS Solutions, a new division of Melbourne-based company GB Amos. TRUECORE® steel is one of the main factors behind this success.

Established 12 years ago in the Melbourne suburb of Springvale, GB Amos is a family business which is primarily focussed on supplying structural steel for large commercial building projects. Founder Gabi Amos still heads the business, along with his two sons, Tal Amos and Ben Amos.

As Tal Amos explained, about 12 months ago he came up with the idea to diversify into light gauge steel framing, and thus establish what he described as "a one-stop steel shop" for its clients.

It didn't take him long to follow through on his idea. He, Gabi and Ben agreed that he would lead the new light gauge steel part of the business, to be called LGS Solutions, while his father and brother would mainly concentrate on the original part of the business and the structural steel products.

Today, GB Amos employs about 25 people and LGS Solutions employs 12. According to Tal, one year into the life of the new division, business is going well. "The unique thing about us is that we do structural steel and lightweight steel in-house. No-one else is doing that at this stage. We do all the design and engineering right here," he said.

Truecore®

“ We knew from the start that BlueScope would provide us things like training and marketing... which were a great help in getting us started. ”

- Tal Amos, LGS Solutions

Given that, right now, a lot of builders are becoming more and more open to using light gauge steel, Tal's timing couldn't have been better. With the new business, his goal was to not only become a leader in light gauge steel framing but also the best in the field when it comes to integration with structural steel.

TRUECORE® STEEL

“When we were exploring the option of opening the light gauge steel division, we met Dean Manicolo (Account Manager at BlueScope Sheet Metal Supplies) through our Orrcon Account Manager. The relationship evolved from that,” said Tal.

The company purchased the necessary roll forming equipment, and soon decided TRUECORE® steel would be their product of choice. With its high strength to weight ratio, TRUECORE® steel offers builders the possibility of long spans and flexible design. It won't twist or warp over time and it is 100 per cent resistant to termites and borers. Plus, its Activate® technology ensures that its corrosion resistance is maximised.

TRUECORE® steel is strong, fast to install, and because it is sold as a fully-constructed frame, requires little onsite adjustment. It is made by BlueScope to strict tolerances, and fully complies with all relevant Australian Standards for thickness, width, coating and strength. And, on top of that, BlueScope offers a 50-year warranty on TRUECORE® steel for eligible applicants*.

THE IMPORTANCE OF COMMUNICATION

Tal explained that one of the main reasons he chose to use the product was the reputation of BlueScope Sheet Metal Supplies. “Whether it's from personal experience, word of mouth, or even appearances on ‘The Block’, people know the company. They trust the BlueScope brand,” he said.

“Also, we knew from the start that BlueScope would provide us things like training and marketing. For example, they pointed us to some TRUECORE® steel training videos which were a great help in getting us started.”

Praising the service he has received from BlueScope Sheet Metal Supplies, Tal singled out Account Manager Dean Manicolo for special mention. “The communication between Dean and us has been excellent. Our orders have invariably arrived on time and he's always been able to help us out with special requirements,” he said.

As an example, he pointed to Dean's suggestion that he supply LGS with large outside diameter coils as a great idea. He said the measure has reduced changeover time and increased overall productivity.

“That's the type of benefit that comes from good communication. We wouldn't have thought of that without help from Dean,” said Tal.

Even in its first year of operation, LGS Solutions has already started to gain a reputation as a real innovator. Its successful projects, which include house framing, facades, multi storey commercial developments, roof trusses, apartment blocks, floor joists, internal walls, residential framing and sheds, are helping to showcase TRUECORE® steel as a genuine alternative.

It looks like the one-stop steel shop is here to stay.

For more information visit www.lgssolutions.com.au

* Warranty currently offered for residential applications only and is subject to application and eligibility criteria. Commercial warranties may be available on application. For full terms and conditions and to determine the eligibility of your building for a warranty visit <https://warranties.bluescopesteel.com.au/site> or call BlueScope on 1800 800 789. Warranties provided by BlueScope do not affect consumer rights under the Australian Consumer Law.

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