

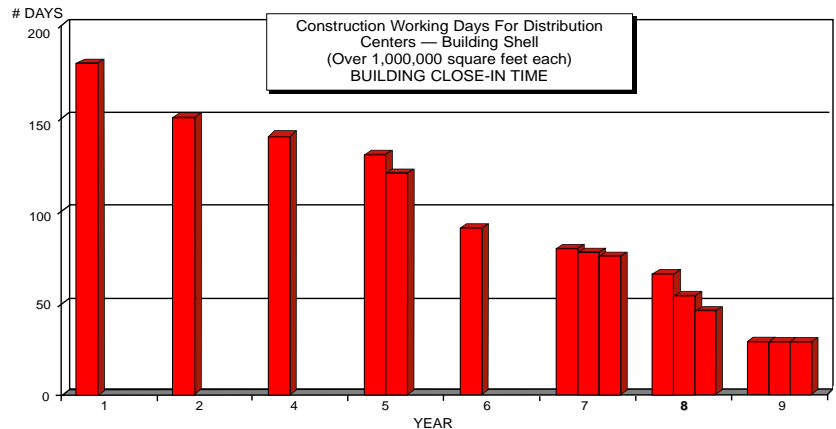
# CASE STUDY

## MAJOR DISCOUNT RETAILER

BlueScope

Strategic

Alliance



**Customer Business:** Major Discount Retailer

**Challenge:** Retail chain operator needed to find a way to rapidly expand its distribution center network to support its growing number of retail stores.

**BlueScope Solution:** Objectives were to dramatically lower costs, speed up facility delivery, improve quality and enhance safety by:

- Developing specific objectives to meet customer requirements.
- Establishing a BlueScope team to focus on achieving those objectives.
- Forming a strategic alliance to obtain the advantages of learning curve effects and continuous process improvement.

**Customer Benefits:**

- Reduced building shell construction time from 180 to 28 working days for 1 million sq. ft. facilities (85% improvement).
- Reduced total turnkey construction time by 30%.
- Reduced building shell costs by average of 17% or \$1.4 million per facility.
- Reduced maintenance costs to \$0.0006 per square foot life-to-date for roofs, based on a 10-year average life.
- Achieved accident rate that is 1/3 industry average for ironworkers and sheet metal trades.

**BlueScope Account Manager:** Dan Kumm, BlueScope Construction, Inc., Phone: 816-245-6980, Fax: 816-245-6099, email: dmumm@bluescopeconstruction.com

### 28 Working-Day Construction Schedule



Day #8: Material is staged and erection is underway.



Day #18: Structural steel is 90% erected. Roof and walls are underway.



Day #28: The 1.2 million sq. ft. facility is fully enclosed.

