

# SAPPHIRE MARKETPLACE

DEVELOPMENT MANAGER : Restifa & Partners  
CONSTRUCTION COMPANY : Construction Engineering  
PRINCIPAL : Fabcot  
PROJECT END VALUE : \$50 Million  
COMPLETION : December 2011  
ARCHITECTS : Scott Carver  
STRUCTURAL & CIVIL ENGINEER : Henry & Hymas  
PRINCIPAL'S PCA : McKenzie Group



## DELIVERING YOUR PROJECT OUTCOMES

ABLE to provide outstanding property development and project management services, Restifa & Partners are renowned for their flexible approach to development and have a highly-regarded reputation for combining a broad skill set with their extensive experience to achieve the specific requirements of any project.

Committed to open communication and careful planning, Restifa & Partners are able to deliver optimum outcomes and innovative solutions across all stages of a project. Having worked on a range of prolific developments, such as Castle Hill Supa Centre and the Bathurst City Centre Project in NSW, Restifa & Partners were also recently involved on the significant Sapphire Market Place development.

This \$50 million shopping centre, located in Bega, NSW, will comprise of not only a full-line Woolworths supermarket, but will also incorporate the region's first Big W as well as Dick Smith, 2 Mini Major tenants and an additional 30 specialty shops.

Engaged as the Development and Project Managers to oversee the design, approval, construction, leasing and commissioning of the entire project,

Simon Restifa, Director of Restifa & Partners, said their dedicated team focused their attention on innovative initiatives for the community and incorporating the new retail centre into the existing town centre.

"Sapphire Marketplace is the biggest commercial property development and construction project to happen on the Sapphire coast, providing a shopping facility for the local community, who previously, had to drive to Canberra or Batemans Bay to shop," Mr Restifa said.

"Throughout our extensive involvement, we have taken great lengths to ensure the development integrated with the town centre and didn't detract from the existing street retail, as well as introducing a range of leading community-driven and environmental initiatives," he said.

Some of these included the trial of high energy efficient air chiller units to condition the air of the shopping centre, including heat reclaim from other energy plants to maximise efficiency. In addition, Restifa & Partners also introduced recharge stations for mobility scooters, ensuring the well-being of the local community was taken into account on every level.

Throughout the detailed and extensive planning process of the Sapphire Marketplace development, great care was taken to ensure the new shopping centre would act as an extension to the existing town centre retail, not as a deterrent.

As a result, the centre successfully links the main street with the town hall and council chambers, the library and the high school, while at the same time, provides approximately 600 car spaces in a town where beforehand, parking was extremely scarce.

Given their astute industry experience, as well as a team of multi-skilled and professional personnel, Restifa & Partners were able to deal with a range of challenges they faced throughout the construction of Sapphire Marketplace.

"One particular challenge we faced was the difficulty surrounding land acquisition of the Sapphire Marketplace, with the original land holders being handed back stratum lots on the roof of the building, as well as additional obstacles surrounding the purchase of the shopping centre land, from local council and state government," Mr Restifa said.

"However, as a result of our focus and expertise in regards to overcoming such issues, in both a time and cost efficient manner, as well as our leading communication and negotiation skills, all of the aforementioned challenges were resolved.

"This in turn guaranteed optimum client satisfaction, as well as an outstanding shopping centre development," he said.

With a wealth of property development and management experience, as well as their commitment to delivering innovative and leading solutions to a range of projects, regardless of their scope, Restifa & Partners will continue to be nationally recognised as a leader within their field.

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# ARBON EQUIPMENT



## THE MARKETPLACE EXPERTS

Arbon Equipment is a wholly owned subsidiary of Rite-Hite and is the recognised industry leader in the design, engineering and installation of loading dock, door and aftermarket safety systems. With a commitment to providing quality products and services, Arbon Equipment have a long-standing reputation for not only meeting, but exceeding customer expectations.

As the preferred dock equipment supplier to Woolworths, Arbon Equipment were also involved on the significant Sapphire Marketplace development in Bega, NSW.

This \$50 million project improved the efficiency of the Bega grocery sector and provided industry growth. Consisting of a number of ambient and chilled cold-storage facilities, the new facility supplies 28 Woolworths stores in the state, as well as 208 independent grocers.

Lee Lorenc, National Sales and Marketing Manager for Arbon Equipment, said their involvement involved the supply and installation of their dock equipment for Dan Murphy's, Big W and Woolworths.

"The equipment used on this project once again set us apart from our competition. Our dock levellers provide smooth transition technology, from the dock to the back of the truck and vice versa.

"Our Smooth Transition Dock System significantly reduces Dock Shock and Trailer Drop. We provide the smoothest possible path

between the dock floor and the trailer bed, keeping operators happy and long term injuries to a minimum," he said.

Dock Shock, which occurs every time forklift drivers hit bumps and gaps on traditional dock levelers, can cause extensive damage to the driver's neck and spine, known as whole body vibration.

In addition, Trailer Drop, which causes jolting to forklift drivers and damage to products and equipment, takes place as the trailer moves up and down from the weight of a forklift and load entering a trailer. However, the innovative Smooth Transition Dock System technology, minimizes both driver injury and property damage.

Following the overwhelming success of the Sapphire Marketplace project, Arbon Equipment has again cemented their relationship, with not only Woolworths, but the entire retail and supply industry, as the preferred dock equipment provider to facilities throughout the country. Arbon Equipment are represented in offices all over Australia.

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- Dock Levellers
- Vehicle Restraints
- Dock Seals and Shelters
- High Performance Industrial Doors
- Barrier Systems
- HVLS Fans



## THE PREMIER CONSULTANTS

Henry & Hymas is an experienced professional consulting company that achieves outstanding economical and buildable solutions for a range of industries and projects throughout Australia.

With a long-term reputation for industry excellence and technical innovation, Henry & Hymas have provided their services to major organisations, including Sydney Water, Woolworths, Bunnings and more recently, for the \$50 million dollar Sapphire Market Development.

Responsible for all of the structural and civil design of the project, Ray Kusturin, Managing Director, said that this incorporated a range of works such as storm water drainage, bulk earthworks, roundabout and pavement designs.

"We also delivered a range of extensive structural design features, such as shoring, foundations, all of the suspended concrete floor designs and the structural roof steel," Mr Kusturin said.

"Throughout our involvement on the development, we used the innovative Revit suite of 3D modeling software to structurally and architecturally document the project

"This ensured optimum coordination with our structure with the architectural and services consultant's drawings, which translated into improved overall site construction quality," he said.

One of the greatest challenges of the project encountered by Henry & Hymas was the variable depth of the earthworks across the site and the intersection of bulk earthworks with the water table.

"The inconsistent levels of the earthworks required for the development, as well as the shallow water table depth, presented a major construction obstacle," Mr Kusturin said.

"To overcome this, we provided detailed hydraulic modeling and drainage designs, in conjunction with the structural shoring design, for the intersection of the water table with the lowest basement level required.

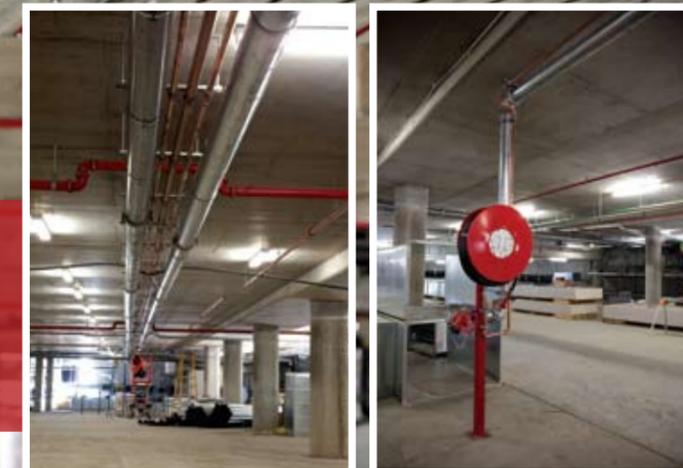
"This ensured the basement car park remained dry and free of water ingress at all times," he said.

With yet another significant and successful project to add to their prolific profile, Henry & Hymas will continue to be nationally recognised by a range of industries as a leading, premier consultant.

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FOR ALL YOUR  
PLUMBING AND  
HYDRAULIC NEEDS



## THE INTERIOR LINING SPECIALISTS

Established five years ago, Suncoast Interiors is a Queensland-based company specialising in the delivery and supply of all aspects of interior linings, including ceiling and partitions, CFC, alucobond, vitrapanel, fire rating and a range of carpentry works.

Able to complete a number of commercial projects, ranging from small-scale refurbishments through to the construction of brand new marketplaces, Suncoast Interiors have been involved on a number of significant projects throughout Australia.

Some of these include a \$1.2 million shopping centre in Yeppoon, the \$550,000 Woolworths Supermarket at Cooloola Cove, the Westpac Bank on Brisbane's Queen Street and more recently, the Sapphire Marketplace development in NSW.

When complete, this \$45 million shopping centre, located in Bega, will comprise of not only a full-line Woolworths supermarket, but will also incorporate the region's first Big W, Dick Smith and an additional 42 specialty shops.

Nigel Cason, Managing Director of Suncoast Interiors, said throughout their involvement on the Sapphire Marketplace, a professional team of eight staff worked together to deliver their outstanding linings services.

"For six months, our highly-skilled team of tradesmen provided all of the interior and external linings for the shopping centre development," Mr Cason said.

"Given our commitment to delivering optimum results, every time, using leading products and an innovative approach, we were able to complete our responsibilities in both a time and cost effective manner," he said.

Furthermore, Suncoast Interior's years of industry expertise also meant they were able to provide all of the required linings in a hassle-free manner, ensuring the specific demands of the client were met and that the tight timeframes were adhered to.

Priding themselves on their professionalism and quality of work, as well as their cutting-edge products and efficient service, Suncoast Interiors will continue to uphold their reputation as one of the leading companies within their industry.

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RW Plumbing offer a range of extensive hydraulics and installation services to projects within the Australian building and construction industry.

With a highly-skilled team, as well as a diverse range of innovative products, RW Plumbing is able to provide clients with alternative solutions for every environment, regardless of the scope or scale of the particular project.

Specialising in hydraulic and civic design and gas fitting, RW Plumbing has an extensive project portfolio across NSW and the ACT. Examples of this include the Centrelink building in Batemans Bay, the Moruya Hospital, Eden's Public School and more recently, the Sapphire Marketplace.

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Danny White, Director of RW Plumbing, said whilst working on the Sapphire Market development, they provided the complex and specialty tenancies with fire protection, a potable water supply and a sustainable water re-use system to direct storm water from the roof areas to storage vessels.

"Using the latest and safest copper fitting Viegra Crimp System, we also provided the entire sanitary drainage to all of the connected fittings and

ensured all of our services were installed to meet current Australian Standards," Mr White said.

"In fact, given our innovative plumbing techniques and professional team of tradesmen, we completed our extensive Project responsibilities in both cost and time effective manner," he said.

Although the construction of Sapphire Marketplace was often hampered by flooding and continuous rain, the team from RW Plumbing overcame this challenge by maintaining a team of local plumbers on the ground and providing additional labour when conditions allowed.

As a result, RW Plumbing once again successfully delivered their project responsibilities, providing the client with optimum plumbing, hydraulic and drainage solutions.

With their diverse skills base, attention to detail and a team of trained professionals, it is without doubt RW Plumbing will remain at the forefront of the Australian plumbing industry.

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## OVERCOMING THE TYRANNY OF DISTANCE AND DISASTER FOR REGIONAL PROJECT

The \$45 million Sapphire Marketplace in Bega, NSW, is the largest infrastructure project along the southern regional coast of NSW.

ARC's experienced team of engineers, schedulers and bar processors successfully assisted the project to get back on schedule after Bega experienced its heaviest downpour in 30 years and was declared a natural disaster zone.

ARC has supplied 900 tonnes of reinforcing steel for the project from its ARC Moruya branch about 120 kilometres away. The reinforcing steel, supplied to Construction Engineering, included pile cages, stock and bent bars, from mills in Melbourne and Sydney. In addition, ARC supplied reinforcing mesh, accessories and safety fencing. ARC also resourced the development with 6 staff and a local scheduler.

ARC overcame a number of challenges, including remote distances and severe weather conditions, to help Construction Engineering stick to its building program.

Bega is a long distance from major cities and manufacturers. At 500 kilometres from Sydney and 600 kilometres from Melbourne, the Sapphire Marketplace project required strong logistical planning to ensure the project ran smoothly and without delay.

The ARC Moruya branch was the closest reinforcing steel manufacturer to Bega – yet it was still 120 kilometres away, which meant most deliveries would take longer than a day to complete. The key to success in completing this project was working closely with Construction Engineering to provide a timely and flexible response to the demands of developing Sapphire Marketplace.

However, the most significant challenge was yet to come. On 22 March 2011, Bega was hit with more than 380 millimetres of rain in 24 hours, turning streets into rivers and forcing road closures and evacuations. Construction of Sapphire Marketplace was halted and parts of Bega were declared a natural disaster zone by former NSW Premier Kristina Kenneally.

ARC Moruya Branch Manager Michael Gill says the project was subjected to a number of delays and it took a great deal of planning and flexibility to keep the project on schedule.

"ARC worked hard in the following weeks to assist Construction Engineering to meet the deadlines of the building program plan. While most deliveries were scheduled in advance, sometimes dealing with short lead-times and fast turnarounds were important and we were successfully able to supply steel reinforcing within 48-72 hours when required," Mr Gills says.

As a small regional branch, ARC Moruya went above and beyond to get the job done. The tyranny of distance meant that every order had to be precise or it could take days to re-deliver replacement products. ARC was meticulous in coordinating between various departments, production teams and transport teams to ensure project progress was updated at all times.

"The challenge for ARC was that we weren't working with someone around the corner from us. When a specific galvanised product was needed, it could take up to ten days in preparations and freight time for it to be delivered to the township," Mr Gill says.

"Sapphire Marketplace is the biggest project ever seen by this branch. We doubled our capacity and sometimes delivered up to 100 tonnes of steel in a week, while still carrying out our normal tasks."

ARC is one of Australia's leading manufacturers and suppliers of steel reinforcing and fencing products and services.

ARC has more than 41 locations across Australia with five manufacturing sites and has the capacity to produce over approx 400,000 tonnes of steel per year. ARC's 10,000 products range from steel reinforcing and mesh, to concreting and fencing, accessories and tools.

ARC supplied steel reinforcing to iconic construction projects including the massive Snowy Mountains Hydro Electric Scheme, Parliament House in Canberra, the MCG, Sydney's Harbour Bridge and Opera House and countless driveways and small projects.

**For more information please call ARC on 131 557 or visit our website [www.arcreo.com.au](http://www.arcreo.com.au)**



## 'FLAWLESS' RESULTS

Established 20 years ago and with more than 50 staff, Fab Floors is a commercial vinyl flooring company, specialising in major retail flooring for large scale projects.

With a professional management team and an extensive fleet of transport vehicles, Fab Floors upholds their competitive edge within the flooring industry and as a result, is able to offer a complete service to their clients.

In fact, Fab Floors has carried out a range of major flooring contracts on a number of large developments across NSW and Australia. Some of these include Top Ryde and Rouse Hill Shopping Centres and the Charlestown City Centre.

In addition, Fab Floors recently completed the vinyl flooring at Woolworths and Big W at the new Sapphire Marketplace in Bega, where they engaged both out of area and local labour and together,

explored new systems and techniques to enhance the overall success of the project.

Dedicated to providing a superior level of client service and a successful completion of major commercial flooring contracts, it's without question that Fab Floors will remain at the forefront of the vinyl flooring industry.

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