



BUILDING PRODUCTS



Revenue (<i>Smillion</i>)	EBIT (<i>Smillion</i>)	EBIT contribution
\$34.8	\$4.2	15%

LEADING THE WAY.

UrbanStone and Delta deliver niche products and design solutions for the construction and landscaping markets.

Schaffer Corporation's Building Products division consists of its wholly owned subsidiaries UrbanStone Pty Ltd and Delta Corporation Limited.



The new standard in creative landscaping

www.urbanstone.com.au

UrbanStone's position as market leader is built on innovation and quality. Now, as UrbanStone enters its second decade of successful trading, the launch of the UrbanStone Ultra Premium Range of products will provide another clear point of difference between UrbanStone and its competitors.

The launch of the new Ultra Premium Range of products, in combination with the initiation of UrbanStone's total product calibration processing (where each piece is processed to an accurate consistent thickness), sets a new standard paving quality.

Importantly, UrbanStone's calibration processing innovation has increased quality standards and provided new confidence in UrbanStone's ability to export product.

While the export market is an area UrbanStone has plans to develop, the Australian domestic and commercial markets remain its focus as we aim to service and expand our customer base in an ever-increasing competitive arena. Thus our Business Plan for the Australian market will be rolled out, extending the challenge to our competitors and yet again raising the benchmark for all manufacturers.

Innovation, product development and the introduction of new products will be the key elements of UrbanStone's strategy yet again.

UrbanStone's distribution centres will be expanded inline with the launch of the new product ranges and will offer clients easier access to UrbanStone's quality products.

UrbanStone continues to be specified on Australia's largest and most prestigious projects, with second and third stage developments now playing an important roll in our sales mix.

Again we have been the nominated supplier to a number of projects in:

- NSW Ballina Streetscape, Bondi Junction Mall, Bradfield Park Kirribilli, Boardwalk Newcastle, Quadrant Broadway, Breakfast Point Cabarita, Reevesby City Council Urban Village
- WA South Cove East Perth - Harbour Town, Bunkers Bay Resort, Point Fraser Foreshore Redevelopment
- SA Riverwalk precinct Stage 2, Mawson Lakes Stage 2, Playford Civic Centre, Salisbury Town Centre, Festival Theatre, Christies Beach Surf Lifesaving Club, Elizabeth Shopping Centre
- VIC Docklands Precinct and Queen Victoria Centre
- QLD QUT - Kelvin Grove Campus and Castledine Campus
- Export Tombs of the Unknown Warrior - Stage 2 - Wellington New Zealand