



WELCOME

Welcome to the Winter edition of XLERPLATE® *Steel In Touch*.

In this issue we bring you the latest news on developments in the industry, XLERPLATE® steel product updates, and announce some of our monthly prize winners in the 'Backing the Aussie Spirit' campaign.

We also introduce you to the advantages of using our online business portal, Bluescopesteelconnect.com™ which provides instant access to 12 months' data history, allowing you to cost-effectively and efficiently transact

with BlueScope Steel 24 hours a day, seven days a week. See page 2 for details.

We include a 'Tech Talk' section addressing technical queries relating to XLERPLATE® steel.

As always, we welcome your feedback and on behalf of the BlueScope XLERPLATE® steel team, thank you for your continued support. Happy reading!

Matt Hennessy
State Sales Manager - NSW

RIGBY JONES SWITCHES TO SPECIALIST SUPPORT

Metal cutting and forming company RJE (Rigby Jones) Pty Ltd has recently supplied, cut and profiled XLERPLATE® steel for a heat recovery steam generator stack at the new Tallawarra Power Station on the shores of Lake Illawarra, near Wollongong.

Fabricator Lifese Engineering, a sub-contractor to international company ALSTOM, commissioned the work.

"The Tallawarra Power Station project involved supplying, cutting, bevel edge preparation, plate rolling and steel section rolling," RJE Pty Ltd General Manager Len De Lellis said. "We supplied Lifese Engineering with 170 tonnes of Grade 250 XLERPLATE® steel in 8mm-20mm thicknesses.

"We followed strict quality control processes, identifying each plate to ensure the correct material and parts were processed and delivered."

RJE Pty Ltd, formerly a fabrication company called Rigby Jones Engineering, was acquired by steel merchant and BlueScope Steel distributor Southern Steel Group Pty Ltd in 2000.

RJE Pty Ltd now supports fabricators by supplying, cutting, profiling and developing steel products.

"We are completely out of the fabrication business,



RJE Pty Ltd rolls XLERPLATE® steel at its Milperra workshop in Sydney.

and are focused on providing specialist services to the fabrication and engineering industry," Mr De Lellis said. "We work closely with customers to help them save on cost, offering different options to achieve maximum yield from the widest possible range of plate sizes."

RJE Pty Ltd supplies XLERPLATE® steel to customers because of its consistent physical and mechanical properties that make it ideal for forming work.

"The high quality of XLERPLATE® steel always delivers a good result," Mr De Lellis said.

"We have had problems with other plate products in the past which customers have free-issued for processing.

"If you are forming in a press brake and the steel plates are inconsistent in thickness and mechanical properties, it can cause a lot of variation to the end product."

Most of RJE Pty Ltd's employees have a trade background, and have worked for the company for at least 15 years.

"We've got expert staff, almost half a century of experience, and the largest capacity brake presses on the east coast," Mr De Lellis said.

RJE Pty Ltd's customers are based in Sydney and interstate in Victoria, Queensland and the Northern Territory.



XLERPLATE® AUSSIE SPIRIT WINNERS

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BACKING THE AUSSIE SPIRIT WINNERS

Entries have closed for the XLERPLATE® steel “Backing The Aussie Spirit” Campaign.

The final monthly prize and grand prize draws – three overseas trips to an international sporting event, valued at \$15,000 each – were drawn in the first week of June.

We'll show you some of the winners in the next edition of XLERPLATE® *Steel In Touch*, along with some overall campaign results.

Some of our monthly prize winners include:

- Australian Made winner – Nick Woodward – JFK Engineering, WA
- Speed of Delivery winner – Peter Higgins – W. E. Smith, New South Wales
- Diversity winner – Tom Mikac – Surdex, Victoria



Nick Woodward



Peter Higgins



Tom Mikac



The new ESAB P2-4500 plasma machine.

ONESTEEL THROUGHPUT INCREASES WITH NEW TWIN-HEAD PLASMA

OneSteel Steel and Tube based at Wallsend in Newcastle has commissioned a new high-definition plasma cutting system.

The ESAB P2-4500 twin-head plasma system has increased throughput of processed plate by 15 per cent, reducing order lead times.

“We now have two plasma machines running in two eight-hour shifts so we can process orders in three to four days, or on the same day by arrangement,” Sales Manager Jeff McCarthy said. OneSteel Steel and Tube Wallsend drafts, designs, cuts and delivers specialised profiles to specific customer requirements at its 3500-square-metre workshop.

The new plasma machine, which came online recently, processes Grades 250 and 350 XLERPLATE® steel, and Bisalloy steel plate products.

“It has a 3.6 metre by 21 metre dry-bed which eliminates the downtime required for cleaning



wet-bed machines,” Mr McCarthy said. “It can pierce and cut thicknesses ranging from 3mm to 32mm, and sidecut up to 50mm.”

The ESAB P2-4500 twin-head plasma cutting system travels up to 40 metres a minute.

Mr McCarthy said the machine would provide manufacturers and suppliers with a value-added plate product.

“The demand for partially processed plate has increased because it minimises fabrication time, which is critical during the current national skills shortage.”

BLUESCOPESTEELCONNECT.COM™ BENEFITS BUSINESS

XLERPLATE® steel customers can experience easier, faster and more cost-efficient transactions by using BlueScope Steel's online business portal, bluescopesteelconnect.com™.

The service is online 24 hours a day, seven days a week. Customers can place orders, view outstanding order details, order status and despatch details, as well as view invoices, adjustments and statements.

The portal also allows XLERPLATE® steel customers

to obtain 12 month data history records, helping to identify order pattern trends and analysis.

“Bluescopesteelconnect.com™ can reduce customers' procurement-to-pay process from hours to minutes,” BlueScope Steel Electronic Trading Manager – Marketing Tony Hart said.

XLERPLATE® steel despatch details can be instantly accessed, allowing customers to search for up to 12 months of despatch advice history. This provides customers with the ability to

instantly reconcile invoice-to-receivables and identify inconsistencies.

Test certificates can be viewed, reducing customer filing, storage and retrieval costs. More than 15 years of test certificate history is also available.

Membership is open to all BlueScope Steel customers by simply going to www.bluescopesteelconnect.com, completing the registration form, and having it signed by their BlueScope Steel Account Manager.

TECH TALK - XLERPLATE® STEEL EDGE CONDITION

When ordering pattern plate it is very important to be aware there are two types of edge condition, trimmed and untrimmed.

Trimmed edge is produced by shearing or gas cutting the 'as rolled' longitudinal edges from the plate. Untrimmed edge (also referred to as 'Mill edge') retains the 'as rolled' longitudinal edge.

It is recommended that untrimmed edges should not be used directly in any fabrication. Untrimmed plate should be re-squared prior to use, and it is recommended that equal trim be taken from each edge.

If you would like further information, please contact our XLERPLATE® Customer Service group or your BlueScope Steel sales office.



EXAMPLE:

Untrimmed plate should be re-squared prior to use, and it is recommended that equal trim be taken from each edge.



SAFE NEW INVENTION FOR MINING INDUSTRY

Clark Equipment Australia Pty Ltd has designed a new piece of equipment which enables mining industry operators to safely and efficiently change large haul truck tyres in the field.

The Omega Tyre Handler, built in Australia, can safely change tyres ranging from 1.5 metres to 3.9 metres in diameter, and weighing up to eight tonnes each.

"The tyre handler was developed as a result of serious incidents in the mining industry, and meets specific, stringent safety procedures," General Manager of the Clark Equipment Manufacturing Business Unit Chris Hancox said.

The Omega Tyre Handler, made from XLERPLATE® steel, is based on the chassis of Omega's 16 tonne fork truck.

It limits the need for workers to enter the 'restricted zone' between the handler and the tyre, allowing operators to change large truck tyres from the safety and comfort of an ergonomically designed cab.

"We've had considerable interest from mining companies, and from companies maintaining and operating fleets of large vehicles in the resources sector," Mr Hancox said.

The Omega Tyre Handler, made from Grades 250, 350 and 400 XLERPLATE® steel in thicknesses ranging from 5-160mm, is one of a number of local product innovations from Clark Equipment, which also imports Clark, Bobcat and Ingersoll Rand equipment lines.

Clark Equipment, which is often associated with small fork trucks, has grown its Omega range to account for 25 per cent of the company's revenue, employing more than 100 people.



Chris Hancox with material handling equipment fabricated from XLERPLATE® steel.

The company has developed a close relationship with BlueScope Steel because of its requirements for XLERPLATE® steel in various grades and thicknesses.

"Durability and strength are at the heart of everything we manufacture," Mr Hancox said. "We order special XLERPLATE® steel sections in nine and 10 metre lengths to make the upright rail material in our container handling equipment.

"The ability to source these lengths of specially rolled Grade 400 XLERPLATE® steel saves time and money because we don't have to join shorter sections."

Clark Equipment has been using BlueScope Steel products for about 50 years.

"BlueScope Steel representatives have always been helpful in solving design problems and ensuring product quality," Mr Hancox said.

"They work with us when we have processing challenges and assist with our product selection.

"Unlike imported steel merchants who come and go, BlueScope Steel is always available to offer service and support."

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IN THE HOT SEAT TONY HART

(who features in page 2 story, Bluescopesteelconnect.com™
Benefits Business)

Name: Tony Hart
Job title: Electronic Trading Manager – Marketing
Number of years with BlueScope Steel:
37 (pew that's a long time)
Number of years in the steel industry: 37
Description of current role: To develop e-solutions for all facets of customer transactions
What I like most about my job: The constant development and change of technologies and how BlueScope Steel can best apply it
Time spent on the phone each day:
Probably 1-2 hours
Emails received on average per day: Oh the bane of my life – anywhere between 30 and 60
Man / woman I most admire: All of my past colleagues who have made their retirement successful
Craziest thing I've ever done: Too embarrassed to repeat!
Earliest childhood memory: Trying to ride paddy calves belonging to the local farmer
What kick-starts my day: The damn alarm clock



Best invention of the last century:
The internet
All-time favourite song: Bat Out of Hell by Meatloaf
Worst television program: Big Brother
Hardest habit to break: Wanting to spend more time with my horses
Favourite food: Can't beat a good, thick rib-eye steak
Best car on the road/favourite car of all time:
Favourite car of all time was my HR Holden Panel Van – had a blast with that vehicle
My pet hate: Tail-gaters when driving
I spend most weekends... Riding horses, catching up with family and friends, and mowing lawns
If I had \$1m to blow it would be on... A nice rural property
If I could have one person over for dinner, it would be... That's a tough one because there are so many interesting people in the world – Bill Clinton would be one of them
Favourite holiday destination ever: Toss up between the Greek and Cook Islands

ANYTHING BUT STEEL

A snapshot of some of the world's more exotic foods shows that Australians who've eaten witchety grubs look tame.

Breakfast in Hungary could consist of pig's blood with scrambled eggs, especially at the start of the pig season when killing the first pig is considered a feat!

In Spain, squid sandwiches are typical lunchtime fare, with the squid fried and served between two slices of fresh bread.

Typical Mexican snacks might include tacos sesos, made from cows' brains, while in Ecuador you could be served cuy – a guinea pig-like creature often spit-roasted.

Asian fare includes smoked bats, said to look like skeletal brown mice and taste like beef jerky



(Indonesia), tarantulas (Cambodia), scorpions (Vietnam) and seahorses (China).

Meanwhile, in the US, some restaurants serve corn smut, a purple-coloured fungus that grows on corn. Its 'velvety body' is said to be a great soup flavouring.

TOP MARKS FOR TRIATHLON TEAMS

BlueScope Steel's teams finished in the top 10 per cent of competitors in Race Four of the recent BP Ultimate/BRW Corporate Triathlon Series in Sydney.

The *BSL Steelers* – Stan Clark, Philippa Lowe and Andrew Rutty – won first place in the Manufacturing Operations category, with a combined time of one hour, 49 minutes, 54 seconds.



Tri Harders (from left), Matt Hennessy, James Cummins and Todd Bryers.

They narrowly defeated the *Tri Harders* – Matt Hennessy, James Cummins and Todd Bryers – who were 38 seconds behind, finishing sixth in the category.

"There were 1108 teams in the competition, so both of our teams performed well," State Sales Manager Matt Hennessy said.

All team members had to complete a 400-metre swim, an eight kilometre cycle and a four kilometre run at Mrs Macquaries Point.