



## 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](http://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!

**Tony Fotea**  
State Sales Manager - Queensland

## MAJOR ZICOM MERGER INCREASES REVENUE

Based on its published half year's accounts, Zicom Group Ltd, the holding company of CESCO Australia Ltd, has tripled its revenue since merging with Singapore-based company Zicom Holdings Pte Ltd in July 2006.

Zicom Group Ltd, the publicly listed Australian parent company of CESCO Australia Ltd, has also strengthened its position as Australia's market-leading concrete mixer manufacturer while growing its total workforce from 77 to 440 employees, both locally and overseas, since the merger.

The Company, established in 1996 after the acquisition of the business from Southcorp Australia Ltd (previously known as Rheem Australia Ltd), has four branches in Queensland and Victoria and distributors in several states as well as New Zealand. It also exports to 25 countries, predominantly in Asia.

"CESCO Australia Ltd holds a major market share of the Australian concrete mixer market," Managing Director Jim Vaughan said. "Our customers include Boral, Hanson Building Products, Hymix Australia and Readymix, as well as most of the major independents across Australia.

"We also export blade and barrel components to countries throughout Asia, and fully built up concrete mixers to the Pacific Islands and Hong Kong."

The business was the recipient of the Queensland Government's top export award in 1993;



CESCO fabricates mixer barrels made from XLERPLATE® steel.

Queensland Exporter of the Year. It fabricates and assembles mixers ranging in sizes from 2.6 cubic metres to nine cubic metres (truck-mounted mini-mixers) and up to 12 cubic metres (semi-trailer mounted mixers) at two sites in Brisbane.

"The Australian market requires about 600 mixers a year, and we supply most of them," Mr Vaughan said. "We're the only mixer manufacturer with a team of in-house engineers who are constantly working to improve our mixers' operation to assist our customer base."

CESCO's concrete mixers have a seven to-10-year life cycle in Australia, depending on the type of aggregate used and metres carted.

"Our mixers undergo independent quality testing for

uniformity of mix by the National Association of Testing Authorities (NATA) to ensure they meet Australian standards for high specification concrete," Mr Vaughan said. "They're designed to produce a concrete blend that's consistent every time – without balling up (lumps).

"Our blade system is a world-first. We have eight different blades inside a barrel in a spiral formation, and we can replace any worn blade segment easily because our manufacturing equipment produces blades of an exact fit."

Both the barrels and pressed blades are manufactured from a special grade of XLERPLATE® steel.

The CESCO mixer is fabricated using specially designed jigs, presses and blade dies, then welded, shot blasted to Australian Standard Class 2.5, primed and sprayed with a two-pack polyurethane paint, before being assembled and quality tested.

"Priming, blasting and painting are critical in the manufacturing process, allowing our mixers to withstand harsh concrete acids and wastes," Mr Vaughan said. "We've been buying XLERPLATE® steel for almost 20 years because it can be welded in the field, can be formed easily and has very high wear-resistance.

"We tested 10 steel products to find the toughest. The grade we settled on outlasts mild steel and we've found it to be much harder than imported steel products."



## 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



Inside the Mt Stapylton radar tower.

## TOWERS REACH FOR THE SKIES

Elliott Engineering has recently fabricated and assembled two Doppler weather radar towers in Melbourne and Brisbane and is finalising a third radar tower for Sydney.

Elliott Engineering, a Melbourne-based engineering company, won the contract to fabricate and assemble the Doppler radar towers for the Australian Bureau of Meteorology in early 2005 through GHD Pty Ltd consulting engineers.

These towers are part of the Federal Government's five-year, \$62.2 million commitment to replace older, less powerful radar systems throughout Australia.

GHD Pty Ltd provided Elliott Engineering with design drawings for the radar towers.

"We were contracted to take the towers from the detailed design stage through to final fabrication and transportation to site," Elliott Engineering Managing Director Anthony Elliott said. "We also won the erection component for Melbourne's Laverton tower.

"The Melbourne and Brisbane towers are 20 metres high, 3.8 metres in diameter, and 7.2 metres in diameter at the widest point of the conical section at the top.

"A radar dish sits on top, protected by a 13-metre diameter golf-ball-like fibreglass structure called a radome."

The Melbourne tower was erected in Laverton in January, while the Brisbane tower was erected at Mt Stapylton in October 2005.

Mr Elliott said the Sydney tower is due to be erected in the northern suburb of Terrey Hills in the second half of 2007, subject to final development approval. It may require additional sections, and could be up to 30 metres high.

"The first tower was challenging because of time and transport limitations," he said. "We had to make the steel sections small enough to be transported easily by road and erected on a mountainous site, yet large enough to be cost-effective during the fabrication phase."

The towers are made up of a bolt cage foundation, base, column, conical sections, radar and fibreglass radome. They are each equipped with a new high-performance Doppler weather radar to provide information on wind changes, rain and severe storms.

"Most of the tower structure – the column and conical sections – is made from about 50 to 60 tonnes of Grade 350 XLERPLATE® steel," Mr Elliott said. "Smaller items such as the spiral stairs, ladders and maintenance crane have been made from structural steel."

He said Elliott Engineering is a loyal user of Australian-made products, sourcing its BlueScope Steel products through distributors Smorgon Steel and OneSteel Steel and Tube.

Part of the Elliott Group, Elliott Engineering specialises in small to large-scale forming and fabrication work for the power generation, mining, construction, transportation and defence industries.

## 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](http://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.



Anglo Coal Australia's dragline will be similar to this.

## BUCYRUS AUSTRALIA'S WORLD-FIRST DRAGLINE

Bucyrus Australia has won a 23-month contract to supply a 5,600 tonne electric walking dragline to Anglo Coal Australia.

The Bucyrus 8750AC is the first fully AC (alternating current) conventional drive dragline built by the company.

"Latest technology is critical for a machine that has a working life in excess of 30 years," Bucyrus Australia Sales and Marketing Manager Larry Slattery said. "We won the contract because the AC drive system in the Bucyrus 8750AC will make the dragline more productive, less expensive to operate, and be quieter and easier to maintain."

Bucyrus International and its partner Siemens Energy and Automation pioneered AC drive systems almost 30 years ago. The AC drive system has become the preferred technology for heavy equipment in surface mining.

The Bucyrus 8750AC has been commissioned for Anglo Coal Australia's Lake Lindsay Project in Central Queensland near Middlemount, and is expected to be operational in August 2008.

The dragline's bucket will have the capacity to remove 168 tonnes of overburden from the mine. Its combined drive systems for the hoist, drag, swing and walking motions will have more than 37,500 applied horsepower.

Work started on the walking dragline in September 2006. The design, fabrication and construction processes are being carried out simultaneously because of the machine's size.

"Bucyrus International is doing the design drawings, and the majority of fabrication work is being done at our Brisbane supplier workshops, with fabricators in Gladstone and Mackay assisting on the project," Manager of Special Projects

Geoff Hoffman said. "We are working to a strict timetable, scheduling various parts of the machine – involving steel sections, forgings, and castings – to allow us to fabricate offsite, then deliver and assemble those parts on-site."

The project is expected to require about 3,500 tonnes of XLERPLATE® steel, supplied by distributor OneSteel. "The project's scale and deadlines mean we rely on our close working relationships with BlueScope Steel and OneSteel to ensure XLERPLATE® steel can be delivered to multiple fabricators at specific times," Mr Hoffman said. "The surface finish and material properties of XLERPLATE® steel are always of a consistently high quality, and we can rely on their flexibility of supply, which is critical for structural steel work, mechanical components and replacement parts.

"The quality of BlueScope Steel products is second to none – the manufacturing processes always meet our specific test requirements."

There are more than 70 Bucyrus draglines operating in Australia, with Bucyrus Australia designing and manufacturing the second largest dragline in the world – the 6,745-tonne Bucyrus 8750 dragline – for Ensham Resources last year.

"The boom length of Anglo Coal Australia's dragline will be the same, but the lifting capacity of the bucket will be less," Mr Hoffman said.

Bucyrus Australia Service, Engineering and Parts will provide ongoing machine support through its regional headquarters in Mackay.

Bucyrus International is the world's leading manufacturer of walking draglines, electric rope shovels and rotary blasthole drills. It has manufactured 90 per cent of the draglines in use around the world.

## The XLERPLATE® Team

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# Xlerplate®



## 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

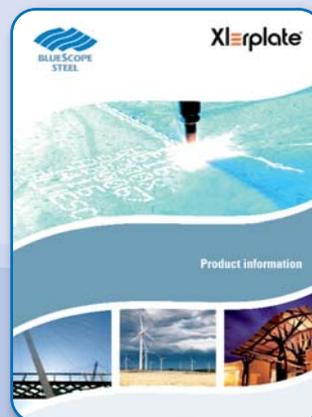
A snapshot of some of the world's more exotic foods shows that Australians who've eaten witchety grubs look tame.  
 Breakfast in Hungary could consist of pig's blood with scrambled eggs, especially at the start of the pig season when killing the first pig is considered a feat!  
 In Spain, squid sandwiches 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.

## NEW PRODUCT INFO BOOK

XLERPLATE® steel customers will receive a new product information book soon.  
 The book will contain important product, grade and technical information, including how to reference and use data sheets, test certificates and size schedule information.  
 While a size schedule will not be included in the book, the current version will be available to download from [www.xlerplate.com.au](http://www.xlerplate.com.au).  
 The new book will detail safety requirements for those working with XLERPLATE® steel, and will also contain an overview of BlueScope Steel and general Plate Mill and Hot Strip Mill information.



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