



WELCOME

Welcome to the Spring edition of XLERPLATE® *Steel In Touch*, filled with important news for the steel industry.

In this issue we meet the three grand prize winners of our XLERPLATE® steel "Backing the Aussie Spirit" campaign. We also offer you the chance to win a JVC high-definition camcorder in our reader survey competition. Please logon to www.xlerplate.com.au for more details.

We bring you news of a breakthrough for fabricators using North American welding codes – a development

which means the American Welding Society will recognise key grades of XLERPLATE® steel from 2008.

We introduce you to our new Senior Account Manager, Brian McArdle and our new Chief Product Technologist, John Dryden.

Finally, we bring you details on the Australian Steel Institute's annual Australian Steel Convention to be held in October.

Tony Fotea
State Sales Manager - Queensland

XLERPLATE® UPGRADE FOR MASONRY MACHINE

Hanson Building Products has upgraded the steel plates in its Hess machine at its masonry plant in the suburb of Stapylton, half way between Brisbane and the Gold Coast.

The Hess machine has the capacity to produce 200,000 tonnes of concrete masonry products a year and uses 3300 plates to carry pavers, retaining wall products and masonry blocks through a steam-generated curing chamber.

The masonry machine plates are a critical part of the production process because the pavers, masonry blocks and retaining walls are fragile until cured.

"The plates have reached the end of their life cycle so we've ordered 770 tonnes of Grade 250 XLERPLATE® steel in 16mm thickness to replace them," Hanson Building Products Operations Manager Phil Deighton said.

The plate change, carried out in August, took about 40 hours to complete. It is the first and only plate



change carried out on the machine since it was commissioned 10 years ago.

"We rely on the flatness and thickness of the plate to ensure the accuracy and stability of the finished products," Mr Deighton said. "In order to meet Australian Standards, we must deliver products within one millimetre of the specified dimensions."

The plates, which are 1300mm long, 1400mm wide, and 16mm thick, carry a load of up to 380 kilograms during one cycle of the machine.

"The machine runs 24 hours a day, seven days a week," Mr Deighton said. "The products are made on the plates, and are then transported to the steam-generated curing chamber for 24 hours, before being passed onto the packaging line."



Stacks of fabricated XLERPLATE® steel for the Hess machine.

Hanson Building Products sourced its steel through distributor Smorgon Steel.

"Smorgon Steel offered us the best service and price for Grade 250 XLERPLATE® steel," Mr Deighton said. "We prefer to use Australian-made steel instead of overseas steel because it's a superior product."

Hanson Building Products is one of three divisions that form the Australian arm of international building materials company Hanson.

The company, which trades in Queensland as Hanson Masonry, supplies a diverse range of concrete building and landscaping products such as structural concrete blocks, coloured blocks, concrete pavers and erosion control solutions.



BACKING THE AUSSIE SPIRIT A REAL WINNER

Three XLERPLATE® steel customers have each won the prize of a lifetime by taking part in the “Backing the Aussie Spirit” campaign.

The three major prize winners, who entered all five monthly competitions, each won a trip for two valued at \$15,000 to a major international sporting event.

Raymond Bertazzo from Bertazzo Engineered in Victoria travelled to Spain to experience the 32nd America’s Cup yachting event.

Ray Plumbley from Tenix Defence in Western Australia will travel to Paris for the famous horse race – the Prix de L’Arc de Triomphe.

Adrian Weller from Horan Steel in New South Wales will travel to the UK for the 2007 Rugby World Cup.

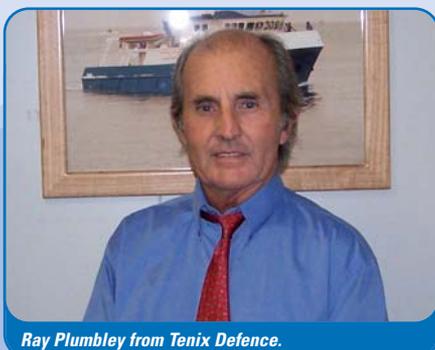
We wish Ray and Adrian all the best on their overseas trips, and thank everyone for taking part. And we trust Raymond returned with some great memories from Spain.



Adrian Weller from Horan Steel.



Raymond Bertazzo from Bertazzo Engineered.



Ray Plumbley from Tenix Defence.



Bisalloy Steels’ new shot blaster.

BISALLOY BLASTS INTO 24 HOUR PRODUCTION

Bisalloy Steels has increased production capacity by 20,000 tonnes a year since commissioning a new shot blaster at its Unanderra facility.

The \$2 million shot blaster purchased from Burwell Abrasives is the second shot blaster commissioned at the facility.

Since coming online in February, it has allowed the company to operate three shifts over 24-hours, setting a monthly output record in March 2007.

With two machines operating, Bisalloy Steels has increased its rated capacity from 40,000 to 60,000 tonnes of plate a year.

Bisalloy Steels’ plate products are manufactured by quenching and tempering XLERPLATE® steel feed.

“We previously had one machine cleaning the plate both before and after the heat treatment process

which created a bottleneck in the production line,” Sales and Marketing Manager Michael Sampson said. “The new blaster has taken over one of those duties, allowing us to increase output during our night shift.”

The new shot blaster is used solely for cleaning plate before the heat treatment process. It cleans the plate surface to remove rust and other contaminants, at a speed of up to six metres a minute.

The existing machine is being used to clean the surface of the finished (heat-treated) plate.

Bisalloy Steels, established in 1980 and part of Atlas Group Holdings Ltd, is Australasia’s only producer of specialist quenched and tempered high-tensile steel plate.

APPRECIATION FOR SURVEY RESPONSE

BlueScope Steel would like to thank customers who took part in its fifth annual customer satisfaction survey, conducted in May 2007.

A survey of 208 Port Kembla Steelworks’ customers highlighted strengths and opportunities for improvement in its customer dealings.

Survey feedback suggested that key strengths include customer service, account management, delivery performance and quality products that are made in Australia.

Improved partnering with customers and greater flexibility were key opportunities identified.



“The findings from the annual customer satisfaction survey provide the basis for developing partnership strategies with our customers, so we can better tailor our market offer to customers’ needs,” said Stan Clark, National Sales Manager, Distribution and Manufacturing.

Account Managers will feed back findings to survey participants during forthcoming business review meetings.

SAFETY MESSAGE: MOBILE PHONE PRECAUTIONS PROTECT WORKERS

Mobile phones are potential hazards in the workplace.

Several recent accidents listed by Western Australia's WorkSafe involve workers being distracted by ringing mobile phones while in the middle of a job.

In one case, a construction worker was talking on his mobile near a cantilever hoist when a slack rope coiled tightly around him.

Potentially hazardous situations involving mobile phones include working:

- at heights
- with flammable substances
- in noisy areas
- with bulk materials

Anyone working in hazardous areas or on potentially hazardous tasks should consider turning off their mobile phones, or moving to a safe area to use them.



ASI CONVENTION IN OCTOBER

Registration is open for the Australian Steel Institute's (ASI) annual Australian Steel Convention which runs from 28-30 October 2007.

This year's event is themed 'Sustainable Future' and will be held at the Four Seasons Hotel in Sydney.

British Constructional Steelwork Association President Richard Barrett will be a key speaker at the convention. He is Managing Director of Barrett Steel Services, one of the UK's largest independent steel suppliers.

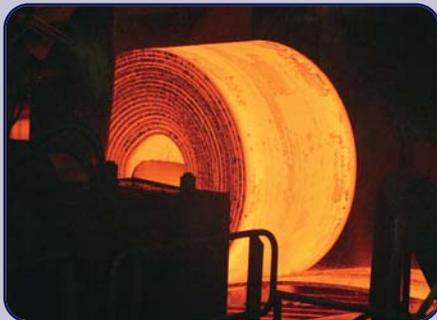
About 200 delegates are expected to attend this year's convention which is scheduled to coincide with the International Steel Contractors' meetings being held in Australia for the first time.

Convention sessions will address leadership, climate change, the economy and other topical issues.

Traditionally a great networking opportunity, the Australian Steel Convention will include a golf day, gala dinner, and social activities for delegates' partners.

For convention and accommodation bookings, phone Paul Kerr from the ASI on 02 9680 9311 or email convention@steel.org.au

HOT STRIP MILL MAINTENANCE



The Hot Strip Mill at Port Kembla Steelworks will shut for 15 days in September for routine maintenance work. This work from 5 September to 19 September will help ensure ongoing product quality and operational reliability at the mill.

In order to achieve continuity of supply over the period affected by the outage, we will be pre-manufacturing customer requirements by extending some order lead times for XLERPLATE® coil plate and XLERCOIL® hot rolled coil products in widths less than or equal to 1550mm wide.

To assist with the smooth distribution of the required stock build volume, we will also be requesting that customers, where possible, assist us by accepting pre-deliveries of orders.

STANDARDS BREAKTHROUGH FOR XLERPLATE® STEEL

Steel fabricators using North American welding codes will be able to qualify welding procedures using readily available XLERPLATE® steel from 2008.

Key grades of XLERPLATE® structural steels will be listed as part of the American Welding Society's AWS B2.1 Standard – one of two key reference documents in the United States for weld procedure and performance qualifications.

The move will simplify bidding for work on large national and international resource and infrastructure projects, many of which have been designed to North American standards.

"This is a major breakthrough for local fabricators thanks to the efforts of AWS member and Welding Engineer Jon Lambert," said Bruce Cannon, Senior Metallurgist – Welding Engineer with BlueScope Steel's Technology and Environment Department.

"This follows years of collective engineering efforts, and is the latest evidence of a growing trend to internationalise standards."

XLERPLATE® steel made to the Australian Standard AS/NZS 3678 in Grade 250, 350, 400 and 450 will be covered by the change, as will AS 1548 XLERPLATE® steels and some AS/NZS 1594 hot rolled strip grades with defined structural strength.

"Prior to their inclusion in AWS B2.1, our XLERPLATE® AS 1548 grade steels, designed for use in pressure



vessels, were listed within the American Society of Mechanical Engineers (ASME) pressure standards in 2003," Mr Cannon said.

"This ASME listing allows Australian fabricators, working to the ASME pressure vessel code,

the option of using those XLERPLATE® steels to construct pressure vessels.

"Fabricators previously had to order American Society for Testing and Materials (ASTM) standards grades, which in Australia could prove difficult when those quantities could not be manufactured because of the order size."

The current approval process to use Australian steel for export work is very convoluted. Fabricators wanting to undertake projects for South-East Asian companies are often locked out of a market dominated by ASME and AWS D1.1 welding standards.

"BlueScope Steel will continue to pursue additional standards recognition for XLERPLATE® steel, as we and our customers identify the need," BlueScope Steel's National Sales Manager, Distribution and Manufacturing, Stan Clark said. "We will also contribute to the development of standards in Australia and internationally."

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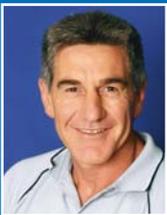
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NEW TEAM MEMBERS

Our XLERPLATE® steel team has had some recent changes.

Brian McArdle has been appointed Senior Account Manager at our Queensland office at Acacia Ridge, Brisbane.

Brian, who replaces Simon Ritchie, has joined State Sales Manager Tony Fotea. If you haven't met him, you will soon. Welcome Brian.

We also have a new Chief Product Technologist, John Dryden, based at the Port Kembla Steelworks.

John will have worked with the company for 28 years in December in various technical, sales and production roles and started the job in July.

He replaces Allan Yates who has retired after a 40-year career with BlueScope Steel.

"I previously worked with Allan for eight years as a Technical Service Metallurgist, so this was a great opportunity to move back to technical work," John said. "I'll be focusing on providing customers with cost-effective product solutions."



New Chief Product Technologist John Dryden.

John will work on projects ranging from small manufacturing components to offshore oil platforms. Welcome John.

ANYTHING BUT STEEL

The mega-wealthy have set a new record for the world's most expensive home.

A cool AUD\$183 million will buy *The Pinnacle*, a 10-bedroom home being built on 160 acres in the exclusive Yellowstone Club in the Big Sky area of Montana in the USA.

The home, located in a ski resort, will cover 4924 square metres and feature four guest cottages, a home theatre, bowling alley,

indoor-outdoor pool, and 8000-bottle wine cellar.

The price tag includes luxuries such as a private covered gondola to whisk the owners home from the nearby ski run, three elevators and heated driveways, patios, and walkways. There is also underground parking for 30 or 40 cars.

Prior to *The Pinnacle*, the world's most expensive home was the English mansion *Updown Court* in Windlesham, valued at \$164 million.



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