

WELCOME

Welcome to the Spring edition of XLERPLATE® *Steel In Touch*. This is my first edition as State Sales Manager, and I've big shoes to fill with Ted Lojszczyk retiring after 41 years in the industry. I look forward to meeting you soon – in fact I've had the pleasure of meeting many of you already.

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 Chief Product Technologist, John Dryden, and bring you details on the Australian Steel Institute's annual Australian Steel Convention.

Alan Church
State Sales Manager – SA & NT

LOCAL BUCKETS LEVERAGE LIEBHERR'S SUCCESS

Demand for Liebherr-Australia's excavation equipment, including buckets and dump trays, has doubled since July 2005.

The fabricator, based in the Adelaide suburb of Para Hills, manufactures hydraulic shovel and backhoe-configured excavators for the Australian mining industry.

The backhoe-configured machines, weighing more than 350 tonnes each, are fitted with buckets capable of holding between two-and-a-half to 36 cubic metres of material.

"Our bucket designs come from Liebherr's excavator manufacturing plant in France, but the company has a policy of using local steel as much as possible," Production Manager Russel Lankowski said. "We do most of our cutting and pressing in-house."

Liebherr-Australia has used XLERPLATE® steel for 17 years.

"We use Grade 350 XLERPLATE® steel in thicknesses up to 140mm for the bearing



Welding XLERPLATE® steel in Liebherr-Australia's workshop.

block sections of buckets, where they link to the machines," Mr Lankowski said.

Liebherr-Australia's buckets are fabricated to meet stringent quality controls to ensure they can withstand harsh mining conditions.

"XLERPLATE® steel has to be precisely fabricated,



then machined to take bushes which are shrink-fitted using liquid nitrogen," Mr Lankowski said. "The bearing block area is stress-relieved before being fitted to the bucket because of the amount of welding we perform."

Liebherr-Australia, which manufactures 20 to 25 buckets a year, can fabricate up to 10 buckets – with different designs and capacities – at a time.

Mr Lankowski said the company planned to install two 40-tonne overhead cranes at its Adelaide workshop later this year.

"These new cranes will allow us to maintain our productivity because we're producing more large capacity buckets," he said. "We have a loyal customer base – if companies buy Liebherr equipment once, they usually continue to do so in future."

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.



Rail bridge girders in Samaras Structural Engineers’ workshop.

SAMARAS STRUCTURAL ENGINEERS SECURES WA RAIL BRIDGES CONTRACT

Samaras Structural Engineers is fabricating and delivering eight surface-treated rail bridges for the Fortescue Metals Group’s Cloud Break Mine in Western Australia.

The bridges will form part of the 300-kilometre railway line between Cloud Break Mine and Port Hedland in the Pilbara region.

Samaras Structural Engineers is using around 1900 tonnes of steel to fabricate the bridges. Approximately 1400 tonnes of Grade 300 and 350 XLERPLATE® steel will be used to fabricate girders and pressed-edge troughs.

“The largest rail bridge sections are two 36-metre-long, 2.8-metre-high girders, each weighing 52 tonnes,” Commercial Manager Bill Rutai said. “We’re also fabricating 76, 25.6-metre-long, 2.8-metre-high girders, each weighing 13.2 tonnes.”

Samaras Structural Engineers delivered the first fabricated bridge sections to site in northwest Western Australia in February 2007, and managed to overcome the logistical impact of Cyclone George when it struck the Pilbara region in March.

“Our planning had to be exceptionally meticulous to ensure efficient, cost-effective fabrication within an extremely tight seven-month construction timeframe,” Mr Rutai said. “We’ve developed innovative welding techniques to ensure efficient delivery of the sections, and maintained our dedication to stringent quality assurance and design specification testing throughout the project.” He said safe handling and delivery methods also played an important role in the project.

“This project consists of larger than normal-sized girders, for which we have specifically produced and implemented systematic safe handling and delivery methods, and trained our personnel to ensure successful implementation of the methods,” Mr Rutai said.

After overcoming setbacks imposed by the impact of Cyclone George, the final and largest fabricated sections will be delivered on-site toward the end of the year, to a location between Newman and Port Hedland, using a convoy of trucks and escorts.

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.

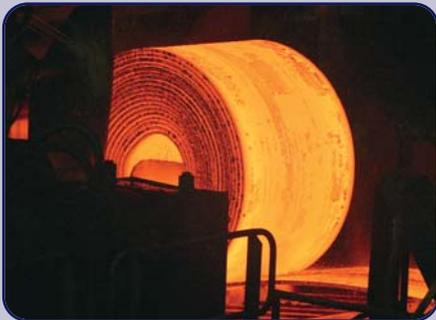
About 200 delegates are expected to attend this year's convention which is scheduled to coincide with the International Steel Contractors' meetings being held in Australia for the first time.

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.

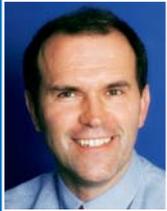
"Fabricators previously had to order American Society for Testing and Materials (ASTM) standards grades, which in Australia could prove difficult when those quantities could not be manufactured because of the order size."

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."

The XLERPLATE® Team

PO Box 59
 Rosewater East SA 5013
 Phone: 08 8243 7333
 Fax: 08 8243 7304
 E-mail:
 Alan.Church@bluescopesteel.com



Alan Church
 State Sales Manager (SA/NT)

XLERPLATE® Customer Service Group

Phone: 1300 135 004
 Fax: 1300 135 003
 E-mail: Billy.Stevens@bluescopesteel.com



Billy Stevens
 Customer Service Officer

**For technical enquiries
 call 1800 800 789**

**For XLERCOIL® enquiries
 call 1800 008 247**



9 320075 051082

FAREWELL TED, WELCOME JOHN

Our State Sales Manager Ted Lojszczyk has retired after 41 years in the Australian steel industry. Ted's understanding of the industry, his enthusiasm and commitment to our customers will be sorely missed. On behalf of the XLERPLATE® steel team, we'd like to wish him all the best!



Ted Lojszczyk's enthusiasm and commitment will be missed.



New Chief Product Technologist John Dryden.

Alan Church, previously New South Wales Account Manager Manufacturing and Northern Region, has replaced Ted.

Alan brings a wealth of technical, production and customer service experience to the role. If you haven't had a chance to meet him, you will soon. Welcome Alan.

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 in his new role 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 focused on providing customers with cost-effective product solutions."

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.



**WIN A HIGH DEFINITION
 JVC
 CAMCORDER!
 ALL ENTRANTS RECEIVE
 A GIFT!**



Log onto www.xlerplate.com.au
 Click on the *Steel In Touch* reader survey link.
 Complete the survey (about five minutes).
 Then you're automatically in the draw to WIN!
 All entrants receive a smart leather-bound notebook and pen.

Terms & conditions apply. See the website for details.
 (Permit nos: NSW – LPTS 07/24272; ACT – TP 07/03665; SA – T 07/3513)

The *Steel in Touch* Newsletter has been prepared for information purposes only. BlueScope Steel makes no representation or warranty as to the completeness or accuracy of the information contained in the Newsletter. You must make your own assessment of the information contained in the Newsletter and rely on it wholly at your own risk