



## 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](http://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.

**Simon Fieldsend**  
State Sales Manager - Victoria & Tasmania

# FABRICATORS JOIN FORCES FOR WIND TOWER PROJECT

Two major Australian fabricators have joined forces to construct wind towers for Waubra Wind Farm near Ballarat in Victoria.

Acciona Energy – reportedly the world's largest wind farm developer and builder – commissioned Victorian-based Keppel Prince Engineering and Tasmanian-based Haywards Steel Fabrication and Construction to fabricate 62 towers (31 each) for Stage 1 of the project at Waubra, 35 kilometres north-west of Ballarat. Stage 2 of the project, involving 66 towers, is also expected to be shared by the companies.

"Sharing contracts allows us to be competitive on a global scale, and keep work in Australia," Haywards Managing Director Steve Edmunds said. "Working together on this project means we have open lines of communication, particularly for technical queries.

"We receive the same drawings so if there's a welding issue we will let each other know, and work together with Acciona Energy to resolve it."

The drawings have been finalised through Acciona Energy's head office in Spain, with each tower



*Wind towers at Codrington Wind Farm in Victoria.*

69.5 metres high, 4.3 metres in diameter at the bottom, and 2.35 metres in diameter at the top.

"We will fabricate the tower structures, and fit them out with electrical cables, switchboards and technology products supplied by Acciona Energy," Keppel Prince Engineering Managing Director Steve Garner said. "The towers will also have a one-man lift instead of stairs.

"We have ordered 3100 tonnes of XLERPLATE® steel through Smorgon Steel, and will start fabrication in late September." Both companies plan to complete two wind towers a week.

"We'll have up to 45 workers involved in the

project," Mr Edmunds said. "We're ordering a modified Grade 350 XLERPLATE® steel through OneSteel and will be supplied according to our rate of production.

"A staggered steel supply is essential for a project of this size, and a major advantage of ordering quality, Australian-made steel."

BlueScope Steel is also competitively priced, according to Keppel Prince Engineering's Steve Garner.

"If we bought overseas steel, we'd have to pay a lump sum upfront, but ordering local steel allows our payments to coincide with our deliveries," he said.



# 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.



Caterpillar Underground Mining’s R1600G Underground Mining Loader.

## TAS MINING SALES STRONG

Tasmanian-based company Caterpillar Underground Mining is experiencing strong sales growth.

Based in Burnie on the state’s north-west coast, Caterpillar Underground Mining designs, manufactures and exports underground mining equipment.

Previously called Elphinstone, the company can be traced back 30 years, when it first modified Caterpillar surface trucks and loaders for underground applications in the Australian hard rock mining industry.

Since then, Caterpillar Underground Mining has become a recognised world leader in bringing cutting-edge technology to the industry. Much of this has emanated from Caterpillar’s expansive research and design capabilities.

A diverse range of load-haul-dump loaders, articulated dump and ejector trucks fit almost every underground mining application and provide the ultimate solution in ore and waste haulage.

The frames of the machines are manufactured from XLERPLATE® steel. Grade 350 steel is commonly used in the rear-frame chassis and Grade 250 used for the covers.



“We prefer to use XLERPLATE® steel in our equipment because the quality is excellent,” Caterpillar Underground Mining’s Resources Manager Chris Symonds said. “It’s an Australian-made steel product which offers convenient and reliable delivery.”

State Sales Manager Simon Fieldsend said he enjoyed his interaction with Caterpillar Underground Mining.

“It’s always a pleasure dealing with the company because it continues to challenge us with its requirements,” he said. “Caterpillar Underground Mining has a wide footprint in Tasmania.”

## 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](mailto:convention@steel.org.au)

## 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,

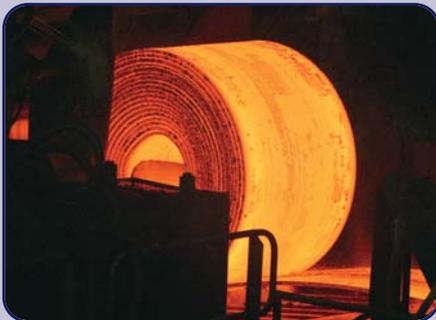
the option of using those XLERPLATE® steels to construct pressure vessels.

"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."

## 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.

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# NEW TEAM MEMBER

Our XLERPLATE® steel team has a new Chief Product Technologist.

John Dryden, based at the Port Kembla Steelworks, has become the technical face of Australian and New Zealand Industrial Markets.

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

He brings a wealth of experience to the position, having previously worked in the technical division for eight years as a Technical Service Metallurgist.

"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.

"I'm also looking forward to working on a variety of projects ranging from small manufacturing components to offshore oil platforms."



*New Chief Product Technologist John Dryden.*

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

We'd like to welcome John, and wish Allan all the best in his retirement.

# 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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