

STEEL EDGE

A newsletter of product innovation, corporate information and news for customers of BlueScope Steel Limited

OCTOBER 2006

SPECIAL EDITION



BRAND PARTNER PROGRAM

Innovation now driving Australian manufacturing

If the quality of this year's finalists in the Manufacturers' Monthly Endeavour Awards is any indication, innovation coupled with intelligent risk-taking continues to drive Australian manufacturing expertise across the board.

Newcastle's Waratah Engineering won the overall manufacturing award for its Waracar shuttlecar, a 16-tonne capacity underground electric carrier vehicle designed for the coal mining industry.

The Waracar, built using XLERPLATE® steel from BlueScope Steel, also won the award for Import Replacement Of The Year.

The third annual awards, sponsored overall by the Steel by BlueScope Steel Brand Partnership Program, also provided a major boost for brand partnership program member Apollo Engineering.

The company secured two Highly Commended awards – one in the Exporter Of The Year category (for boiler drums being exported to Indonesia) and the other in the Import Replacement Of The Year category (for large pressure vessels supplied to Mt Isa Mines).

More than 120 attendees from throughout Australia heard NSW Director of the Australian Industry Group and keynote speaker, Mark Goodsell, praise local innovation in light of increased competition from other manufacturing nations, most notably China.

He said that despite increased competition, manufacturing currently accounted for about half of Australia's private R&D investment, a third of the country's export income and continued to employ more than one million Australians – most full-time.

BlueScope Steel's Corporate Brand Manager, Leo Kerema, praised the consistently high standard of all segment finalists and winners, including Waratah Engineering for its primary win.

He said BlueScope Steel was pleased to have the Steel by BlueScope Steel Brand Partnership Program associated with the Endeavour Awards, especially in view of his company's efforts to highlight manufacturing innovation among the growing ranks of program partners.



BlueScope Steel's Corporate Brand Manager Leo Kerema (left) congratulates Waratah Engineering's Managing Director Mark Kingshott.

"As one of the world's most innovative steel manufacturers – and Australia's largest manufacturing organisation – BlueScope Steel believes true innovation and creativity will help keep Australian manufacturers ahead of foreign competitors," he said.

Mr Kerema said the Steel by BlueScope Steel Brand Partnership Program was a key way BlueScope Steel could support its customers and demonstrate pride in its steel products. It also allowed BlueScope Steel to better understand and help its end customers.

"Through our brand partnership program, we're enabling customers to leverage the strength of our brand, and enjoy the benefits of partnering with BlueScope Steel," he said.

Other 2006 Endeavour Awards winners were:

Exporter – The Old Colonial Cookie Co (for its Butterfingers and Lander's cookies)

Environmental Solution – H.J. Heinz Co Australia Ltd (water, energy and waste reduction initiatives)

Technology Application – Broens Industries (for an automotive component machining line)

Innovative Product (industrial) – Bomac Engineering (for the Altrac fall arrest system)

Innovative Product (consumer) – Linpac Rotational Mouldings (for its Toroid Underground Tanks)

Safety Scheme – Bostik Findley (for its health and safety program)

Young Manufacturer – Nick Kinny, of Broens Industries (for his role as mechanical design engineer and project manager)

In the Safety Scheme Of The Year category, major distributor Smorgon Steel received a Highly Commended award for the safety control system that was implemented during the fast-track relocation of its off-site straightening plant to the company's existing steel manufacturing facility.

BlueScope Steel itself was a finalist in the Environmental Solution Of The Year category for its Port Kembla Steelworks waste water control system.

Northside company looks to expand

A family-run Sydney business that manufactures and installs patios, carports, decks and glass rooms is poised to expand its reach to other parts of the city.

The father of current Patioland Hornsby manager Adrian Apostolatos bought the home improvements company approximately 20 years ago and gradually increased its product range and flexibility.



Adrian Apostolatos of Patioland.

Patioland Hornsby now also manufactures and installs its own range of Eclipse opening roofs and primarily relies on the strength and quality of COLORBOND® steel from BlueScope Steel.

The company has joined the Steel By BlueScope Steel Brand Partnership program to highlight its use of quality steel from Australia's leading manufacturer and is now considering expanding its operations to other Sydney areas.

"We have restructured the company's management to better meet client demands and improve our efficiency and now we are looking for new opportunities and ventures," says Adrian Apostolatos.

Mr Apostolatos said that without COLORBOND® steel Patioland Hornsby would not be in business.

"That's the brand customers specify when they approach us to use our products and services.

"We prefer to use steel from BlueScope Steel because of that company's strong heritage, the confidence that exists in its brands and the satisfaction we have had from them."

Patioland Hornsby promotes its flexibility in tailoring all its products to client requirements.

That flexibility includes matching the products' colour and specifications to those of existing structures on clients' dwellings to allow the additions to blend in seamlessly with their environment and look as elegant as possible.

For more information contact: Adrian Apostolatos, Patioland Hornsby, ph (02) 9477 7073.

Award-winning homes with beach resort feel

A Coffs Harbour housing company specialising in beachside homes is fast building itself a reputation for award-winning innovation.

Withers Homes managing director Tony Withers says every display home built by his company has won awards, with the latest design picking up both regional and national awards. Judges described the house as "modern", "innovative" and "great value for money".

Mr Withers says the company's award-winning formula stems from a desire to build homes that "people can walk into and feel as if they're at a resort."

He says that while Withers Homes produces a number of standard designs, many of the houses built for the "beachy" NSW North Coast incorporate al fresco dining areas, open plan living, tiles and water features to create a relaxing, resort-like ambience.

One of the advantages of choosing Withers Homes is the company's flexibility, according to Tony Withers. It recognises that many clients may want to alter the design mid-way through a project – and his company is happy to accommodate that.

Withers Homes uses only COLORBOND® steel from BlueScope Steel in CUSTOM ORB® profile.



Tony Withers, Managing Director of Withers Homes.

"We wouldn't use anything else. COLORBOND® steel is a good quality product and there's a strong guarantee if there's ever a problem – which there never has been."

Withers Homes is also a member of the Steel By BlueScope Steel Brand Partnership Program, which Mr Withers says has provided him with valuable exposure.

He says it's important for companies like Withers Homes to be able to leverage off the perceived strength and reputation of the BlueScope Steel brand.

For more information contact: Tony Withers, Withers Homes, ph (02) 6654 2537.

Steel fencing pushes new boundaries

The devastating Canberra bushfires of January 2003 have generated a huge demand for steel fencing in the ACT.

Third-generation timber supplier Pinus Sawmills has grown by 10 per cent since it expanded its product range to include aesthetically pleasing fencing made from COLORBOND® steel two-and-a-half years ago.

"There's been a lot of publicity surrounding the way fencing made from COLORBOND® steel has withstood the bushfires and saved homes," says company owner Doug Reid.

"Tests carried out by the CSIRO and Bushfire Co-operative Research Centre have proved steel fencing can help protect your home from bushfires."

Mr Reid says his company's sales of fencing made from COLORBOND® steel have increased dramatically in the last 12 months.

"We've bought \$1.2 million worth of fencing products from BlueScope Steel already this financial year."

The company's stocks of steel fencing products are LYSAGHT NEETASCREEN® and



Pinus Sawmills owner Doug Reid.

LYSAGHT SMARTASCREEN® made from COLORBOND® steel.

"They're easy to install, termite and rot-resistant, and can be used on stepped and sloping ground."

The company generates business through an extensive network of contacts in the ACT.

Pinus Sawmills joined the Steel By BlueScope Steel Brand Partnership Program to align its reputation with the recognised quality and service offered by Australia's leading steel supplier.

For more information contact: Doug Reid, Pinus Sawmills, ph (02) 6297 2484.

Innovative Waracar replaces mining imports



An innovative electric coal carrier has won Newcastle firm Waratah Engineering the top Manufacturer of the Year award at the 2006 Manufacturers' Monthly Endeavour Awards.

The Waracar, which can carry up to 16 tonnes of coal in underground mines, was also named Import Replacement of the Year.

Waratah Engineering expects sales of the Waracar will grow by more than 15 per cent this financial year and will account for almost half the company's total sales.

The company has already built 25 Waracar shuttlecars and is fabricating another five at its Newcastle workshop. With other orders streaming in, the company will be moving to larger facilities in 2007.

Established in the 1920s, Waratah Engineering first moved into the coal industry in the mid-1980s with machinery maintenance and upgrade services, before discovering a niche for Australian-made coal carriers.

"We were repairing and upgrading components on our competitors' shuttle cars,

so the next step was to manufacture our own," Waratah Engineering's Sales and Marketing Manager Terry Coggles said. "We built the first Waracar for BHP Billiton in 2003."

The \$900,000 Waracar is nine metres long and three metres wide and varies in height from 1.8 to 2 metres.

Each car contains 20 tonnes of Grade 350 XLERPLATE® steel and consists of a fabricated body, conveyor boom, flameproof electrical enclosure, hydraulic compartment, cable reel compartment, operator's cabin and mechanics.

"The Waracar is equipped with four wheel drive and four wheel steering because it operates in tightly confined areas and needs to be able to negotiate 90-degree bends," Mr Coggles said.

The machine can also be fitted with a wireless data transmission system.

"Earlier this year we became the first company in the world to exhibit the system at a tradeshow in central Queensland," Mr Coggles said. "It's critical for underground

communications because it allows management to monitor machine reliability and also measure production cycle time."

Celebrating Australian Manufacturing

This edition of Steel Edge celebrates Australian manufacturing excellence, featuring customers using BlueScope Steel products.

It coincides with the sponsorship by the Steel By BlueScope Steel Brand Partnership Program of the 2006 *Manufacturers' Monthly Endeavour Awards*, and highlights innovative and award-winning products and services.

These award-winning manufacturers – and thousands of others – are vital to the country's future. Their dedication to Australian-made products and their determination to outdo foreign competitors will ensure Australian businesses continue to grow and are well-positioned in the highly competitive global market in the years to come.

User's guide to TRUECORE® steel

The latest BlueScope Steel technical bulletin is available for companies and tradespeople working with house frames made from TRUECORE® steel.

TRUECORE® steel, with its striking blue resin finish, makes a smart choice for all types of housing, especially homes built in Australia's harsh environments.

The product is termite-proof, won't twist, shrink or warp, and is backed by a 50-year warranty from BlueScope Steel.



Building frames made from TRUECORE® steel are quick and easy for builders to put up, and are ideal for open space contemporary designs because of the product's excellent spanning capabilities.

The lightweight framing is environmentally friendly – it is 100 per cent recyclable and can be prefabricated to minimise onsite waste during construction.

The TRUECORE® steel technical bulletin includes diagrams and detailed information on handling and site storage, wall frames (compatible metals, insulation, suitable membranes), roof trusses, wall ties and fasteners.

For further information contact BlueScope Steel Direct on 1800 022 999.

Connecting with customers over lunch

A series of boardroom lunches is helping BlueScope Steel executives better understand the business needs and product requirements of customers throughout Australia.

These lunches – the first of which have been held in Sydney and Melbourne – are designed to bring a wide cross-section of manufacturing and distribution customers together, generating a mix of useful views and feedback for BlueScope Steel.

Initial conversations have revolved around challenges facing Australian manufacturers, with attendees sharing their views on the state of their businesses, the industry as a whole, and highlighting ways in which BlueScope Steel can improve its performance or add further value.

Customers are hearing first-hand how BlueScope Steel is responding to its own challenges to ensure the company remains a viable, reliable and competitive steel supplier.

Refinery expansion sparks building delivery by sea



The heavy-lift barge loaded with electrical switchrooms.

New South Wales company Custom Transportable Buildings has constructed some of the world's heaviest transportable buildings – and delivered them by sea.

The 11 electrical switchroom buildings, the largest weighing 900 tonnes, were shipped to Gove in the Northern Territory on a special heavy-lift barge imported from New Zealand for the task.

The steel-framed and steel-clad buildings are a key element in a major expansion of the Alcan alumina refinery at Gove. Custom Transportable Buildings, based in Kooragang near Newcastle, built them under contract with Downer Engineering Power.

Alcan's Gove alumina refinery is installing 10 of the electrical switchrooms as part of an upgrade which will almost double its output capacity to 3.8 million tonnes per annum by 2007.

The eleventh switchroom was installed at the Gove plant's gas-fired power station. Because this larger switchroom building measured 36 metres long and 17 metres high when assembled, some sections had to be fabricated in modules, then disassembled for movement by platform trailer onto the barge bound for Gove.

Custom Transportable Buildings' Manager Simon Griffiths said the complexity of the project had led to the formation of a unique alliance which covered the design, engineering, manufacture, air conditioning, logistics and transportation involved.

"No project of this scope can succeed without the closest possible partnership with all those involved," he said.

"We've worked intensively with Downer Engineering Power, with BlueScope Lysaght and with the specialist transport companies to ensure success."

For Custom Transportable Buildings, the Alcan contract is the latest success in a remarkable growth path which began 10 years ago.

"We began by manufacturing site sheds for construction sites, but found it hard to break into an already crowded market," Mr Griffiths said. "We switched to fabricating granny flats and manufactured homes, always with an emphasis on quality."

"Now we have positioned ourselves as a specialist in custom-built buildings, tackling anything from school buildings to electrical switch rooms."

Mr Griffiths singles out the formation of strategic partnerships with key suppliers such as BlueScope Lysaght as a major reason for the huge growth which the company has seen over the past few years.



"We have worked closely with BlueScope Lysaght and have found the company to be genuinely passionate about assisting us to bring the project in on time and to budget," he said.

Mr Griffiths said construction of the switchroom buildings involved 10,000 square metres of LYSAGHT SPANDEK® cladding in COLORBOND® Stainless steel for roofing and external walls, fixed to 28 kilometres of LYSAGHT® Zed and Cee purlins.

The interiors were lined with more than 24,000 square metres of LYSAGHT PANELRIB® cladding.

As its ability to compete on a global basis continues to grow, Custom Transportable Buildings maintains an emphasis on keeping business in the Hunter region.

It also strongly supports the concept of Australian-made in its component sourcing and has a steady uptake of local apprenticeship applicants.

Aussie invention fast-tracks farming

A patented locking system for farm machinery is revolutionising the way Australian farmers plant and manage their crops.

Invented by South Australia-based Agpoint Australia, the system speeds up weeding and planting processes by enabling farmers to swap machinery attachments – like points and sweeps – in minutes rather than hours.

“The conventional method of securing these attachments uses bolts to hold the knife-points in place. However we’ve invented a slim wedge locking system that’s just as secure, and makes points easier to replace,” Agpoint National Sales Manager John Thompson said.

The average replacement process can now take 15 minutes rather than two hours.

Agpoint Australia invented the system to address the growing demand for minimum tillage, which requires machinery attachments that are harder wearing than before.

Minimum tillage means farmers spend less time preparing and cultivating the soil due to the use of weed-killing chemicals and modified machinery, so the soil is disturbed less and holds more moisture. However, the downside is that soils are harder, and take a greater toll on farming equipment.

“Broad-acre farming – wheat, barley crops and the like – is our biggest market, but we also supply products to cotton and sugarcane farmers,” Mr Thompson said.



Agpoint Australia
National Sales Manager
John Thompson.

Agpoint Australia produces more than 700 hard tool products for farming, and supplies knife-points and sweeps nationally and internationally through an extensive network of dealers and distributors.

Backed by 139 years experience in the agricultural manufacturing industry, the company is Australia's leading manufacturer of points and sweeps.

“We source more than 2000 tonnes of XLERPLATE® steel and XLERCOIL® steel a year,” Mr Thompson said.

Agpoint Australia uses a special heating process to turn the BlueScope Steel products into hard tools that can service about 6000 hectares (15,000 acres).

“If we’re making knife-points, the plate is profile cut, goes to the furnace where it reaches temperatures up to 1000 degrees Celsius, then gets hot-formed, pressed, water-quenched, tempered, machine-surfaced and soldered,” Mr Thompson said.

He said Agpoint Australia was playing a key role in the future of Australian farming because of its dedication to research and development.

Agpoint Australia has 55 employees and joined the Steel by BlueScope Steel Brand Partnership Program to promote Australian-made products.

For more information contact: John Thompson, Agpoint Australia, ph (08) 8525 3509.

Plasser tracks steadily into the future

Work has begun on a multi-million dollar rail track ballast cleaner at the Sydney workshop of track maintenance and construction equipment manufacturer Plasser Australia.

Due for completion in late 2007, the standard gauge (1436mm) RM 900 Ballast Cleaner is worth between \$17-18 million. It will become the first ballast cleaning machine of its size available for contract hire in Australia and will be used to clean and replace the crushed rock ballast that forms the rail track bed.

Metropolitan rail lines need to be cleaned on average every 15 years, and heavy-haul freight lines every 10 years, depending on total tonnage carried on the track.

“The Ballast Cleaner is a multiple-car 350 tonne machine equipped with an excavation chain to remove contaminated ballast from beneath the track,” Plasser Australia's Sales and Marketing Manager Allan Logan said. “It runs the contaminated ballast through a pair of cleaning screens before it's returned to the track.”

The RM 900 has a track operating speed of about 400 metres per hour while working. Its travelling speed between work sites is 80 km/hour.



Plasser Australia's RM 900 Ballast Cleaner.

Established in 1970, Plasser Australia is part of Austrian company Plasser & Theurer, the world's leading supplier of track maintenance and construction equipment.

Plasser Australia sources about 300 tonnes of Grade 250 and Grade 350 XLERPLATE® steel a year from NSW distributor Horan Steel to manufacture equipment like ballast cleaners, tamping machines, track stabilisers and measuring cars.

“Tamping machines are the company's bread and butter,” Mr Logan said. “They're used to resurface the track and come equipped with

automatic, computer-controlled lifting, levelling and lining systems.

“We've produced equipment in all the gauges we have in Australia, from narrow gauge (610mm) through to broad gauge (1600mm),” he said. “We're also interested in assisting Australian contractors expanding their operations into Asian markets, such as Thailand, Vietnam, Malaysia and Indonesia in the future.”

Plasser Australia has 65 staff and builds approximately six tamping machines a year at its 2.5 hectare St Marys facility. Each machine costs an average of \$6 million, and weighs 70-80 tonnes.

Riding the waves

Tasmania's Doric Engineering has beaten Australian and international competition to supply 2000 purpose-built shipping containers for BHP Billiton's Ravensthorpe nickel development.

The \$2 billion Ravensthorpe project involves the development of a mine, treatment plant and associated infrastructure near Ravensthorpe, WA, and the expansion of the QNI Yabulu Nickel Refinery near Townsville.

Work on both projects began in April 2004, and the first nickel production from the expanded Yabulu refinery is expected by late 2007.

Jimmy Trambas, founder and Managing Director of Devonport-based Doric Engineering, led the team which designed and developed a shipping container system to transport up to 220,000 tonnes of mixed nickel and cobalt hydroxide intermediate product per year. All containers are to be delivered within 12 months.

The product will be packaged into the containers at the Ravensthorpe processing plant, transported by rail to the Port of Esperance, then shipped by sea to Townsville for final refining at the QNI Yabulu Refinery. Each ship will transport 660 containers.

"Without BlueScope Steel's help, we probably would not have won this contract," Mr Trambas said. "We would not have been able to get the steel in time."



| Jimmy Trambas with his company's containers.

"We have been formally working on this project for 14 months, and for almost two years before then we were providing information and discussing concepts with our customer. We had to go through proof of concept procedures and then quickly produce prototypes to demonstrate that we could deliver the product and that it would do what we promised."

Concept to working prototype took only a few weeks, and all critical components are made from Grade 350 XLERCOIL® steel. The project will involve some 4000 tonnes of XLERCOIL® steel – ideal for delivering strength, while keeping container weight to a minimum.

Doric Engineering recently produced 550 strong, light-weight rail containers – also using Grade 350 XLERCOIL® steel – for carrying cars.

New location fuels business growth for Transtank

Australian-owned manufacturing company Transtank has a new name, a new location and new state-of-the-art premises – and is now exporting its fuel storage tanks to South Africa and Canada.

The company, which began operations 19 years ago in Bendigo, under the name Nash Tank and Pipe, moved its manufacturing facility to Parkes in Central Western NSW two years ago to take advantage of a direct rail link to Western Australia and to be close to major NSW mining operations.

Under the direction of Neil Harrison, Production Director, Philip Kemm, Safety, OH&S and Hazardous Goods Specialist, and John Steel, Container Industry Specialist, Transtank's products service a broad range of mining and transport industry applications.

Set on a 3.9 hectare site, Transtank's new 3000-square-metre Parkes manufacturing facility features a custom-designed abrasive blast room and dust-free paint booth.



| Transtank Production Director Neil Harrison.

It has switched from manufacturing and servicing automotive LPG equipment four years ago to developing, designing and manufacturing its current range of self-bunded fuel storage tanks – and business has boomed ever since.

The tanks – which can store fuel or oil, or provide a multi-product storage facility – feature enclosed pumping and interlocking mechanisms, making them superior to traditional tanks.

Because they are self-bunded, any leaks can be contained within the unit. If a leak occurs, the tank itself identifies that this has happened, making the Transtank system foolproof, even under the arduous conditions of mine sites and constant movement throughout their life cycle.

Designed in-house to suit standard transportation, the tanks themselves range from 2250 litres to 110,000 litres.

About 75 per cent of each tank is constructed from XLERPLATE® steel with about 19 tonnes of plate going into each of the largest tanks with a volume capacity of 110,000 litres.

"When it comes to fuel storage, strength and reliability are paramount," Mr Harrison said. "We use XLERPLATE® steel mainly because of the consistent quality of the product."

For more information on Transtank, visit www.transtank.com.au

Rolling over the competition

The extreme conditions faced by primary producers in rural Australia have helped a Mildura company build an international reputation for hardy, durable off-road products.

Titan Andys has manufactured off-road wheels and components for almost 60 years. Its products have been used on ice-crushers in Antarctica, people movers at San Diego Zoo as well as on a wide range of mobile farming equipment.



| Titan Andys Purchasing Manager Jeff McKeon.

Titan Andys builds new wheels for sales and export, as well as providing replacement parts for imported agricultural machines. Purchasing Manager Jeff McKeon said Australian farmers were known for pushing their on-farm and on-road vehicles to the limit.

This was partly because Australia has few restrictions on maximum weights for off-road vehicles using roads. Europe has much stricter regulations governing design parameters of machinery and wheel loads.

The duty cycle, or expected workload, of Titan Andys' products is greater than in Europe, given the comparative size of Australian properties, Mr McKeon said.

"A farm in Germany might consist of four or five hectares, while a farm here might be around 6000," he said.

Titan Andys, which has sales offices throughout Australia, uses XLERPLATE® steel to manufacture the centres for its wheels. Mr McKeon said the company typically uses 16mm plate, and sometimes 20mm, compared to the 12mm usually used on overseas wheel products.

Titan Andys is supplied by Adelaide Profile Services.



| Some of the 6000-tonne Albany silos.

Silos of steel in demand

Steel silos are at the centre of two \$100 million grain projects in South Australia and Western Australia.

Privately-owned construction and engineering company SDR Australia has fabricated 10 silos for the West Australian port of Albany's grain-handling facility upgrade.

The 10 6000-tonne capacity silos are made from more than 3000 tonnes of XLERPLATE® steel.

Meanwhile South Australia's leading grain handling body ABB Grain Ltd is to fabricate 10 silos from up to 3800 tonnes of XLERPLATE® steel for the Port Adelaide redevelopment to help streamline the State's grain export process.

"Concrete silos used for grain storage in the past have been prone to failures that have led to expensive repairs," a spokesperson for SDR Australia's contractor Leighton Contractors said.

"There were also concerns about the cost of construction and the importance of maintaining the quality of the grain.

"The steel design concept is mostly to increase the life expectancy of the silos."

SDR Australia fabricated the 60,000-tonne capacity Albany silos in sections and delivered them to site where 150-tonne and 450-tonne pin jib cranes erected them.

Silos for the Port Adelaide redevelopment are being built at the Outer Harbour and will be completed by March 2007.

ABB Grain says eight of the new silos will hold 7500 tonnes of grain, while the remaining two silos will each hold 2500 tonnes.

Steel supports for the first two silos are already in place and are being fabricated by Manuele Engineers from more than 1000 tonnes of XLERPLATE® steel.

The silos' ring beams are being manufactured by another South Australian company, Air Ride Wind.



| Proposed Adelaide facility.

XLERPLATE® steel pipes tap untouched waters

Pipes fabricated by a Brisbane company will be vital in tapping into an extra 40 billion litres of water a year for Sydney residents.

Rollpress Proplate Group (RPG) has manufactured pipes, some weighing as much as 20 tonnes, to access deeper water at Warragamba Dam for emergency water supplies.



While the dam, 65 kilometres west of Sydney, can provide the city an extra six months' water during an extreme drought, 10 per cent of its water capacity remains untapped because it sits below the lowest outlet point.

The pipes are part of a modification project being carried out by engineering and construction company Boulderstone Hornibrook to build new pumping stations and pipelines for the dam, and will be used to pump water from the dam's bottom to a new treatment plant on the surface.

Sales and Marketing General Manager Richard Kearns said the \$2 million pipeline contract was a complex one, and RPG was proud to be associated with Boulderstone Hornibrook on the project.



"Some of the pipes are 6 metres long with a diameter of 2.7 metres so they're three times as big as a car," he said. "We delivered 28 truckloads to Warragamba Dam, and most were over-dimensional – some single loads weighing close to 20 tonnes."

Mr Kearns said RPG cut and rolled Grade 250 XLERPLATE® steel into pipes, welded necessary flanges, manufactured branch lines and clutch plates, and assembled them at the company's Wacol factory.

"The pipes are hydro-tested and pressurised to 20 bar, so they can withstand more than three times the pressure applied to average household pipes."



Supply ship shapes up and joins navy

More than 1200 tonnes of XLERPLATE® steel is being used to convert a commercial oil tanker into one of the Royal Australian Navy's latest ships.

Initial work on the South Korean-built MT Delos – to be commissioned later this year as HMAS Sirius – started at Tenix's WA shipbuilding facilities last September. When completed it will be a major support vessel for the Department of Defence.

According to Tenix Project Manager on the MT Delos job, Leigh Newbery, XLERPLATE® steel is being used on a number of different projects.

"We are fabricating a rear flight deck, a bulk stores area capable of storing up to 12 shipping containers, upgrading accommodation for 70 people and situating a number of guns on board," Mr Newbery said.

"The ship will also be able to undertake replenishment work – fuel and other goods – at sea."

Tenix, a major global defence organisation,



was previously involved in building the Navy's ANZAC Class frigates – and used BlueScope Steel's XLERPLATE® steel extensively for that work.

"XLERPLATE® steel is of a consistently high quality, making it suitable for this kind of high-precision shipbuilding work for the Australian Department of Defence," Mr Newbery said.

The original HMS Sirius was a supply ship in Captain Arthur Philip's historic First Fleet, which dropped anchor in Sydney Harbour in 1788.

Huge dragline to make its mark

Ensham Resources, one of Queensland's largest and fastest growing thermal coal producers, has commissioned Bucyrus Australia to supply a 5350-tonne dragline due to come online in December.

The huge \$100,000,000 Bucyrus 8750 dragline, to be used at Ensham's mine site 40 kilometres northeast of Emerald in Central Queensland, is now being assembled at the mine.

The dragline is being fitted with a 143-cubic-

yard bucket, large enough to scoop out material to fill two backyard swimming pools with a single pass.

Ensham Resources and Bucyrus Australia were both determined to maximise Australian content in the dragline, particularly the use of Australian steel.

Bucyrus took on the role of principal contractor and enlisted the services of a group of Australia's most experienced engineering and fabrication contractors to assist with the project.



| Bucyrus dragline.

"It is a massive co-ordination task over a two year project," Bucyrus Australia's Manager of Special Projects Geoff Hoffman said.

Construction of the dragline has involved nearly 3500 tonnes of XLERPLATE® steel from BlueScope Steel, supplied by OneSteel.

"We contacted OneSteel and they have a good relationship with BlueScope Steel, so we then moved on to a series of three-way technical discussions," Mr Hoffman said. "It was a very co-operative process."

OneSteel's project team, led by Malcolm Smith, collaborated closely with Bucyrus to maximise plate allocations and provide initial processing. This included major weld preparation and the bevelling of plate edges.

"You probably wouldn't find the steel size and grade combinations that we required in a standard catalogue, but there was excellent collaboration involving our engineering department with OneSteel and BlueScope Steel," Mr Hoffman said.

"We worked closely with OneSteel and gave BlueScope Steel comprehensive rolling priorities for the delivery of XLERPLATE® steel. Throughout the process BlueScope Steel's performance has been outstanding and their collaboration with OneSteel has worked well."

The partnership involving Bucyrus, OneSteel and BlueScope Steel is delivering recognisable value to the client and is proving to be a key factor in the success of this project.

Bulk bin boom for Bincorp

Oversized industrial bins are the way of the future for Sydney-based waste recycling collection equipment manufacturer Bincorp Equipment.

Bincorp Equipment, one of the largest steel bin manufacturers in Australia, specialises in manufacturing skip bins, bulk bins, hooklift frames, trailers, and hydraulic compactors from XLERPLATE® and XLERCOIL® steel.

The company's fastest growing market is providing bulk bins to waste contractors like Thiess Services, Cleanaway and Veolia Environmental Services (Collex).

"We're manufacturing about 250 bulk bins a year, some with a volume of 65 cubic metres," Bincorp Equipment Managing Director Tony Nott said.

Privately owned Bincorp Equipment employs 14 tradespeople and has recently moved from a 700-square-metre workshop at Riverstone to a 1700-square-metre workshop at Wetherill Park.

"The new factory has allowed us to boost production to meet the growing demand for semi-trailer containers over the last two years," Mr Nott said.



Bincorp Equipment's Tony Nott (left) and Murray Brown from NSW distributor Horan Steel in front of one of Bincorp Equipment's bulk bins.

Each year, Bincorp Equipment also manufactures about 20 compactors for shopping centres, 1000 skip bins for domestic rubbish removal and hook lift frames for trailers.

The company sources Grade 250 XLERPLATE® steel from Horan Steel, one

of BlueScope Steel's distributors in NSW.

"They give us reliable service, sales and competitive pricing," Mr Nott said. "We can also rely on the quality of XLERPLATE® steel because it's strong, durable and easy to work with."

Air Ride Wind stacks up for steelworks

South Australian manufacturer Air Ride Wind has fabricated vital components for the \$100 million expansion of BlueScope Steel's Port Kembla Steelworks.

Air Ride Wind has supplied large ductwork and a section for the stack as part of the expansion project which will increase the nominal capacity of the Hot Strip Mill at Port Kembla Steelworks from 2.4 to 2.8 million tonnes a year.

Expansion plans include the construction of a second walking beam reheat furnace, which will add value to an additional 400,000 tonnes of steel slab a year by converting it to hot-rolled coil.

This hot-rolled coil production will help support the expansion of BlueScope Steel's downstream steel coating and painting facilities in Asia, and help meet demand for flat steel products in Australian markets.



Air Ride Wind has fabricated five hot-air ducts and a section of the stack for the new walking beam reheat furnace. Mainteck Services, a Port Kembla-based construction company contracted to part-manufacture and erect the new furnace, approached Air Ride Wind to undertake the work.

With more than 80 employees working from its premises in Islington, Air Ride Wind is one of the largest manufacturers of wind towers in Australia. Although wind towers are a speciality, the company also undertakes other heavy fabrication work.

About 30 tonnes of Grade 250 XLERPLATE® steel was used for the ductwork, and a further 20 tonnes was used for the stack. The massive hot air ducts measure almost 3 metres in diameter and are 5-10 metres long. The stack is more than 3 metres in diameter and 8 metres long.

Smorgon Steel, one of BlueScope Steel's distributors, managed the supply of the steel to Air Ride Wind, enabling the project to be completed on schedule.



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Queensland Steel Products benefits from fine tolerances

Rockhampton-based Queensland Steel Products is using its reputation for quality and on-time delivery to win a growing slice of the booming resources industry business.

Established in 1986, the company has achieved preferred supplier status with BHP Billiton, Queensland Magnesium, Austrak and GL&V Dorr Oliver. It has also undertaken major fabrication work for organisations such as Orica, Thiess, Veolia Water and John Holland.

Managing director and company founder David Parker and his design engineer Kim Laundry have established and sustained many of these long-term business relationships with resources industry heavyweights.

The quality and consistency of XLERPLATE® steel and the benefits they deliver to Queensland Steel Products projects are cornerstones of many of these relationships.

Apart from using XLERPLATE® steel for general fabrication work, Queensland Steel Products uses it for concrete railway sleeper moulds and float cell for process operations at minerals processing facilities

and mines throughout Australia and Indonesia.

"Austrak, for instance, modifies its railway sleeper designs to suit individual projects," Mr Laundry said.

"Sleeper requirements can change from project to project, depending on whether they are being used for passenger or freight lines, and according to traffic density and the loads being carried by the track."

Queensland Steel Products fabricated more than 1000 concrete sleeper moulds for Austrak plants at Katherine and Tennant Creek during construction of the Darwin to Alice Springs rail line. The company is now producing new moulds for a number of Austrak projects in Queensland.

Mr Laundry said the moulds included sections of 4mm, 6mm and 8mm XLERPLATE® steel in Grade 250, and are built to tolerances of smaller than 1mm.

"It's vital that tolerances be kept to a minimum," Mr Laundry said. "It all helps in maintaining overall product quality and consistency."

"We insist on using XLERPLATE® steel because of its consistently excellent quality, and because it produces great results in the next production stage."

Steel frames with grunt

Business is booming for NSW Southern Highlands-based company Aus-Truss as engineers begin to appreciate the cost-effectiveness of lightweight steel frames.

To speed construction – and cut building costs – Aus-Truss has developed a roof lift system that allows builders to construct a steel-frame roof on a building's base before hoisting it into position with a crane.

"Because this method avoids double handling, it's much faster and more efficient than more traditional methods. It's also far safer from an OH&S perspective," Aus-Truss owner and builder Andrew Fowler says.

He launched Mittagong-based Aus-Truss more than three years ago to specialise in providing lightweight building and house frames that can withstand everything from termites to cyclone-strength winds.

With an emphasis on building relationships with architects, engineers and builders, Aus-Truss wins a lot of major contracts.



Andrew Fowler from Aus-Truss

"It is through a unique relationship with professional builders, engineers and architects that Aus-Truss is able to create solutions using 1.2mm thick TRUCORE® steel," Mr Fowler says.

"It means we can manufacture trusses with a span of up to 18 metres – structures which are simply supported."

Mr Fowler says Aus-Truss is committed to finding engineered building solutions.

"Our slogan is 'steel frames with grunt', because our steel frames are so strong," he says. "Using structural steel in building frames can be expensive – you get much better value for money with frames made from TRUCORE® steel."

The company is a member of the Steel By BlueScope Steel Brand Partnership Program, open to companies that source 80 per cent or more of their steel supplies from BlueScope Steel or a BlueScope Steel Distributor.

Mr Fowler says Aus-Truss relies on BlueScope Steel for its quality products and the fact that TRUCORE® steel comes with a 50-year guarantee. BlueScope Steel's technical support is also excellent.

"We put the Steel By logo on all our stationery because it's a point of difference and people recognise it. That's really important nowadays because a lot of companies use imported steel," he says.

"When we tell customers we manufacture our frames from TRUCORE® steel, they know they are dealing with quality products."

For more information contact: Andrew and Lisa Fowler, Aus-Truss, ph (02) 4871 3555.

Ultra-modern technology meets country charm

A Victorian-based marketing and design company specialising in recreating farmhouses is using the latest computer technology to help bring designs to three-dimensional life for clients.

From quaint English farm cottages to rambling American ranch homes, Farm Houses of Australia recreates homes it says offer authentic country character and charm, while offering modern style and flexibility.

The company's computer-aided design (CAD) service allows floor plans to be converted into 3D format, a specialisation in concept drawings which not only allows clients to better visualise their future homes, but allows design changes to be made easily before construction starts.

The owners of Farm Houses of Australia, husband and wife team Ron and Rysha Hosking, have been specialising in this style of home for the past 15 years.

"The modelling program allows clients to even place and rearrange furniture on the floor plan to ensure the final layout is completely suited to their needs and tastes," Mr Hosking says.



Ron and Rysha Hosking of Farm Houses of Australia outside one of their latest homes.

"There's no more struggling to visualise what a home – both inside and out – is going to look like from basic plans."

South Frankston local Christine Graham recently moved into her new four-bedroom, two-storey weatherboard home and was more than pleased with the result.

"We wanted a bright, homely place with character," she says. "Being able to see the design in 3D really helped us finalise the details."

Farm Houses of Australia worked with

builder Doug Law of Construction by Law on the house with an attic-style roof.

The colour scheme of yellow exterior with a roof made from COLORBOND® steel in the colour of Shale Grey™ completed the property's country feel.

Mr Hosking says Farm Houses of Australia exclusively uses roofing made from COLORBOND® steel because of the high quality of the product.

"The aesthetics of steel roofing also suit the styles," he says. "For example, we use a lot of the Deep Ocean® as this colour blends with the sky. Cottages and homesteads traditionally involve colour schemes using Classic Cream™, Cottage Green® or Manor Red®."

He says his company has found pale greys like Shale Grey™ and Windspray® are becoming more popular.

Farm Houses of Australia has joined the Steel By BlueScope Steel Brand Partnership Program to highlight its preference for quality steel originating from Australia's leading steel manufacturer, and to leverage the strength and quality of the BlueScope Steel brand.

For more information on Farm Houses of Australia, ph (03) 9775 8254.

Pub talk and pergolas

When word of mouth generates a large part of your business, you can't beat people singing your praises at the local pub.

Pergolas Plus Outdoor Living has that pub-talk market largely on tap thanks to building the outdoor dining pergola at the Echuca Pub in rural Victoria.

The pergola is an 18-metre by 17-metre triple-gabled design that can shelter 150 people.

Echuca, set on the banks of the Murray River a short two-hour drive north of Melbourne, is home to dozens of houseboats.

The rural riverside setting is a romantic drawcard for tourists and a major reason why the owners of Pergolas Plus Outdoor Living, Ian and Julie Brooksby, moved there from Queensland.

Ian Brooksby also had a background in making rainwater harvesting systems, rainwater goods and pool fences, and he wanted to continue working with steel.

Pergolas Plus Outdoor Living builds an average of five steel pergolas per week for rural and metropolitan Victorian customers.

It employs 12 full-time staff, including an architect who plays a critical part in the building approvals process.

Pergolas Plus Outdoor Living welds its own posts, brackets and flashings in-house.

"Thirty to 40 per cent of pergolas the company builds are prototype projects that require strong connections," Ian Brooksby says.

The company uses a range of BlueScope Steel products, including COLORBOND® steel in LYSAGHT CUSTOM ORB® profile for roofing,

Ian and Julie Brooksby of Pergolas Plus Outdoor Living in rural Victoria.



and LYSAGHT FIRMLOK® BEAM, a light, strong structural beam.

"LYSAGHT FIRMLOK® BEAM offers us a very clean, complete finish," Julie Brooksby says.

The company also uses downpipes and brackets made from steel from BlueScope Steel.

A member of the Steel By BlueScope Steel Brand Partnership Program, Pergolas Plus Outdoor Living says the service they receive from BlueScope Steel is second to none.

"It's BlueScope Steel's knowledge, professionalism, product warranty and ability

to deliver and customer respect we like," Julie Brooksby says.

Pergolas Plus Outdoor Living is also leveraging the strength and recognised quality of the BlueScope Steel brand against the quality of its own products and services.

The Steel By brand partnership signage that the company displays on its premises helps reinforce that its products are Australian-made.

For more information contact: Ian and Julie Brooksby, Pergolas Plus Outdoor Living, ph (03) 5480 1636.

How to join the program

For more information call Steel Direct on 1800 800 789 and ask for an information brochure and registration form or download the information from www.steelby.com.au.



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4 BRAND PARTNERSHIP PROGRAM

Demand for steel-framed houses rises in the Illawarra

The current softening of the New South Wales residential building market has seen a steady rise in interest in steel framing, according to David Sheehy, Managing Director of Illawarra Steel Frame Homes.

The company is the largest supplier of steel house frames around the Illawarra region.

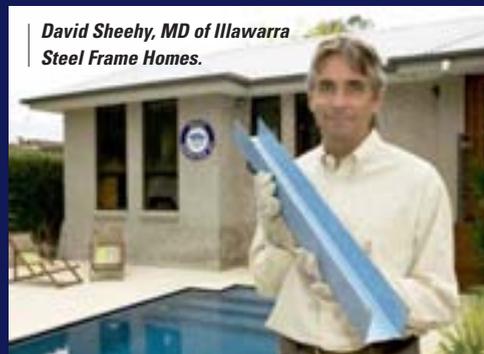
"When customers have time to consider how they'll build their homes – without the constant pressure of rising home prices and increased building activity – they more often than not settle on steel framing," Mr Sheehy says.

"Our customers appreciate steel frames made from TRUECORE® steel from BlueScope Steel over traditional pine timber house frames."

One consideration affecting buying decisions in the Illawarra region, as in many other parts of Australia, is termite activity.

Customers also point to other advantages of TRUECORE® steel frames over timber. Steel remains perfectly straight, is lighter (a major

David Sheehy, MD of Illawarra Steel Frame Homes.



handling consideration for owner builders), quick to work with compared with traditional framing materials, and can be erected using normal building tools.

Illawarra Steel Frame Homes, based at Oak Flats near Shellharbour, provides a range of home-building products.

For more information: David Sheehy, Illawarra Steel Frame Homes, ph (02) 4237 6667.

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