

STAINLESS STEEL BULLETIN

MEMBERS NEWSLETTER OF THE
AUSTRALIAN STAINLESS STEEL DEVELOPMENT ASSOCIATION

114
Sept
2011

20-21 October 2011
Novotel Twin Waters Resort
Sunshine Coast, Queensland



Play your part in building a
Smart, Strong, Sustainable

stainless steel industry and reap the
benefits for your business.

REGISTER NOW

for **PacRim Stainless 2011** to secure
your seat at the table with leaders in the
Australian stainless steel industry.

PacRim Stainless 2011 is proudly sponsored by:



The premier networking and knowledge-sharing event for Australia's stainless steel industry in 2011 is set to shine a spotlight on innovative strategies for survival and sustainability, with case studies and practical examples from key industry players.

Why should you attend PacRim Stainless 2011?

- › Hear strategies your competitors are using to win jobs and grow their business.
- › Learn how to successfully bid for work and maximise your company exposure.
- › Find out about advances in materials and technologies.
- › Discover what challenges lie ahead for your industry and how to be prepared.
- › Network, share knowledge and have a laugh with colleagues, competitors and potential clients.
- › An opportunity to invite your clients, demonstrate your customer appreciation and strengthen existing relationships.
- › Receive a delegate discount on the upcoming 2012 Australian Stainless Reference Manual and fabricators receive credit towards their Accreditation training requirements.

Whether you're interested in whole of life costing, where the work is, how to win the work, a big picture look at our industry or how your business will be affected by carbon pricing, PacRim Stainless 2011 will provide the insights you need to ensure a strong and sustainable future. **See the speaker and paper highlights on page 7.**

Two half-day conference sessions will be followed by the following social and networking events:



PacRim Theme Dinner

LET IT GLOW...

7pm - 10pm, Thursday 20 Oct

Come dressed in your brightest whites and be prepared for an evening to 'glow' about.



PacRim Golf Ambrose

Barry Durrant Memorial Trophy
12.45pm - 5.30pm, Friday 21 Oct

Join in the fun of a 2-ball Ambrose on one of the top 6 resort golf courses in Australia.



Farewell Beach Dinner

7pm - 10pm, Friday 21 Oct

Farewell your fellow conference delegates with a relaxed gourmet BBQ, drinks and live music on the beach at Twin Waters Lagoon.



Hinterland Tasting Tour

12.45pm - 5.30pm, Friday 21 Oct

Relax, indulge and enjoy. Spoil yourself to some wine, liqueur, chocolate and coffee before taking time out for a stroll through Montville village.

This year's venue - Novotel Twin Waters Resort - is an ideal location to bring your partner or family. Take advantage of ASSDA's special accommodation rates and enjoy a long weekend. ASSDA's accommodation holdings have now been released - book in now to ensure you don't miss out! **Download the accommodation booking form here.**

For further information, download the PacRim registration brochure here.



Richard Matheson

EXECUTIVE DIRECTOR

I commend our PacRim Stainless 2011 conference to you as an excellent way of meeting representatives of a number of stainless steel organisations in one place at one time. If you attend one event this year, make it PacRim Stainless.

The advocacy work of ASSDA is becoming a substantial part of our work, particularly in the campaign for local content currently focussed in Queensland and Western Australia. The stakes are high. If we are successful, we will see significantly increased participation from Australian companies in the delivery of the resources boom. To be clear, it is not protection we are arguing for, and nothing in the demands of the campaign could be interpreted that way. Instead, we are arguing for companies involved in major projects to establish a plan for local participation and for the plan and the subsequent performance of that plan to be public. The key is transparency. During the course of the campaign, I have heard politicians say that companies claim extensive procurement from local resources. The industry group ASSDA is part of for this campaign disagrees, at least in contestable components like fabrication. Transparency will give clear evidence of the uptake of local supply or otherwise, and provide a measure of the participation of manufacturing and other industry sectors in the resources boom.

The important position that ASSDA holds in supporting the development of the stainless steel industry in Australia is now being recognised by some offshore organisations. Membership has expanded to include Yeun Chang Industrial Co Ltd.



Australian Stainless Reference Manual 2012 COMING SOON!

The Australian Stainless Reference Manual is an industry guide and comprehensive resource to stainless steel, featuring 200 pages of stainless steel technical and supply information, including:

- › properties and performance
- › design guidelines
- › members' listing
- › grade selection
- › fabrication
- › buyer's guide
- › surface finishes
- › product specifications

IMPORTANT: THERE ARE STILL OVER 50 MEMBERS WHO HAVE NOT SUBMITTED THEIR FORM OUTLINING THEIR COMPANY PROFILE, CONTACT DETAILS AND BUSINESS CATEGORIES FOR THE MEMBERS' LISTING AND BUYER'S GUIDE IN THE 2012 REFERENCE MANUAL. THE ABSOLUTE DEADLINE FOR THIS IS **MONDAY 3 OCTOBER 2011**. FAILURE TO RESPOND WITHIN THIS TIMEFRAME MAY RESULT IN INACCURATE DETAILS BEING PUBLISHED ABOUT YOUR ORGANISATION. ASSDA WILL NOT BE HELD RESPONSIBLE. PLEASE CONTACT ASSDA ON (07) 3220 0722 FOR FURTHER INFORMATION.

The Reference Manual is published every 2-3 years and circulated to over 7,500 industry participants, including stockists, distributors, engineers, architects, consultants, end users, asset owners, students and overseas mills.

ASSDA members will automatically receive one or more free copies, depending on their level of membership:

- › Individual: 1 copy
- › Corporate 1: ≥ 1 copy/branch
- › Corporate 3: 3 copies
- › Sponsors 1, 2 & 3: 10 copies
- › Corporate 2: 6 copies

To check which membership level applies, email assda@assda.asn.au or call 07 3220 0722.

To pre-order extra copies of the 2012 Reference Manual, please email lissel_p@assda.asn.au



ASSDA has joined forces with the Australian Manufacturing Workers Union (AMWU), Australian Steel Institute (ASI), the Association of Professional Engineers, Scientists & Managers of Australia (APESMA), the Australian Institute of Steel Detailers (AISD), the Galvanisers Association of Australia (GAA), and the Welding Technology Institute of Australia (WTIA) to fight for more local jobs and get a better deal for local fabrication.

Queensland's coal seam gas and other major resources projects should be delivering skilled jobs throughout Queensland and creating thousands of apprenticeships for Queensland kids. Instead, our big resources companies are sending their engineering, detailing and fabrication work offshore and many local businesses are in danger of closing their doors.

An industry survey of 43 local Queensland businesses involved in the steel supply chain have revealed the following:

- › **84%** of Queensland engineering, detailing and fabrication businesses surveyed report a negative impact on their business.
- › **72%** of businesses rate this a significant challenge.
- › Employment levels down **20%**. Apprenticeships and trainee positions down **47%**.
- › Queensland's youth unemployment rate is now **19.8%** - the highest in the nation.
- › **93%** of businesses plan to cut jobs or maintain existing low levels over the next 12 months.

We supported an earlier campaign in Western Australia and we are now deeply involved in the effort to secure better local content for both public and private enterprise projects in Queensland.

Meetings with the Queensland Government have taken us to the next step in the campaign. We are seeking three outcomes from the Queensland Government:

1. All major resources projects must be required to have a local industry participation plan and provide regular reports to the Queensland Government on their performance in involving local engineering, detailing and fabrication businesses, as well as other sectors, in their projects.
2. The local industry participation plans for our major resources projects and their regular

performance reports must be made public, to enable an informed public debate about the local benefits flowing from the use of our natural resources.

3. Queensland's major resources projects must be required to include Australian specifications and design standards in their tenders and issue their tenders at a size that provides a level playing field for local suppliers.

The campaign is now underway with the media launch held last week, attracting the ABC and commercial TV news channels. You can view the latest news coverage on this campaign:

Channel 10

http://ten.com.au/video-player.htm?movideo_m=131351&movideo_p=44240

ABC TV

<http://www.abc.net.au/news/2011-09-22/amwu-wants-more-australian-workers-in-mines/2912156?section=qld>

You can support this campaign by visiting www.queenslandjobs.net.au

or by following us on Facebook:

www.facebook.com/queenslandjobs



ABCB AND HORIZONTAL BALUSTRADES

The Australian Building Codes Board called a public forum in Canberra to discuss the draft changes to the 2012 Building Code of Australia on 25 August 2011. The most controversial agenda item was horizontal balustrades. A number of ASSDA members attended and participated in the debate including Aust Yieh Stainless Pty Ltd, Bridco, J & G Trading Pty Ltd, Ronstan International Pty Ltd, Kebles Trading Pty Ltd and Arcus Wire Group Pty Ltd. ASSDA presented and argued for a sensible and responsible position, based on science, for the outcome of the draft proposals.

At the conclusion to the meeting, it was agreed that the health industry and ASSDA would work together to determine the safety of economic structures with horizontal elements.

Collaborative efforts to that end have already begun. ASSDA has established meetings with the Queensland Injury Surveillance Unit and SA Health, and the proposal for the testing is expected imminently.

It is not yet known how the ABCB will react in its vote on the draft proposals for the 2012 BCA.

CRA EXCELLENCE PROGRAM

ASSDA's CRA Excellence Program has undertaken its first task as a trial run. The question has come from a major resources project and involves process engineering in a potential export market. The advice will be considered against other advice sort by the project, currently in its design phase. On completion, review of the process will refine the offering.

The CRA Excellence Program, ASSDA's new consulting service, is a program that will provide clients with access to ASSDA's technical resources to receive advice and guidance on project concept, scope, procurement, problem solving, risk assessment and specification to assist with construction and operational requirements to ultimately achieve a commercially sustainable outcome for projects.

ASSDA SEMINARS

WHERE HAVE WE BEEN?

In August, ASSDA presented seminars to more than 90 people in Brisbane, Sydney, Melbourne, Adelaide and Perth.

The Structural Design of Stainless Steel was delivered in Brisbane, Sydney and Melbourne, while Adelaide and Perth enjoyed 40 FAQs About Stainless Steel.

Here is what some of the attendees said:

STRUCTURAL DESIGN OF STAINLESS STEEL

"Increased my knowledge."

"An excellent presentation and will be very useful in practice."

"Excellent presentation by very knowledgeable presenters."

40 FAQs ABOUT STAINLESS STEEL

"Very well thought out presentation with a wealth of knowledge."

"Good general up date on materials and refresher."

"Very worthwhile - wish I had attended this years ago!"

UPCOMING SEMINARS

In support of the CRA Excellence Program and the advocacy efforts on local content focussed on the resources sector, ASSDA will present "**Successful Use of Stainless Steel in Heavy Engineering**" in November.

This seminar will deal with stainless steel materials used in the resources and industrial sectors together with good specification and fabrication practice.

16 November **Melbourne**
17 November **Sydney**
18 November **Brisbane**

More information will be available soon, and registrations will open shortly. To be notified when registrations open, please email lissel_p@assda.asn.au



Petronas Twin Towers, Kuala Lumpur, Malaysia

Did you know... This structure comprises of 83,500 square metres of stainless steel extrusions and is complemented by 55,000 square metres of 20.38mm laminated glass designed to minimise heat by reflecting light and unwanted solar radiation.

Stainless steel was chosen to reflect the hi tech industrial ideal of Malaysia and lustre of the tropical sun.

Measuring 88 storeys and 452 metres high, Petronas is currently the tallest twin towers in the world.

Source: www.petronastwintowers.com.my

CALENDAR OF EVENTS

4TH INTERNATIONAL STAINLESS STEEL SYMPOSIUM

28-29 September; Birmingham, England
www.stainless-symposium-2011.com

PACRIM STAINLESS 2011 (INCLUDING ASSDA AGM)

20-21 October; Novotel Twin Waters Resort, Sunshine Coast, Queensland
www.assda.asn.au

SEMINAR: SUCCESSFUL USE OF STAINLESS STEEL IN HEAVY ENGINEERING

16-17-18 November; Melbourne-Sydney-Brisbane
www.assda.asn.au

STAINLESS STEEL WORLD CONFERENCE & EXHIBITION 2011

29 November - 1 December; Maastricht, the Netherlands
www.stainless-steel-world.net/ssw2011/

For further details on these events, please contact ASSDA on (07) 3220 0722 or visit www.assda.asn.au



MEMBER PROFILES

MEI (MARINE EQUIPMENT INTERNATIONAL PTY LTD)

Contact: Steve Zakaria

t (02) 9734 8771

m 0400 918 607

sales@meiaust.com.au

www.meiaust.com.au



MEI has been a stockist and supplier of specialised piping systems for over 25 years. They stock and supply materials including 316SS and 90/10 CuNi (used for salt water and harsh chemicals).

MEI supplies a variety of products that enable the installation of metallic piping systems without the need for threads or welding.

In particular, their 316SS Press Fit system has many satisfied regular customers and has proven to save both time and money in a wide variety of applications.

Their customers include businesses involved in food industries, minerals processing, port authorities, desalination plants, water treatment and waste water, commercial and naval shipping and many other general industries.

MEI has the ability and mind set to work with their customers to ensure the best possible outcomes are achieved.

ALLPLATES

Contact: Bobby Montesalvo, General Manager
or Jay Bond, Sales Manager

t (07) 5597 1188

f (07) 5597 2188

sales@allplates.com.au

www.allplates.com.au



Allplates is a family owned and operated steel manufacturing company, providing high end metal processing for a wide range of industries. In-house capabilities include laser cutting, CNC punching, CNC bending, stamping, roll-forming, welding, spot welding, nut insertion, powder coating and assembly. They have just commissioned one of Australia's most powerful laser, a Trumpf 6kw, offering cutting services up to 25mm stainless steel.

An experienced team of programmers, operators and sheet metal workers means there is no more need to outsource work to three or four different companies when one company can offer a total solution for all your needs. Allplates can help with existing parts you may need manufactured or assist you in the conception of new and innovative designs.

With over 35 years experience in the industry, they have become specialists in all facets of steel manufacturing.

INCLUDE YOUR FREE PROFILE

Bulletin profiles are a free service offered to ASSDA members. If you are interested in profiling your organisation in the Bulletin, contact Lissel Port at ASSDA on (07) 3220 0722 or email lissel_p@assda.asn.au

INDUSTRY NEWS GLOBAL

OUTOTEC TO DELIVER FERROCHROME PLANT IN CHINA

www.outotec.com
26 September 2011

Outotec has agreed with Mintal Group Co. Ltd., a large manufacturer of ferrochrome and stainless steel, on the design and delivery of a new ferrochrome plant in Baotou, in the Inner Mongolia, China. The contract value is not disclosed but deliveries with similar delivery scope are typically worth some tens of millions of Euros.

Outotec's scope of delivery includes engineering and supply of proprietary and other key equipment and an operating licence for the proprietary technology for a Steel Belt Sintering plant with annual capacity of 700,000 tonnes of chromite pellets and two 69 MVA smelting furnaces with preheating technology. The new plant will produce annually 300,000 tonnes of ferrochrome and it is estimated to become operational in 2013.

"Ferrochrome production for the stainless steel industry and the demand of sustainable technology are increasing in China. We have recently seen a clear tightening of environmental regulations there. Outotec® Ferrochrome Process is a benchmark in terms of energy efficiency and widely used in major ferrochrome producing countries, such as South Africa and Kazakhstan. This is our first delivery of this technology to China and we see great opportunities for further deliveries to help our Chinese customers to meet the future environmental regulations", says Outotec CEO Pertti Korhonen.

THYSSENKRUPP CEO SAYS DEMAND HIGH, DOWNTURN LOOMS

www.reuters.com
24 September 2011

Germany's biggest steelmaker ThyssenKrupp is aware the sovereign debt crisis will soon impact its business, which is currently still strong, its chief executive told a German paper.

"Demand for our products remains high. But we're not naive. High government debt means we'll be soon facing an economy that is cooling down," Heinrich Hiesinger told the Westdeutsche Allgemeine Zeitung's Saturday edition.

ThyssenKrupp said last month it hoped for robust demand for German cars over the coming months and confirmed a key full-year profit target after third-quarter earnings fell short of forecasts.

The company is scheduled to hold its annual press conference for its fiscal year 2010/2011 on Dec. 6.

ThyssenKrupp earlier this year embarked on a 10 billion euro (\$13.5 billion) divestment plan to lower its debt pile, including a spin-off of its stainless steel division, an undertaking Hiesinger confirmed.

"The current market environment is not keeping us from preparing to divest the unit. We've always said that an initial public offering (IPO) is one of several options," he said, adding that selling it to an investor was also possible.

In late August, ThyssenKrupp agreed to sell service provider Xervon to waste disposal company Remondis. (\$1 = 0.740 Euros).

NEW PH-NEUTRAL SOLUTION TO CLEAN STAINLESS WELDS

www.stainless-steel-world.net
16 September 2011

Ensitech, the Australian product development company, has introduced a new pH-neutral solution to clean stainless steel welds in Europe.

Member of Parliament for Pudsey, Leeds, Stuart Andrew, launched the TB-31ND Neutral Weld Cleaning Fluid for Stainless Steel. Ensitech has worked alongside two Leeds companies, Vickers Laboratories and Engineering Utilities, to produce and distribute the solution.

The company developed this fluid in response to the discoloration of stainless steel that happens when welding. Often referred to as heat tint or blueing, the discoloration must be removed in situations where finished appearance is of importance. Traditionally, this has been done using a highly toxic acidic substance called pickling paste.

The new Ensitech TB-31ND fluid (Patent Pending) has neutral pH7 which, when used in conjunction with Ensitech's TIG Brush(R) weld cleaning machine, enables heat tint to be removed with total safety. At the same time, it completes the passivation process that restores stainless steel's corrosion-resistant properties after welding. All residue is biodegradable and can be washed away with water; the safety of the fluid also means it can be air freighted.

BAOSHAN EXPECTS 'DIFFICULT' SECOND HALF FOR STAINLESS STEEL

www.bloomberg.com
7 September 2011

China's stainless-steel producers may face a "difficult" second half because of overcapacity and a global economic slowdown, said Baoshan Iron & Steel Co., the country's second-biggest maker of the alloy.

"We aren't optimistic about the market," Lou Dingbo, general manager of Baoshan's stainless steel division, said at a conference in Shanghai.

"Economies, including China, are slowing down and new capacities are ramping up supplies."

Domestic producers including Lianzhong Stainless Steel Corp., Jiuquan Iron & Steel Group Co. started new plants last year, leading to lower prices. Baoshan's stainless steel division posted a profit margin of 0.9 percent in the first half, compared with an average of 8.8 percent for all steel products, the company said in its earnings report for the period.

China's stainless-steel output may rise 6.2 percent to 12 million metric tons this year, Li Cheng, the honorary chairman of the Beijing-based Stainless Steel Council, said at the conference.

By contrast, annual consumption will lag behind supply, increasing as much as 7 percent to 10 million tons in 2011, Lou said. Demand growth will remain at this pace in the next few years, he said.

The country's stainless steel exports may rise at least 30 percent this year to 2 million tons, after doubling to 1.5 million tons in 2010, according to Li.

Still, the order book for Baoshan's stainless steel is full in September, Lou said, without elaborating. The company's production base in Shanghai has a stainless steel output capacity of 1.5 million tons a year, he said.



PacRim Stainless 2011

Smart, Strong, Sustainable

20-21 October 2011

Novotel Twin Waters Resort
Sunshine Coast, Queensland

SPEAKER AND PAPER HIGHLIGHTS

PAPER 1: George Stanwix

Economist, Bureau of Resources & Energy Economics
Prices & market overview: stainless steel & nickel

PAPER 2: Stuart Robinson

Chief Operations Officer, Amari Metals Group
Stock holders role in the supply chain

PAPER 3: Mark Stephens

General Manager Corporate Projects, OneSteel Ltd
Manufacturing and steel making in the Australian context

PAPER 4: Mark Thompson

Managing Director, Sandvik NZ; Manager, SMT Australia
Analysis of the Australian stainless steel industry

PAPER 5: Paul Conolly

Coordinator Technical Governance, Technical Services,
Gold Coast City Council
Stainless steel and the journey into WOL: one local government's story

PAPER 6: Arthur Seiler

Process Installation Manager, Wiley & Co.
The tender price is not everything

PAPER 7: Ian Johnson

Managing Director, Blucher Australia
The evolution of stainless steel for plumbing systems

PAPER 8: Koji Nakahara

Senior Manager, FORWARD Series Marketing Task Force,
NSSC
NSSC's new production of Sn-added stainless steels and their contribution to a sustainable future

PAPER 9: Marcelo Salas

Group Business Development Manager (Australasia),
Vapor Industrial Group of Companies
International collaboration in stainless steel fabrication

PAPER 10: Ian Ward

Technical Manager, Sandvik
Material substitution; marketing stainless steel as the material of choice

PAPER 11: Adam Furphy

Managing Director, Furphy Engineering
Working smarter with strategic sub-contracting

PAPER 12: Alex Gouch

Technical Manager, Austral Wright Metals
Sustainability: the new dimension in materials competition

PAPER 13: Tennant Reed

Senior Advisor - National Public Policy, Ai Group
Carbon pricing: impacts and opportunities

PAPER 14: Dave Ryan

National Marketing Manager, Australian Steel Institute
Steel fabrication: actions to ensure its future in Australia

PAPER 15: Richard Matheson

Executive Director, ASSDA
CRA Excellence Program - where to now?

Help make PacRim Stainless 2011 a success - encourage representatives from your branches and your clients to attend.

>> [Download the registration form here.](#)

Sandvik Perth Expansion and Relocation

JANDAKOT, WESTERN AUSTRALIA

New purpose built warehouse, office and product processing facilities

Sandvik continue to expand investments in Australia with new facilities and equipment to service the Australian market. The latest project is underway with the construction of a new site at Jandakot. On completion in November, the site will more than double the existing Welshpool operation. Sandvik have been established in Perth servicing the Western Australian market for over 25 years. This year Sandvik celebrates 50 years establishment in Australia, and in 2012 Sandvik AB celebrates 150 years inception as a registered Company by the founder, Göran Fredrik Göransson, the first person in the world to succeed in using and commercialising the Bessemer method of steel.



NEW ASSDA MEMBERS

ASSDA is pleased to welcome the following new members:

Allplates

Balustrading WA Pty Ltd

Central Coast Marine Installations

Commercial Sheetmetal QLD Pty Ltd

Marine Equipment International Pty Ltd

Miami Stainless

Specialised Metal Finishing Pty Ltd
T/A TiVox

Yeun Chyang Industrial Co. Ltd

TOTAL MEMBERS: 215

NEW ASSDA ACCREDITED FABRICATORS

ASSDA is pleased to welcome the following new Accredited Fabricators:

Crimsafe

Commercial Sheetmetal QLD Pty Ltd



For more information about ASSDA Accreditation, please contact our Accreditation Manager, John Van Koeverden, john_v@assda.asn.au

SPONSORS 1



2,916

student enrolments in the Stainless Steel Specialist Course since April 1999 (online + paper-based enrolments)

71

ASSDA Accredited Fabricators (and more applications pending)

47,339

visits to ASSDA's website since 1 January 2011 (88,072 page views)

539

technical enquiries received by ASSDA since 1 January 2011

SPONSORS 2

Acerinox Australasia Pty Ltd
BHP Billiton Stainless Steel Materials
Midway Metals Pty Ltd
Outokumpu Stainless
Sanwa Pty Ltd
Stainless Tube Mills
Stoddart Manufacturing
Valbruna Australia Pty Ltd
Yeun Chyang Industrial Co. Ltd

SPONSORS 3

Australian Stainless Distributors Pty Ltd
Dalsteel Metals Pty Ltd
Morgan Metal Corp Pty Ltd
Nisshin Steel Co Ltd
Prochem Pipeline Products Pty Ltd
Stalatable Oy
Stemcor Australia Pty Ltd
T&S Valves & Fittings Supplies Pty Ltd

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www.assda.asn.au/blog/



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Contact **Lissel Port**

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