

# CASE STUDY

Sheetmetal Solutions



**CATEGORY:**  
Manufacturing

**LOCATION:**  
Riverstone, NSW

**PRODUCT:**  
TRU-SPEC™ steel

## BlueScope enables Sheetmetal Solutions to engineer perfection

For over eight years, Sheetmetal Solutions as a job shop has been fabricating high-quality sheetmetal supplies and metal components for a number of different engineering firms in the transport, construction and mining industries from their facility at Riverstone, NSW.

Throughout this time, BlueScope Sheet Metal Supplies has proved to be a professional and reliable supplier of two quality Australian steel products Sheetmetal use predominantly for laser cutting, Lasercut 250 and more recently BlueScope's new stretch levelled product, TRU-SPEC™ Coil Plate steel.

"We've chosen BlueScope Sheet Metal Supplies as our steel supplier because of the value we get across the board – the structural quality, range and consistency of their product, and the professionalism with which they treat their customers," said Grant Williams, Director of Sheetmetal Solutions.

**STEEL EFFICIENCY**  
REVIEW™

**TruSpec™**



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According to Williams, the company had often encountered issues in the past when using imported product, especially with coil set.

"Structurally, the imported product we used tended to bow up when sliced down its length. We might have found one bend to be half a degree under and then the next to be half a degree over, depending on where the plate was cut. It would also differ in grade between batches. We had an issue around five years ago when we were using imported steel to fabricate a component. The product wasn't able to stand the load," he said. "We now use 100 per cent Australian made 350 grade BlueScope product in this application and have since had no problems.

"With BlueScope's TRU-SPEC™ Coil Plate steel, bowing isn't an issue. Then when we go to bend the product, it does so like butter. On the bending side we save plenty of time, especially when working on a piece of steel at an angle of 90 degrees. It's dead straight as it comes out the laser. Every sheet we get from each batch behaves exactly the same way. Ever since we've been using steel from BlueScope, we haven't had a single product come back to us.

"By using BlueScope steel products, we've picked up a five per cent improvement on speed and 10 per cent improvement in the quality of the finished product. We are now cutting 20mm and 25mm with no etching to remove mill scale which is a saving of around 10 minutes per sheet, nesting and cutting at 90 per cent. The imported sheets needed to be etched to remove mill scale and to achieve a quality cut. The improvement of speed and quality is conducive to a reduction in time and labour, resulting in cost savings."

Williams said BlueScope Sheet Metal Supplies had always shown themselves to be a very knowledgeable company.

"When placing an order, the people you speak to know what they're doing, as do those delivering the product. I find BlueScope Sheet Metal Supplies to be the best in the game when it comes to customer relationship."

BlueScope Sheet Metal Supplies Account Manager, Tim Mason said along with supplying two premium quality steel products to Sheetmetal Solutions, BlueScope Sheet Metal Supplies also conducted a Steel

Efficiency Review (SER®). The SER® recommended ways to improve the business's stock management cycle and will enable them to tighten production times when they move to bigger premises early next year.

"The SER® allowed us to ask Sheetmetal Solutions about offcut management and the layout of their new factory," Mason said.

"In consultation with BlueScope Sheet Metal Supplies, they will be able to refine their current stock management system to become more grounded in the principles of Lean production. We worked with them and came up with a system which will allow steel offcuts to be clearly identified, labelled and tracked.

"BlueScope Sheet Metal Supplies SER® recommendations for the workshop layout at Sheetmetal Solutions' new premises will bring machinery and appropriate personnel closer together, creating a more ergonomic and productive environment by reducing the time spent fetching certain tools.

"The Review was a success as it gave BlueScope Sheet Metal Supplies the opportunity to lend its Lean expertise to Sheetmetal Solutions."

Williams said Sheetmetal Solutions appreciated BlueScope Sheet Metal Supplies' input after conducting the Steel Efficiency Review™ as it broadened their perspective on stock and offcuts management at a critical time.

"Business is booming – we've had an influx of orders over the past 12 months for our steel components, and so we've really needed to rethink our stock and offcuts management approach," Williams said.

"The Steel Efficiency Review™ has built an even better relationship between our businesses – especially with our BlueScope Sheet Metal Supplies Account Manager – as it has given us more personal contact.

"We're completely committed to continue using BlueScope Sheet Metal Supplies as a supplier as it will allow us to guarantee our customers that the products we're producing are made from first-grade Australian-made steel."

For more info contact Sheetmetal Solutions on 02 9627 5742.

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