

## RailQ in Australia

# WORKING WITH BLUESCOPE STEEL IN EVERY STATE OF AUSTRALIA

**Konecranes has revolutionized crane and runway geometry surveys in Australia and New Zealand, says James Dowe, General Manager for Konecranes services in Australia and New Zealand.**

One of the leading steel companies in the region, BlueScope Steel, is certainly more than satisfied. “Since we introduced RailQ to Australia in March 2010, we’ve used it in about 75 inspections around the country. We’re measuring tolerances down to a few millimeters. In most cases, local standards demand that variance between the rails has to be +/- 3mm,” says General Manager James Dowe.

“Although RailQ is advanced, pricing is very competitive. We have a pretty sophisticated market here and our customers understand the value of accurate and reliable information. They want to make decisions based on actual data rather than assumptions.”

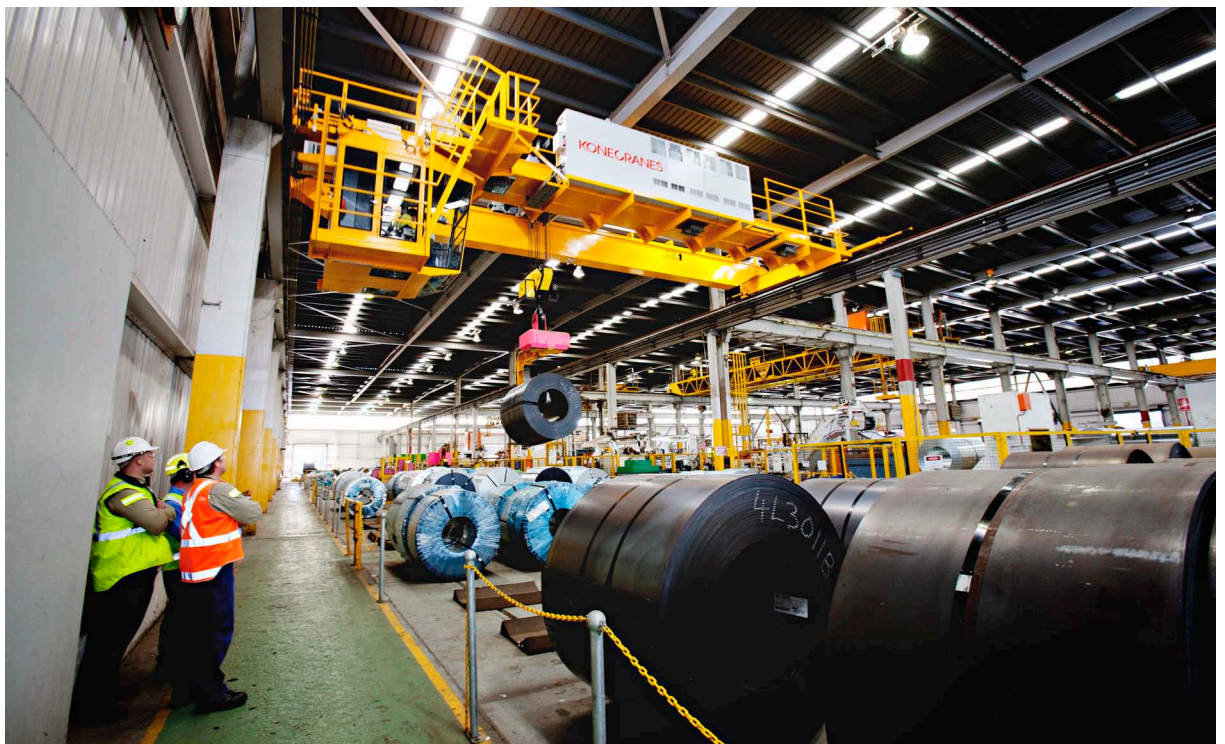
“An important customer for us is BlueScope Steel Ltd. We work with them in every state of Australia. At their Wingfield location in Adelaide, a relationship of trust was

formed between our South Australian Branch Manager John Jackman and BlueScope Steel’s Maintenance Manager Peter Terrison,” says Dowe.

“When BlueScope Steel was looking to replace one of their production cranes at the Wingfield plant with a high-performance SMARTON® crane, it also became the very first SMARTON® crane that Konecranes delivered to Australia. Our specialist, Inspector Bron Ryzak conducted the RailQ survey to assess the suitability of the rails and whether they were properly aligned before the crane was installed—they weren’t. Certain columns needed to be lifted and a new rail was installed.”

BlueScope Steel began life in 1885 as the renowned Broken Hill Proprietary Company of New South Wales. It later merged with two other pioneers of Australian steel-making and today has operations throughout Asia. In Australia it makes a variety of steel products, mostly related to construction.

**“RailQ: It’s a matter of safety as well as money.”**



BlueScope Steel is the leading steel company in Australia and New Zealand, supplying a large percentage of all flat steel products sold in these markets.

**ONE OF THE FIRST**

BlueScope Steel's plant at Wingfield, Adelaide, was one of the first new customers when Konecranes was setting up an office in South Australia. "Which probably explains why they opened their office directly across the road from us," laughs Wingfield Maintenance Manager Peter Terrison.

"RailQ's performance was actually rather better than we had expected because the data was more detailed. That first survey would probably have taken us a whole weekend using another system. With RailQ the whole job was over and done with in about four hours," Terrison says.

"In fact it cost us no time at all because we scheduled it in production downtime. Since then we've used RailQ at two of our sites, testing rail alignment and crane structure. It isn't significantly more expensive than a traditional survey."

"In fact, it's probably cheaper when you take labor and time into account. RailQ makes survey systems based on lasers or wires look antiquated and inaccurate."

"We've built up a very good working relationship with the Konecranes people in Australia in the past three years. We think their products are very professional. If we start looking for more cranes in the future, I think they would be the first company that we'd turn to. ■

STORY BY **PATRICK HUMPHREYS**

PHOTOS BY **GARY FRANCIS / WWW.VELHOT.COM**

**FACT SHEET****RailQ: faster, safer and more accurate**

RailQ is a state of the art survey that provides 3D or 2D graphs on the runway rails and identifies runway misalignment and other problems. It offers optimal recommendations for corrective actions and cost-effective solutions.

**BENEFITS**

- Safer and more productive crane operations.
- Savings in reduced repairs and downtime.
- The survey method is faster, safer, and more accurate than traditional survey methods.
  - + Faster survey method—averages substantially less time on rails providing customers with less down time to conduct survey.
  - + Safer to perform—automated robot navigates the runway carrying a prism—removes the risk of falls because no person needs to walk the runway.
  - + More accurate data—the highest available accuracy up to a distance of 600 meters (1,968.5 feet). The robot tool can access rails that are not accessible with other methods.



James Dowe, General Manager for Konecranes services in Australia and New Zealand, BlueScope Steel's Maintenance Manager Peter Terrison, and Konecranes' Adelaide Supervisor Adam Galea at work.