



THYSSENKRUPP STEELCOM NZ ATTENDS NZCF CONFERENCE

ThyssenKrupp Steelcom NZ Limited was among the exhibitors and sponsors at the 64th Annual Conference of the New Zealand Contractors Federation held last 6-8 August in Wellington New Zealand. Building upon last year's theme of Innovative Infrastructure, this year Contractors - Resourcing our Future, participants explored at the various ways contractors will resource the future.

ThyssenKrupp Steelcom, through its representatives, GM Stephen Harmer and NZ Sales Manager, Andy Fenn - generated a few good lead for live jobs, made a number of new contacts and raised the TK Steelcom profile with a high quality target market.

The theme of 'Contractors - Resourcing our Future' focuses on the growth in infrastructure projects both locally and globally, and the key issues this raises for the construction industry. □



Andy Fenn (right) NZ Sales Manager with a client.

STEELCOMMENTARY: Steel Price News Update

In 2004 when steel prices last rose sharply, conditions were difficult, but times are even tougher today with inflationary pressures on construction materials across the board.

Tighten supply of scrap and strong demand from steel makers has sent steel scrap prices surging in recent months. All sectors have seen prices for energy rocket but not all of them have seen an increase in demand on international markets as seen in the steel market. Paper, glass and brickmakers are having a very tough time of it.

Global steel demand continues grow strongly particularly in a number of key newly industrialising countries. This in turn is putting pressure on the supply of steelmaking raw materials, resulting in rapid price increases—most notably for coking coal and iron ore. Together with escalating freight and energy costs, these developments are in turn forcing steel producers around the world to raise their prices.

The Australian and New Zealand steel market is no exception to this global trend. All producers are rapidly raising their prices to recover the cost increases due to the continuing upward pressure. Other steel merchants have increased their prices by an average of:

- 13% for hot rolled structural range
- 8.5% for welded structural range
- 11% for Merchant bar range



This is a global phenomenon and ThyssenKrupp Steelcom is similarly affected. Our updated price guides/policy reflects our commitment to stability and communications with our valued customers. Any queries? Please contact ThyssenKrupp Steelcom on 02 9954 9166. □

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For inquiries, contact
Andy Fenn
NZ Sales Manager
NZ: +64 9 576 3977
afenn@steelcomnz.co.nz
www.steelcomnz.co.nz