
ALLCO
An Australian Achievement

ORAL HISTORY PROJECT

OPEN FOUNDATION - AUSTRALIAN HISTORY

TRANSCRIPT OF TAPED INTERVIEW WITH

MR. DELBIANCO

DIRECTOR OF ALLCO STEEL

BY

ANGELA JANKOVIC

ON

14TH SEPTEMBER, 1989

ANGELA JANKOVIC

OPEN FOUNDATION -
AUSTRALIAN HISTORY
CLASS: TUESDAY 1 PM

TRANSCRIPTION OF INTERVIEW WITH MR. DELBIANCO OF ALLCO STEEL

My name is Angela Jankovic and I am speaking to Mr. DelBianco who emigrated to Australia, from Italy, in 1955 with no preconceived idea of establishing one of the most successful Steel Fabricating Companies here in Newcastle. **ALLCO STEEL.** Allco is the story of continuing growth and development being one of the leaders in its field. A Company which prides itself on completing projects with an assured quality, on time and within budget. We will now find out the story of **ALLCO** by asking Mr. DelBianco a few questions.

AJ: Mr. DelBianco could you please tell me a little about yourself, your background, and where you were born?

RDB: About myself, I can't tell you everything about myself, I've got a few secrets but I can tell you where I was born. I was born in Digniano, Italy, which is a small village of about 12,000 people at the time I was born. That is where I did my schooling until after the war. During the war I lost my parents and after the war I left that place and went to college.

AJ: When you lost your parents in the war, who was looking after you?

RDB: Well, everybody really, my aunty and my sisters who were not much older than myself, only 3 years. Basically most of the time was spent with my aunty and in the college during my schooling time.

AJ: Your schooling, what level of schooling did you complete?

RDB: I did 5 years of primary school, 3 years of high school and because I didn't have the opportunity of doing tertiary education, I completed an apprenticeship as a fitter and turner. As well as that, I went to tech college of an evening. When I finished that I wasn't quite happy with what I had achieved so I thought I should better myself in life. So I decided to do a marine engineering course because I always had an ambition to go around the world, see the world, and that is why I did the marine engineering course.

AJ: When you finished that course, how old were you?

RDB: When I finished that course I was about 20, yes in the 20's.

AJ: When did you come to Australia and what motivated you to do so?

RDB: I came to Australia in October 1955. The reason for coming to Australia was basically because there was not too much opportunity in Italy, for that matter in Europe, regarding jobs and getting good positions. So I thought that by migrating to Australia I would have a better opportunity out here and start a new life.

AJ: When you arrived in Australia what were your first impressions and where did you settle?

RDB: When I first arrived in Australia I settled in Newcastle because I had my brother here in Australia who came 3 years before me and he was in Newcastle. So that was the reason I settled in Newcastle. The impression of Australia, I think, was a bit of a mixed bag. I found it a lovely country, nice people and beautiful weather - I quite enjoyed that especially at the time when I came here in October, it was lovely weather and I really enjoyed that part of it.

AJ: What occupation did you pursue?

RDB: I then pursued the occupation as a Marine Engineer, as I did the marine engineering course and was trying to get a job with the merchant navy in Australia. That's where I had a bit of a set back. I was a bit disappointed because of the union rules; the books were not opened for everyone, only open for friends and relatives. So I couldn't join the merchant navy and subsequently I could not get a job in the navy.

AJ: So what did you do then because you couldn't do marine engineering?

RDB: What I did then basically, I was one of the lucky ones because there is an old saying, that you learn a trade and then put it aside, and I had my trade which I could always fall back on, which I did. I went and became a fitter and turner with Commonwealth Steel here in Newcastle and I worked there for about 12 to 13 months but Commonwealth Steel had been a fairly old and established company. As much as I did enjoy very much working there and making friends, I didn't see too much future there or if there was any future for me to progress and I was looking for something more dynamic. So I decided after 13 months to leave Commonwealth Steel and join a construction firm. The first construction firm I joined here in Newcastle was E.P.T. which stands for Electric Power Transmission. I worked with them for 3 years in Newcastle.

AJ: In what capacity were you working with them?

RDB: I worked in the capacity as a fitter with them. I started as a fitter with them and progressed myself to a leading hand fitter subforeman.

AJ: What year was that Mr. DelBianco?

RDB: I started with E.P.T. back in late 1956 and I worked with them for about 3 years to about 1960. Because of the lack of professional people in those days, in Australia, I think it was quite easy to change jobs. As a matter of fact, I had been approached by some of the Transfield supervisors asking if I wanted to join them with a better position. I joined Transfield, which again is a construction firm, in Newcastle in 1960's. I worked for a short period here in Newcastle then at Vales Point Power Station and from there I went to Whyalla with Transfield and worked with them for 7 years. I worked myself from a subforeman to a foreman supervisor, site manager and project manager.

AJ: How did you become interested in the steel industry - was it because of these occupations you had taken on? Was that the lead up?

RDB: Well yes I quite enjoy the steel industry because it is something that is creative, you can erect a building or build a factory, whatever the case maybe, when you go there later; weeks, months or years later, you can see something that has been created. So that was one of the things that did attract me to that industry. Furthermore, I saw that there was a lot of opportunity because the competition, at that particular time, was not very fierce so I saw that there was a good future with steel or with a construction company, not only steel, because Allco does not only concentrate on steel but we do civil work as well.

AJ: Did that give you the vision or the foresight because there were lots of opportunities, so you thought right I'll take the chance, and is that how you established Allco?

RDB: Yes basically that was one of the things because the opportunity was there, and with the 10 years I had with the contractors E.P.T. and Transfield, I saw those opportunities. Part of my work with Transfield was research and marketing and I saw there were a number of opportunities and that was one of the reasons I then looked into it and I set up with a partner, whom I selected during my time in Whyalla.

AJ: In what year was that Mr. DelBianco?

RDB: That was in 1967.

AJ: So you founded Allco, with a partner, in 1967 in Whyalla. Is that correct?

RDB: Yes, that is correct.

AJ: Did you encounter any difficulties being a migrant setting up a business?

RDB: Yes and no. I think being a migrant I encounted some difficulties because of the language, because of the knowledge of legal and commercial matters. But on the other hand, I think the migrants were very well received by the business community because the migrants were very well known for producing, they were hard working and good organisers. So for that reason I think I had some advantage over some of the Australian people. Overall it is not easy to start a business at any one time I suppose.

AJ: So you found their attitudes quite good and they were very co-operative?

RDB: On the business level yes, I found an excellent attitude from the Australian people. On some other level I found some people a bit jealous. You just leave those things behind you - you never think about the weaknesses, you always work on people's strengths.

AJ: I believe the origin of Allco is quite an interesting story. Could you please tell us?

RDB: Yes I suppose it is an interesting story about Allco's name. We tossed a few ideas around about the company's name and my belief was always that we should have a fairly short name and simple, so that people could pronounce it fairly easily. I don't necesarily believe in family names because family names are sometimes good for the company and sometimes it's not. Basically myself and my partner, Mr. Alves, just played around and found a fairly simple solution. We used the first two letters of Mr. Alves' surname, **AL**, and used the last two letters of DelBianco, **CO**, which gave us **ALCO**, and to make it a little more independent we just put an additional, **L**, in the middle. That made it fairly simple and easy to pronounce.

AJ: I think that is quite interesting. Mr. DelBianco why did you move your business here to Newcastle?

RDB: Why did we move to Newcastle? The reason being when we settled in Whyalla; Whyalla is only a small township and the industry was restricted, the only thing there was the B.H.P. and because we worked in the B.H.P. we gained a fairly good reputation. We knew Newcastle had a big establishment of B.H.P., not only that, it was the first place I settled in Australia and I believe Newcastle will be, to me, my hometown. So that and geographically it is fairly well situated, not far from Sydney, we have other industries here and it is very rich in the industry plus in the Hunter Valley it is an excellent position with the vineyards and so forth.

AJ: In what area did you set up your business in the Newcastle district?

RDB: Well we were only a small business at the time so you always look for the most convenient place to the industry, and at that particular time, we set up our first business in Carrington. We bought a small house there from which we were operating. We then leased a yard from where we were manufacturing and we outgrew that pretty quickly.

AJ: I can see that because when I drove up to the offices today, you have beautiful landscaped grounds here at Tomago. What gave you the foresight to come out here to Tomago - it's so beautiful.

RDB: Basically before we came to Tomago we built a new workshop in Young Street, Carrington from where we operated for about 5 to 6 years and we outgrew that one too. That was the time when we started to look for much bigger factory space. I think that Newcastle had quite a number of industries or manufacturing firms but I don't think anyone was prepared to do anything about it, spend money and get into new technology. We saw that the only way of getting ahead and keeping abreast in the industry was to cop up with new technology. That was in the mid 60's when I went overseas to do a tour on manufacturing and see what equipment and technology was available.

When I came back after only two months spending time in Germany, U.K., Italy, States and Japan, I was certainly convinced that we needed to do something. That was the time when we decided to look for a bigger block and found Tomago, where we are presently situated. We acquired the land and started to build a new factory. It took us about 18 months, starting from scratch, and built the factory to its first stage. What you see today was completed in four stages. The need for something like this in Newcastle was apparent, not only Newcastle but in Australia. I would say our workshop would be the most modern in Australia only because we like to keep abreast with the technology.

AJ: What is Allco Mr. DelBianco - what does Allco actually do?

RDB: Well Allco is a construction and heavy engineering company. Basically what we do is, we have fabrication facilities and we do the site installation as well for all the fabrication we do in the workshop, here and other areas we have now. Basically it is a heavy engineering, construction company. We are working on power stations, aluminium smelter, the coal mines, the infrastructure for the harbour, shiploaders and loaders, as well as that, the heavy engineering at B.H.P. We only recently put a new Bloom Caster at B.H.P. - about $93 million worth of work, being one of the new technology B.H.P. has gained and they are reaping the benefits now.

AJ: That certainly is a wide scope. I know Allco believes technology plays an important role in reducing costs and keeps up-to-date with new innovations within the Industry. The result being CINFAB: which I believe is a computer aided design which has won Allco many contracts including the Darling Harbour Project, the Grosvenor Place and the Sydney Maritime Museum. Could you please explain how this system originated?

RDB: Yes, CINFAB. At that particular time when we started to get into new technology in our workshop and the only thing available was technology that we could achieve from overseas and with the connection we had overseas, we commissioned an engineer from Spain, believe it or not. We engaged him because he had developed some packages for Germany and France. So we engaged him and started to develop a package here, inhouse at Tomago, and that took - well that's not finished. CINFAB is still going on, we just add new bits and pieces that we can find out in the market but basically one could call it a home developed system.

AJ: That is an advancement. Is CINFAB a product that can be marketed?

RDB: Oh yes, it could be marketed but we don't market CINFAB because if we did, we would lose our advantage. CINFAB is only for our organisation. If we marketed, who would buy it, our competitors, than our competitors would become more competitive than us. We do have that little edge in this particular industry and want to maintain it.

AJ: Yes that sounds quite relevant. I believe you are doing some research in conjunction with the University of Newcastle. What actually are you researching and how did this come about?

RDB: What we are doing with the University of Newcastle is basically with TUNRA, they are very well known in material handling system and because we believe and we support research, what we do is sponsor one or two graduates. Through that, by sponsoring those people we are working alongside TUNRA. Specifically now, we are working on a project which is conveyor belt cleaners and prevents spillage of material, which is quite an interesting project. As a matter of fact, it has already been marketed but we are looking for other products as well.

AJ: Certainly does sound like a good product. In my research I checked over the annual turnover and in 1986 it was $48M and in 1988 it was $91M - practically double! I've just checked for this year 1989, close to $220M, that's just astounding! Do you think this is due to the acquisitions of various companies which you have taken on: Babcock, Aran Technology, Newsteel. Has this been one of the major contributing factors?

RDB: I think you have got your figures wrong, $204M is the amount of work we have but we will not do that work during the next financial year.

AJ: Is that close to $100M then?

RDB: No, next financial year the budget is now about $159M that could exceed to about $160M to $180M perhaps, but not over $200M, no way.

AJ: Oh well, you'll have to fire your secretary, she told me that! (laugh)

RDB: Basically what you mentioned the acquisitions of the companies, yes, certainly they have contributed to the increase in the turnover but not only that, the acquisition of one of the companies has geographical advantages because the east coast of Australia is the only coast that is populated, so we bought Mitchell Engineering, which you didn't mention, which was acquired back in 1984 in Brisbane. Mitchell Engineering was basically for geographical advantages where we could pump our technology into it. Then we bought Babcock. Babcock was not only bought for geographical advantages but Babcock is very well known overseas and has good technology

RDB: especially in the power stations, boiler field, incinerators which today everyone is concerned about pollution. It won't be today or tomorrow but in the next few years the technology from Babcock will give us great advantages. We bought Newsteel which is in Melbourne. Newsteel was bought as they were in trouble and because we saw through our marketing sources, Melbourne is a good place to be in.

AJ: I believe with Aran Technology you are exporting with, I think, a turnover of approximately $25M for this year. Would that be right?

RDB: With Aran Equipment and Babcock we are presently having quite a number of orders outside Australia. In Taiwan we have an order for approximately $40M which will be fulfilled over a period of a couple of years. We are doing some work in Bougainville, again on the power station. So yes, between Babcock and Aran Equipment we have some $25M to $27M export for the next financial year.

AJ: Certainly is a big growth there. Talking about growth, how many people do you employ today compared to when you first set up business back in Whyalla?

RDB: (laughs) When we first set up business back in Whyalla we only started with 12 people and now we employ, last count was 914, according to the last board paper.

AJ: It certainly is a big growth! Mr. DelBianco, what capacity would Allco handle in regards to tonnage of steel per annum?

RDB: Well basically we have 3 major fabrication shops: Tomago, Mitchell Engineering in Brisbane and Newsteel in Melbourne. Tomago we can average between 15,000 to 17,000 tonnes per annum. Mitchell Engineering between 5,000 to 7,000 tonnes per annum. Newsteel about 9,000 tonnes per annum. Then we have a workshop in Sydney, Revesby, which is traditionally pressure vessel; you can't really measure that by tonnage, you measure man weeks and we employ about 45 men on a permanent basis and from time to time, we hire more men, whatever the requirement might be. That is basically our output but on top of that, we still have about 40 people working with Aran Equipment.

AJ: So the total amount of tonnage per annum?

RDB: The total amount would be in the vicinity of 30,000 tonnes.

AJ: Australia has certainly become more dependent on steel in its many forms and, I believe, we live in the age of steel. At the moment you are working on Chiefly Square and it is a total steel structure, whereas earlier buildings comprised, I think, both of steel and concrete. This is innovative. Looking back what do you think have been the most important changes in the steel industry over the past 20 years?

RDB: Well basically when you say that Australia has begun to use more steel, yes I suppose, but it's not a steel age. I think the technology that we and others have bought into the steel industry, have made steel more competitive than the concrete, whereas before all the high-rise buildings and everything was all in concrete. Up until about 4 years ago only 7% of structural steel was used and now we are using about 26% of structural steel in high-rise buildings, mind you, we still have a long way to go to beat the concrete. In the last 5 or 6 years we have come a long way. Basically what it is, is the cost with the new technology and equipment we have, not only us but other people as well - fabricators being able to reduce the cost and be competitive with the concrete. One good thing about steel is the architects as they like the steel because steel is more flexible. You can do much prettier things with the steel than what you can with concrete. So that I suppose sums up your question, I hope.

AJ: Right. They are also using it in domestic areas to.

RDB: Oh yes, sure, sure. In domestic areas we see that the steel has become more and more popular but not only the steel but aluminium because we have a problem, not us in Australia, but the whole world with our forests - eveyone chopping at a much faster rate than the forest is growing. So I think the steel or other metals for that matter, usually you get those from underground, not above the ground, and it is much easier to extract the steel from the mines and process that, than chopping the tree because once you chop a tree down it takes a long time before that tree is re-established.

AJ: That's quite true. Something I neglected to mention earlier regarding people and staff - apprentices, how many do you have here or how many do you take on each year, and do you believe in lots of staff training schemes? What is your opinion in this regard?

RDB: We always believe in training people and apprentices are the ones that we do need. In conjunction with the schools we have our personnel officer who goes around the high schools and selects the better type or the best type of apprentices, and we do train them. Yes, we do believe in apprentices.

AJ: How many per year do you take on - is there a set amount?

RDB: No, we haven't really got a set amount but we believe that you must have about 3 apprentices to 10 tradesmen. For instance here in Newcastle we have 150 tradesmen, so we carry in the vicinity of about 25 - 40 apprentices. Mind you that is year 1 to year 4.

AJ: How many actually stay with the Company?

RDB: Well, no one stays with the Company. The Company has a policy that when an apprentice is trained either he promotes himself into further training within the organisation, but if the apprentice selects to stay as a tradesman we don't keep them. We let them go because if you keep them in the same environment the old tradesmen usually always treats them as young kids, so I think it is very important for them to go elsewhere and get some other experience and then we put them on. As a matter of fact, within our scheme they can be absent for 3 months and they don't lose their long service leave. We believe in them but for the same token we believe they should go out, mature themselves and find out what is on the other side of the fence.

AJ: Regarding staff training schemes, what are available here at Allco?

RDB: I believe Allco would be one of the leaders in training and education because, mind you, Allco still has a fairly high number of newcomers and people like myself, who didn't have the opportunity of full training can attend evening classes or courses, whatever is available. Training facilities, seminars etc. whatever is available we do send our people to and we reap the benefits from that. For instance, all our planners, computer operators and programmers all go through our training

RDB: within the Company and what they can't get within the Company they go to short sandwich courses etc.

AJ: So mainly it's inhouse training you concentrate on.

RDB: Inhouse training is an ongoing thing. We are training on a daily basis. On top of that, as mentioned earlier, we send the people out to get further training wherever need be.

AJ: Well Mr. DelBianco, I do have a big question for you: WHAT IS ALLCO'S FUTURE?

RDB: Well yes, that is quite a fasinating question, Allco's future. I think Allco's future is quite a good one. A great future because Allco is a Company that does a lot of planning and by doing so, we will go places and have a great future. Allco does not only concentrate on structural steel because mainly we have addressed structural steel in our discussion today. Allco has other branches like civil engineering, electrical branches and we are always looking for other areas of opening, whatever opportunities are available because you must have a wider range than structural steel. For instance, if the B.H.P. goes on strike for 6 months or whatever the case maybe, we've got no steel, we are in big trouble. Well if you have other branches I suppose it is always easier to overcome the problem.

The other most important thing with Allco is that, Allco believes in people and by training people, I think people will take Allco to places. Not necessarily the Directors of today but the Directors of tomorrow, given the right guidelines, I would say, will be Allco's future.

AJ: So Allco is a people orientated Company - which is great.

RDB: Yes, certainly Allco is people orientated, without people you can't do very much. That has basically been our strength - the people.

AJ: Well thank you Mr. DelBianco for the time today and you certainly have convinced me that "steel" is an innovative material and that steel is Allco's business. Thank you once again.

RDB: You are welcome! Don't mention it, but it's not only the steel!

AJ: That's right, I know you did say that earlier but that is your main concept though, steel!

RDB: Yes, that is right, steel is our main concept.

AJ: Thank you once again.

RDB: You're welcome.

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I, MR ROMANO DELBIANCO give my

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Signed R. Del Bianco

Date 14th ~~21st~~ SEPTEMBER, 1989

Interviewer A. Jankovic

ANGELA JANKOVIC

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CLASS: TUESDAY 1PM

SUMMARY OF TAPE INTERVIEW

Mr DelBianco was born in Digniano, a small village in Italy with a population of 12,000. He completed his schooling at the age of 20 obtaining a Degree in Marine Engineering. When he arrived in Australia in 1955 and experienced difficulties in obtaining work with the Merchant Navy, he pursued his career in the construction field. This work took him around Australia where he had the initative and foresight, with his partner Mr Alves, to set up their own business in the construction field. Thus the beginnings of Allco Steel.

Since its formation in 1967, Allco Steel has quickly grown within the Australian Engineering Construction Industry and has become one of the most reputable and technologically advanced within its field. In 1969 Allco Steel moved its central operations from Whyalla, South Australia, to Carrington, Newcastle, and in 1978 to the present location at Tomago. Allco Steel recognised early the potential of this 15 ha site (with room to expand) and the coal-based growth prospects of the entire Hunter Region.

The Tomago site gives Allco Steel access to the experienced and skilled labour force and all the industrial infrastructure offered by the regional capital - Newcastle. The Company is well positioned to share in the growth of Australia and particularly that of the Hunter Region. The workshops are among Australia's most productive and modern plant, designed for integrated structural and mechanical steel fabrication and capable of handling more than 17,000 tonnes a year.

Allco Steel has a reputation as the Company that will go anywhere to complete industrial developments. Their versatile and balanced construction capacity has enabled the successful construction of major projects such as aluminium smelters, workshops, heavy machinery foundations and major civil works for power stations.

Over the years structural steel has lost its competitiveness against other forms of construction. In 1980 Allco Steel embarked on a project to increase the competitiveness of structural steel fabrication. The result: "CINFAB" a Computer Based Integrated Structural Steel Fabrication System. CINFAB is ideally suited to complex high-rise designs and gives the steel fabricator the ability of supplying high quality steelwork at lower costs.

Allco combines its strength and expertise with other national and international organisations and has successfully tendered in joint venture on major projects. Additionally, Allco has taken practical steps to broaden its skills in the national engineering construction market by the acquisition of Babcock Australia Limited, Newsteel Pty Limited and Aran Pty Limited thus furthering the Company's strategic plan.

The turnover for 1988 was Allco's highest ever and is a positive reflection of the Company's ability to absorb the new business it has taken under its wing whilst maintaining a buoyant position in the construction industry. Allco is an aggressive Company and knows that people are the backbone of success. It is the Company's policy to engender a team spirit with the common object of achievement.

REGIONAL HISTORY

RESEARCH PAPER

A L L C O S T E E L

AN AUSTRALIAN ACHIEVEMENT

BY

ANGELA JANKOVIC

ON

14TH SEPTEMBER, 1989

THE BOOMERANG - POSSIBLY AUSTRALIA'S FIRST DESIGN INNOVATION

ANGELA JANKOVIC

OPEN FOUNDATION -
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ALLCO - AN AUSTRALIAN ACHIEVEMENT

Allco was founded in 1967 by Manuel Alves and Romano DelBianco with the goal of becoming the country's pre-eminent steel fabrication and erection specialists. Joined by Tony Parisi two years later and using their European flair for creativity, they achieved this goal - and much more. The Company's modern headquarters, in landscaped surrounds at Tomago, is at the heart of the resource-based development taking place in the Hunter Valley. This is Allco's story of commitment to innovation, to quality and to the future.

Quality work from quality people: that's what Allco's Australian Achievement is all about. Allco Steel is a team of 1,000 and at Allco, people are valued as the Company's greatest asset. Training programmes ensure employees are kept informed on technological advances with a large percentage of apprentices continuing their careers with Allco. Experience teaches that industrial advancement and the development of technical skill is not possible without highly trained and dedicated people.

Allco's solid commitment to research programmes and ongoing education is a reflection of that experience. These projects include a post-graduate research scholarship at the University of Newcastle. In conjunction with TUNRA - The University of Newcastle Research Associates - Allco has developed systems for minimising spillage on materials handling plants. At the Australian National University's Energy Research Centre, Allco is supporting exciting studies into solar energy and thermal power generation - again, important for the future of Australia.

Around Australia, Allco is changing the face of many cities in many States -

- Adelaide's State Bank
- Melbourne's 57-storey 101 Collins Street
- Sydney's City Centre
- Brisbane's EXPO Space Needle
- The Broadbeach Monorail

And, currently under construction, the all-steel core and frame Bond Building of 44 storeys in Sydney which will contain the largest and heaviest steel building beams yet manufactured in Australia. As well, this will be the first high-rise building in Australia with a steel, instead of concrete, core.

With Allco's commitment to innovation, nowhere is this more evident than at Sydney's Darling Harbour, where Australia's Institute of Engineers gave its prestigious Award of Excellence to Allco for the structural steelwork in this Exhibition Centre. Working with the project's architects and engineers, Allco redesigned fittings to eliminate thousands of manhours of welding during fabrication, and changed forgings in the vital suspension rods to save machining and improve their appearance.

At Darling Harbour, Australia's architecture has taken a new turn towards developing its own distinctive style - a style made possible through Allco's involvement in design, construction and erection. Allco's steel work is an important part not only of the Exhibition Centre but also the Maritime Museum and the Monorail.

In addition, Allco's civil division laid the foundations for the many beautiful pavilions and perimeter wall at the tranquil Chinese Gardens. The unique bush-hammered finish for the pre-cast concrete steps and seating, together with the kiosk in Tumbalong Park, the quayside beams for Pier 26, the lift-well, fascia guttering and fire stairs for the Convention Centre are testimony to Allco's civil expertise.

Designed by architect Harry Seidler, Grosvenor Place is one of Australia's premier office buildings and a landmark on the Sydney skyline. Allco's advanced technology and creative approach to steel frame design were factors which aided the construction of this unusual high-rise project.

Allco also works in joint venture partnership to pool its resources with international technology. At BHP's Bloom Casting Plant, Allco linked with Kobe Steel to design, supply, manufacture and install not only the steel and civil works but also the mechanical equipment, including the major plant, and install all electrical wiring and plant.

At Callide 'B' Power Station in Central Queensland, Allco teamed with Peadbody Sturtevant to design and construct the electrostatic precipitators. This project included supply and installation of a vast amount of electrical work as well as manufacture and erection of the structural platework and precipitator internals.

Through licences acquired from McNally and the purchase of Babcock Australia Limited in 1988,renowned for expertise in the field of boiler manufacture, Allco holds licences for technology covering nearly every industry, and has associations with companies known throughoutthe world. These include:

McNally, for coal preparation equipment;

Kennedy Van Saun, for kilns and pyroprocessing systems;

Mine and Smelter, for Marcy Mills;

Aumund, for conveying systems;

Onoda Engineering and Consulting, for cement plants & equipment;

Peabody Sturtevant, for precipitators;

Babcock Contractors, for chemical and process plants;

Claudius Peters, for cement plant equipment; and

Balcke Durr, for cooling towers - just to name a few.

This planned acquisition of international licences and technologies allows Allco to offer full turnkey plant construction in many industries. Integration of all these skills enables Allco to complete a total project, from feasibility through civil construction, fabrication and erection of structural steel, and installation of equipment, to final commissioning of the plant.

Inhouse technology and skill make an important contribution to Allco's achievement. The Aran range of mobile mixing plants (acquired 1987) - most noted for road making and dam building projects - have found an increasing national and export market. Continuous mixing technology is provided by these unique mixers which are laying down roads and building dams in the United States, China, Japan and New Zealand, as well as Australia. Future markets in many parts of Europe look very promising.

Computer assisted automation with use of CNC machinery and CAD/CAM design systems is an integral part of Allco's success. From design and drafting, through manufacturing to site control equipment, administration and information systems, security, access control and energy management, computer integration is co-ordinating Allco's progress.

The Tomago fabrication plant's state-of-the-art beamline was custom designed using technology from Japan, Germany and America. The line integrates skilled personnel with computer software and robotics to perform a series of complex operations on a single conveyor system.

Allco's commitment to people is also visible in the local community. A valuable contribution was made towards restoration of the Time Ball on the Newcastle Customs House, undertaken by The Company of Masters Mariners (Newcastle) as both a project for the bicentenary and to mark the 50th anniversary of their Company. The Time Ball was first erected in 1870 and for over 70 years was the only means by which the ships in the harbour could rate their chronometers.

The striking steel entry gates (stainless steel trees) for the Hunter Region Botanic Gardens were manufactured and donated by Allco as part of its community involvement programme.

Manuel Alves was conferred with the Honorary Degree of Doctor of Engineering "honoris causa" by the University of Newcastle as a mark of the University's appreciation of his high professional and public achievements and his service to the University.

In keeping with an interest not just for today but also for tomorrow, Allco is one of the Australian Companies enthusiastically supporting the concept of a Multi Function Polis. This promises exciting entrepreneurial and technological developments into the 21st Century. With a confidence borne of experience and commitment to quality, the people at Allco are proudly working on the future ... now. It is these qualities which have made **ALLCO - AN AUSTRALIAN ACHIEVEMENT.**

ANGELA JANKOVIC

BIBLIOGRAPHY

My material was gained through discussions with both Mr. DelBianco and his Secretary, Sandra Paton, together with information from various brochures which are available at Allco Steel.

BUSINESS STRUCTURE

ALLCO LIMITED

100%

100%

Allco Steel Corporation
Allco Newsteel Victoria
Allco Steel Queensland
Aran

Business

Turnkey Projects
Steel Fabrication & Erection
Mechanical & Structural Engineering
Mechanical Installation
High Rise Buildings
Pressure Vessels
Mobile Mixing Plants

Licensors & Associations

McNally (USA) — Coal Preparation
Kennedy Van Saun (USA) — Pyroprocessing
Mine & Smelter (USA) — Grinding Systems
Aumund (Germany) — Conveying Systems
Sluis (Holland) — Conveying Systems
Ajo (Germany) — Pulverised Fuel Systems
Onoda Engineering & Consulting (Japan) — Cement Plants
Ransome & Rapier (UK) — Draglines
Peabody Sturtevant (UK) — Precipitators
Tunra (Australia) — Materials Handling
Caillard Levage (France) — Cranes

100%

Babcock Australia

Business

Power & Thermal Engineering
Chemical & Process Engineering
Materials Handling

Licensors & Associations

Babcock Energy (UK) — Large Boiler Plant
Babcock Robey (UK) — Packaged Boilers
Babcock Moxey (UK) — Materials Handling
Claudius Peters (Germany) — Cement Equipment
Woodall Duckham (UK)— Chemical & Process Plants
Dewplan (UK) — Water & Effluent Treatment
Firth Brown Castings (UK) — High Quality Castings

100%

Allco Civil

Business

Civil Engineering
Foundation
Bridges
Cooling Towers
Silos

Licensors & Associations

Balcke Durr (Germany) — Cooling Towers
Joint Venture Partners on Project Basis