

BlueScope Steel Limited

APPLICATION FOR ANTI-DUMPING DUTIES

Hot Rolled Coil

exported from

**The Republic of Korea, Taiwan, Japan
and Malaysia**

May 2012

AUSTRALIAN CUSTOMS SERVICE

**Application for Dumping and
Countervailing Duties**

DECLARATION

I request in accordance with Section 269TB of the Customs Act 1901 that the Minister publish in respect of goods the subject of this application:

- ☒ a dumping duty notice for hot rolled steel coil exported from The Republic of Korea, Taiwan, Japan, and Malaysia.
- ☐ a countervailing duty notice, or
- ☐ a dumping and a countervailing duty notice

This application is made on behalf of the Australian industry producing like goods to the imported goods the subject of this application. The application is supported by Australian producers whose collective output comprises:

- 25% or more of the total Australian production of the like goods; and
- more than 50% of the total production of like goods by those Australian producers that have expressed either support for, or opposition to, this application.

I believe that the information contained in this application:

- provides reasonable grounds for the publication of the notice(s) requested; and
- is complete and correct.

Signature: 

Name: Alan Gibbs

Position: Development Manager – International Trade

Company: BlueScope Steel Limited and BlueScope Steel (AIS) Pty. Ltd.

ABN: 16 0000 11 058 and 19 0060 19 625

Date: 03/05/2012

PART A

INJURY

TO AN AUSTRALIAN INDUSTRY

IMPORTANT

All questions in Part A should be answered even if the answer is 'Not applicable' or 'None'. If an Australian industry comprises more than one company/entity, each should separately complete Part A.

For advice about completing this part please contact the Customs Dumping Liaison Unit on:

☎ (02) 6275-8066 Fax (02) 6275-8900

A-1 Identity and communication.

Please nominate a person in your company for contact about the application:

This application is made on behalf of BlueScope Steel Limited and BlueScope steel (AIS) Pty. Ltd. ("BlueScope") the sole Australian manufacturer of hot rolled steel products.

Relevant contact details for personnel within BlueScope that will assist with enquiries concerning this application are as follows:

Contact Name:	Alan Gibbs
Company and position:	Development Manager – International Trade
Address:	Five Islands Road, Port Kembla, NSW 2500
Telephone:	(02) 4275 3859
Facsimile:	(02) 4275 7810
E-mail address:	Alan.Gibbs@bluescopesteel.com
ABN:	16 000 011 058

Alternative contact:

Contact Name:	Stuart Bell
Company and position:	Finance Manager – BANZ Sales and Marketing
Address:	Five Islands Road, Port Kembla, NSW 2500
Telephone:	(02) 4275 4189
Facsimile:	(02) 4275 7810
E-mail address:	Stuart.Bell@bluescopesteel.com

If you have appointed a representative to assist with your application, provide the following details and complete Appendix A8 (Representation).

The applicants have engaged the following consultant to assist with this application:

Name:	Mr John O'Connor
Representative's business name:	John O'Connor & Associates Pty Ltd
Address:	P.O. Box 329, Coorparoo Qld 4151
Telephone:	(07) 3342 1921
Facsimile:	(07) 3342 1931
E-mail address:	jmoconnor@optusnet.com.au
ABN:	39 098 650 241

A-2 Company information.

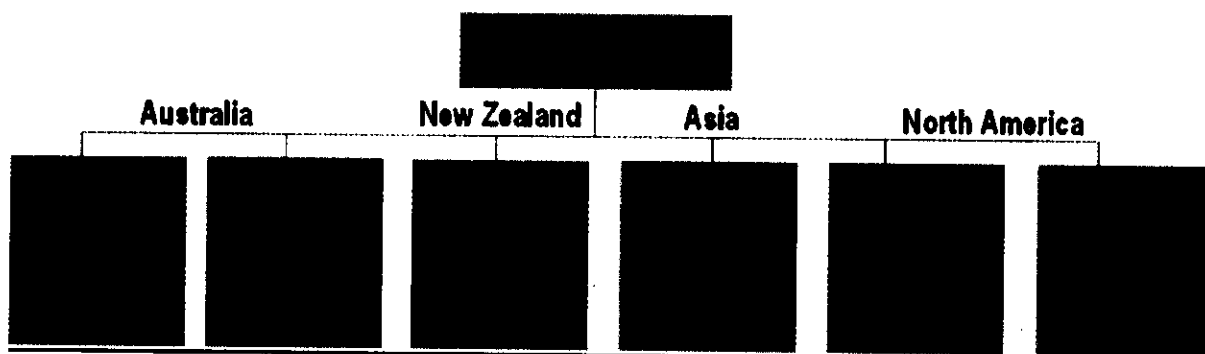
1. **State the legal name of your business and its type (e.g. company, partnership, sole trader, joint venture). Please provide details of any other business names you use to manufacture/produce/sell the goods that are the subject of your application.**

This application is made by BlueScope Steel Limited (ABN 16 000 011 058), and its wholly owned subsidiary BlueScope steel (AIS) Pty. Ltd. (ABN 19 006 019 625).

BlueScope Steel Limited and BlueScope Steel (AIS) Pty. Ltd. (hereafter referred to as "BlueScope") is an Australian manufacturer of flat steel products. BlueScope produces the goods the subject of this application which is hot rolled coil (hereafter referred to as "HRC") steel. HRC is sold into the Australian and International market direct to manufacturing customers and via distributors.

2. **Provide your company's internal organisation chart. Describe the functions performed by each group within the organisation.**

An internal group organisation chart for BlueScope is set out below (as at 31 December 2011):



Functions performed by each group within the organization

1. *Coated & Industrial Products Australia*

- Supplier of flat steel products (including the goods under consideration "GUC");
- Global scale steel works;
- Supplier of metal coated and painted steel, which operations at the following sites:
 - Port Kembla Steel Works, NSW;
 - Springhill, NSW;
 - Western Port, Victoria.
 - Western Sydney (NSW) and Acacia Ridge (QLD) COLORBOND® steel painting facilities
 - North America, Europe and Asia export trading offices

2. *Australian Distribution & Solutions*

Supplier of flat steel solutions in Australia made up of the following businesses:

- BlueScope Distribution;
- BlueScope Lysaght
- BlueScope Water
- Service Centres
- BlueScope Buildings

3. New Zealand & Pacific Steel Products

A fully integrated flat steel products manufacturer in New Zealand. Supplier of flat products, operating in:

- Glenbrook, NZ; and
- Pacific Islands.

4. Coated & Building Products Asia

Manufacturer of branded steel products in Asia. Operations include:

- Indonesia, Malaysia, Thailand and Vietnam;
- China (including Butler);
- Lysaght Asia; and
- India (Tata BlueScope Joint Venture).

5. Hot Rolled Products North America

A 50:50 Joint Venture with Cargill Incorporated.

6. Coated & Building Products North America

Global designer/ supplier of pre-engineered buildings, with the following business operations:

- BlueScope Buildings North America (Pre-engineered buildings)
- Steelscape
- Metl-Span
- ASC Profile

3. List the major shareholders of your company. Provide the shareholding percentages for joint owners and/or major shareholders.

BlueScope Steel Limited is a publicly listed company. The Major (Top 20) shareholders within BlueScope as at 23 April 2012 include:

Rank	Name	23-Apr-12	%IC
1	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	530,684,151	15.85%
2	NATIONAL NOMINEES LIMITED	517,005,609	15.44%
3	J P MORGAN NOMINEES AUSTRALIA LIMITED	506,273,303	15.12%
4	CITICORP NOMINEES PTY LIMITED	342,479,002	10.23%
5	COGENT NOMINEES PTY LIMITED	121,145,695	3.62%
6	CITICORP NOMINEES PTY LIMITED	69,366,566	2.07%
7	JP MORGAN NOMINEES AUSTRALIA LIMITED	63,079,978	1.88%
8	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	30,448,421	0.91%
9	AMP LIFE LIMITED	29,268,948	0.87%
10	QUEENSLAND INVESTMENT CORPORATION	18,268,020	0.49%
11	INTERSTATE INVESTMENTS PTY LTD	15,928,678	0.48%
12	RBC DEXIA INVESTOR SERVICES AUSTRALIA NOMINEES PTY LIM	12,864,708	0.38%
13	COGENT NOMINEES PTY LIMITED	12,390,693	0.37%
14	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED-GSCO ECA	11,896,805	0.36%
15	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED - A/C 2	10,523,520	0.31%
16	BOND STREET CUSTODIANS LIMITED	8,630,231	0.26%
17	SHARE DIRECT NOMINEES PTY LTD	7,500,000	0.22%
18	PACIFIC CUSTODIANS PTY LIMITED	7,200,041	0.21%
19	BLUESCOPE STEEL EMPLOYEE SHARE PLAN PTY LTD	6,935,600	0.21%
20	SKEET NOMINEES PTY LTD	6,663,598	0.20%
TOTAL		2,328,553,567	69.47%
Balance of Register		1,022,631,680	30.53%
Grand TOTAL		3,349,185,247	100.00%

4. If your company is a subsidiary of another company list the major shareholders of that company.

BlueScope is not a subsidiary of another company.

5. If your parent company is a subsidiary of another company, list the major shareholders of that company.

This question is not applicable to BlueScope.

6. Provide an outline diagram showing major associated or affiliated companies and your company's place within that structure (include the ABNs of each company).

Major Associated or affiliated companies

BlueScope is a publicly listed company, limited by shares. It has a number of subsidiaries and joint ventures both in Australia and overseas, which are included in Confidential Attachment A-2.6. A detailed listing of BlueScope's subsidiaries is also located in its Annual Full Financial Report, including the level of equity holding in each subsidiary company.

The following is a summary of the activities of the affiliates:

Affiliated Company	Activities of affiliate
<u>Australian Affiliates</u>	
Lysaght Building Solutions Pty Ltd	Manufacturer of roll formed steel profiles for the building and construction markets, including roofing, walling, rainwater goods, and structural components such as purlins, girts and decking.
BlueScope Water Pty Ltd	Manufacturer of rainwater tanks (Melbourne, Sydney, Brisbane) ranging from 1,000 ltrs to 5,000 ltrs for use in small residential and medium commercial applications.
Pioneer Water Tanks (Australia) Pty Ltd	Manufacturer of large rural water storage tanks up to 35,000 ltrs.
Highline Limited	Manufacturer of steel buildings and associated products for both the domestic and commercial markets.
BlueScope Distribution Pty Ltd	BlueScope Steel's reselling (distribution) business which purchases coated steel in volume and resells to smaller manufacturers across Australia. Some facilities process steel into slit coil or sheet for resale.
BlueScope Building Solutions Pty Ltd	Designs, supplies and constructs commercial and industrial buildings for the Australian market.
<u>International Affiliates</u>	
BlueScope Steel (Suzhou) Ltd	Coating lines - coating of cold rolled steel products with zinc and / or zinc and aluminium to provide corrosion protection.
BlueScope Lysaght (Brunei) Sdn Bhd	Manufacturer of roll formed steel profiles for the building and construction markets, including roofing, walling, rainwater goods, and structural components such as purlins, girts and decking.
BlueScope Acier Nouvelle - Caledonie SA	Manufacturer of roll formed steel profiles for the building and construction markets, including roofing, walling, rainwater goods, and structural components such as purlins, girts and decking.
BlueScope Lysaght (Singapore) Pte Ltd	Manufacturer of roll formed steel profiles for the

	building and construction markets, including roofing, walling, rainwater goods, and structural components such as purlins, girts and decking.
BlueScope Lysaght Fiji Ltd	Manufacturer of roll formed steel profiles for the building and construction markets, including roofing, walling, rainwater goods, and structural components such as purlins, girts and decking.
BlueScope Lysaght (Thailand) Ltd	Manufacturer of roll formed steel profiles for the building and construction markets, including roofing, walling, rainwater goods, and structural components such as purlins, girts and decking.
BlueScope Steel Vietnam LLC	Coating lines - coating of cold rolled steel products with zinc and / or zinc and aluminium to provide corrosion protection.
BlueScope Steel Asia Pte Ltd	Service centre for the processing of coiled steel into shapes and sizes per customer requirements
BlueScope Steel International Limited	Sales office
BlueScope Steel Southern Africa Pty Ltd	Sales office
BlueScope Steel (Thailand) Ltd	Cold rolling mill and pickle line, which converts hot rolled coil into cold rolled coil. Coating lines - coating of cold rolled steel products with zinc and / or zinc and aluminium to provide corrosion protection.
BlueScope Steel North America	Sales office
BlueScope Steel (Malaysia) Sdn Bhd	Coating lines - coating of cold rolled steel products with zinc and / or zinc and aluminium to provide corrosion protection.
Tasman Steel Holdings Ltd	The New Zealand integrated steel works where all major phases of production, including iron making and slab making is undertaken. Coating of cold rolled steel products with zinc and / or zinc aluminium to provide corrosion protection.

7. Are any management fees/corporate allocations charged to your company by your parent or related company?

This question is not applicable to BlueScope.

8. Identify and provide details of any relationship you have with an exporter to Australia or Australian importer of the goods.

- (i) BlueScope Steel's International Affiliate, Tasman Steel Holdings Ltd, (known as New Zealand steel) exports a range of flat steel products from New Zealand into Australia via their local sales arm – New Zealand Steel Australia (NZSA)
- (ii) BlueScope Steel sells and buys a range of products internationally with Posco Steel, Dongbu Steel, as well as having technical agreements with Nippon Steel Corporation.
- (iii) BlueScope Steel also has a customer relationship with importer Stencor Australia Pty Ltd for whom BlueScope is a customer for a small quantity of goods that is then resold by its BlueScope Distribution Pty Ltd business.

9. **Provide a copy of all annual reports applicable to the data supplied in Appendix A3 (Sales Turnover). Any relevant brochures or pamphlets on your business activities should also be supplied.**

BlueScope's 2010 and 2011 Annual Report and Full Financials are included with this application (Non-Confidential Attachment A-2.9). BlueScope's Annual Reports from 2003 to 2011 are available from its website at www.bluescopesteel.com

10. **Provide details of any relevant industry association.**

BlueScope is a member of the Australian Steel Institute – refer www.steel.org.au.

A-3 The imported and locally produced goods.**1. Fully describe the imported product(s) the subject of your application:**

- Include physical, technical or other properties.
- Where the application covers a range of products, list this information for each make and model in the range.
- Supply technical documentation where appropriate.

The imported goods the subject of this application is hot rolled coil (including in sheet form), a flat rolled product of iron or non-alloy steel, not clad, plated or coated (other than oil coated).

Goods *excluded* from this application are hot rolled products that have patterns in relief (known as checker plate) and plate products.

Hot Rolled Coil ("HRC") is supplied in a range of thicknesses, all of which are covered by this application (refer to A-3.2 below).

There are a number of relevant International Standards for Hot Rolled Coil steel products that cover the range of HRC products via specific grade designations, including the recommended or guaranteed properties of each of these product grades.

These relevant standards are noted below in Table A-3.1 "Relevant International Standards for Hot Rolled Coil steel".

Table A-3.1 - Relevant International Standards for Hot Rolled Coil steel

Analysis and Commercial Grades	
AS/NZS 1594	Hot -Rolled steel flat products
ASTMA1011	Steel, sheet and strip, hot-rolled, carbon, structural, high-strength low-alloy, high-strength low-alloy with improved formability and ultra high strength
ASTMA1018	Steel, Sheet and Strip, Heavy-Thickness Coils, Hot-Rolled, Carbon, Commercial, Drawing, Structural, High-Strength Low-Alloy, High-Strength Low-Alloy with Improved Formability, and Ultra-High Strength
ISO 3573	Hot rolled carbon steel sheet of commercial and drawing qualities
JIS G 3131	Hot rolled mild steel plates sheet and strip
SAE J403	Chemical Composition of SAE Carbon Steels
Forming, Pressing and Drawing Grades	
AS/NZS 1594	Hot -Rolled steel flat products
ISO 3573	Hot rolled carbon steel sheet of commercial and drawing qualities
JIS G 3132	Hot-rolled carbon steel strip for pipes and tubes
EN 10111	Continuously Hot Rolled Low Carbon Steel Sheet and Strip for Cold Forming
Structural Grades	
AS/NZS 1594	Hot -Rolled steel flat products
API specification 5L	Specification for line pipe
ASTMA1011	Steel, Sheet and Strip, Hot-Rolled, Carbon, etc
ASTMA1018	Steel, Sheet and Strip, Heavy Thickness, Hot-Rolled, Carbon, etc
JIS G 3113	Hot -rolled steel plate, sheet and strip for automobile structural uses
JIS G 3116	Steel sheets, plates and strip for gas cylinders
EN 10025	Hot -rolled products of structural steels

2. What is the tariff classification and statistical code of the imported goods.

The Goods are classified within tariff sub-headings 7208 and 7211. The following table summarises the tariff classifications and statistical codes of the GUC.

HS Code	Description
7208	Flat-Rolled products of iron or non-alloy steel, of a width of 600mm or more, hot-rolled, not clad, plated or coated
7208.2	Other, in coils, not further worked than hot rolled, pickled
7208.25.00	Of a thickness of 4.75mm or more
7208.26.00	Of a thickness of 3mm or more but less than 4.75mm
7208.27.00	Of a thickness less than 3mm
7208.3	Other, in coils, not further worked than hot-rolled
7208.36.00	Of a thickness exceeding 10mm
7208.37.00	Of a thickness of 4.75mm or more but not exceeding 10mm
7208.38.00	Of a thickness of 3mm or more but less than 4.75mm
7208.39.00	Of a thickness less than 3mm
7208.5	Other, not in coils, not further worked than hot-rolled
7208.53.00	Of a thickness of 3 mm or more but less than 4.75 mm
7208.54.00	Of a thickness less than 3mm
7208.90.00	Other
7211.1	Flat-Rolled products of iron or non-alloy steel, of a width less than 600mm, not clad, plated or coated – not further worked than hot-rolled.
7211.14.00	Other, of a thickness of 4.75mm or more
7211.19.00	Other (<4.75mm thickness)

Goods *excluded* from this application are hot rolled products that have patterns in relief (known as checker plate) and plate products.

The GUC attract the following rates of Customs duty:

- Korea – zero per cent (a DCT country)
- Taiwan – zero per cent (a DCT country)
- Malaysia – zero per cent (a DCT country)
- Japan – five per cent

Please refer to Non-Confidential Attachment A-3.1 for a copy of the Customs Tariff Schedule 3 extract.

BlueScope highlights with the Australian Customs and Border Protection Service ("Customs and Border Protection") that published Australian Bureau of Statistics ("ABS") import clearance data for the Goods do not disclose "some HRC HS code" imports due to current suppression orders. BlueScope has therefore relied upon export data from the nominated countries to determine import volumes of the GUC. Please refer to Section B-1.2 below for further information concerning source data for exports of the Goods to Australia.

3. Fully describe your product(s) that are 'like' to the imported product:
- Include physical, technical or other properties.
 - Where the application covers a range of products, list this information for each make and model in the range.
 - Supply technical documentation where appropriate.
 - Indicate which of your product types or models are comparable to each of the imported product types or models. If appropriate, the comparison can be done in a table.

Like Goods

BlueScope manufactures Flat-Rolled products of iron or non-alloy steel, of a width of 600mm or more, hot-rolled, not clad, plated or coated and Flat-Rolled products of iron or non-alloy steel, of a width less than 600mm, not clad, plated or coated – not further worked than hot-rolled, of varying thicknesses.

The locally produced goods are like product to the imported Flat-Rolled products of iron or steel, not clad, plated or coated, of widths less than 600mm and greater than or equal to 600mm, of varying thicknesses.

Physical properties

The HRC steel manufactured by BlueScope is supplied in coiled form to customers and may also be later be cut into sheets for sale to manufacturers, or further slit into narrower widths. HRC may also be supplied in a pickled and oiled (surface treatment) form.

The most common grades of HRC steel are:-

HRC Grade 'Equivalents'				
AS/NZS 1594		JIS G3131	JIS G3101	JIS G3132
HA1	=	SPHC		SPHT1
HA200	=	SPHC	SS330	SPHT1
HA250 / 300	=		SS400	SPHT2
HA350	=		SS490	SPHT3
HA3	=	SPHD		

The steel chemistry, processing temperature, % thickness reduction and coiling temperature are all used to produce the required mechanical properties for each product grade, as designated by the International Standards.

Typically each International Standard has a range of steel grades nominated as Formable, Commercial or Structural grades. The formable/commercial grades are those with mechanical properties suitable for general pressing and forming whereas the structural grades are those with guaranteed minimum properties that structural engineers utilize in the design of their final product designs.

The locally produced Goods have a product thickness range of 1.5mm to 12.7mm, and a width range up to 1830mm wide.

A HRC steel General Information Brochure is included at Non-Confidential A-3.3.1. A copy of BlueScope's Product data Sheets for the "HRC Grade Equivalents" listed above are included in Non-Confidential Attachment A-3.3.2 to A-3.3.8.

4. Describe the ways in which the essential characteristics of the imported goods are alike to the goods produced by the Australian Industry.

BlueScope submits that the goods manufactured in Australia are like goods to the imported goods on the following grounds:

(i) Physical likeness:

- Products made by BlueScope have a physical likeness to the goods exported from Japan, Korea, Malaysia and Taiwan (the countries under reference);
- BlueScope and the imported HRC are manufactured to Australian and International Standards;

(ii) Commercial likeness

- Australian industry HRC competes directly with imported HRC in the the Australian market;
- The locally produced goods and the imported goods are produced via similar manufacturing processes;

(iii) Functional likeness

- Both imported and locally produced HRC have comparable or identical end-uses;

(iv) Production likeness

- Locally produced and imported HRC are manufactured in a similar manner and via similar production processes.

On this basis, the locally produced HRC possesses the same essential characteristics of the imported HRC steel from the countries under reference. BlueScope therefore considers locally produced HRC is a like good to imported HRC.

5. What is the Australian and New Zealand Standard Industrial Classification Code (ANZSIC) applicable to your product.

The ANZSIC code applicable to Hot Rolled steel is category 2711.

6. Provide a summary and a diagram of your production process.

A simplified explanation of the process from raw materials to finished Hot Rolled steel product is described below in the 4 key stages, Ironmaking, Steelmaking, Casting and Hot Rolling. Ironmaking, Steelmaking and casting is continuous and operates 24 hours a day, seven days a week.

Iron making

Iron is extracted from iron ore in a blast furnace by a process known as reduction.

The raw materials - iron ore, coke and fluxes(Dolomite and Limestone) - are fed into the top of the furnace by conveyor. Air, which is heated to about 1200°C, is blown into the furnace through nozzles that are spaced around the lower section of the furnace. The air causes the coke to burn, producing carbon monoxide which creates the required chemical reaction. The iron ore (iron oxide) is reduced to molten iron by removing the oxygen.

About every two hours a hole at the bottom of the furnace is opened and the molten iron and slag is drained.

The molten iron runs into torpedo ladles that are on rail tracks. These ladles are then transported to the steelmaking area.

Slag is a by-product of ironmaking. It is made up of molten limestone which has absorbed the impurities from the process. It is removed from the blast furnace and allowed to cool.

The slag is then crushed and used by other industries to make cement, as a soil substitute and in the making of roadways.

Gases are also produced during the process. They are used elsewhere in the steelworks to generate energy, eg. in reheating solid steel before hot rolling.

Steel making

The Basic Oxygen Steelmaking (BOS) process creates liquid steel from molten iron, scrap steel and alloying materials.

1. The first step is charging the BOS vessel, this comprises one-fifth filled with steel scrap to which molten iron is added until the vessel is full. (around 280 tonnes per batch)

2. The BOS vessel is then stood upright and a lance is lowered down into it. The lance blows 99 per cent pure oxygen onto the steel and iron, causing the temperature to rise to about 1700°C. This melts the scrap, lowers the carbon content of the molten iron and helps remove unwanted elements.

3. Fluxes (burnt lime or dolomite) are then fed into the vessel to form slag which absorbs impurities of the steelmaking process. Near the end of the blowing cycle, which takes about 20 minutes, a temperature reading and samples are taken. The samples are tested and a computer analysis of the steel is done to ensure the desired chemistry is achieved.

4. The BOS vessel is then tilted again and the steel is poured into a giant ladle. This process is called tapping the steel. In the ladle furnace, the steel is further refined by adding alloying materials which give the steel special properties required by the customer. Sometimes argon or nitrogen gas is bubbled into the ladle to make sure the alloys mix correctly. The liquid steel now contains the correct customer required chemistry.

5. The final step occurs after the steel is removed from the BOS vessel, when the slag, filled with impurities, is poured off and cooled.

Slab Casting

The liquid steel must be cast into shapes so that it can be rolled. This is done by continuous casting machines that mould the liquid steel into solidified blocks of steel called slabs. The liquid steel is continuously poured from the ladle into a 'bottomless' mould at the same rate as continuous steel cast slabs are extracted. This continuous cast slab is cut to desired lengths and the slabs are then cooled to ambient temperature.

Hot Strip Rolling

The Hot Rolled Coil steel products are manufactured on either of two hot strip mills operated by BlueScope Steel. (The Westernport Hot Strip Mill was closed in October 2011)

The input feed slab runs continuously through five key processes to convert the slab to hot rolled coil.

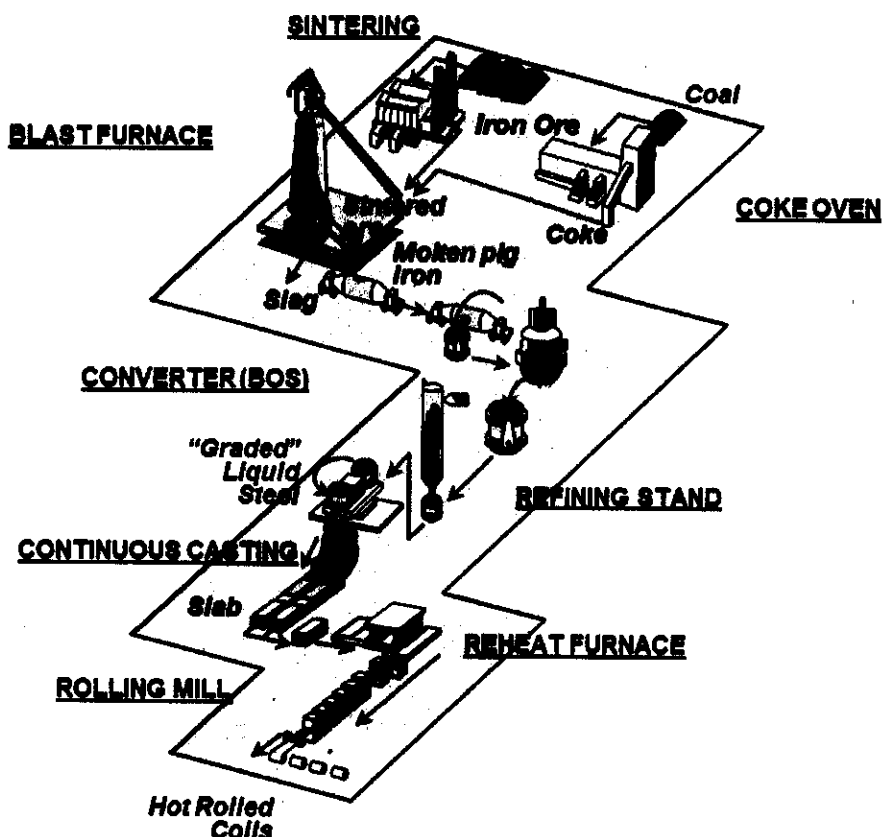
1. The first operation is reheating the slab in a furnace to obtain consistent thru thickness temperature of around 1200 deg. Celsius.
2. The heated slab has scale removed and passed through a roughing mill where the slab is reduced in thickness to around 40mm thick (from the 230mm thickness of the input slab). This is done via passing the slab 5 or 7 times through a set of horizontal rolls, producing a long transfer bar.
3. The third operation is where the transfer bar is then further reduced in thickness by passing through a set of five or six rolling mill stands to achieve the customers ordered thickness.
4. The fourth operation of the hot strip rolling process is the controlled cooling of the strip after it leaves the last rolling stand and prior to the strip being coiled up.
5. The final fifth stage of the process in making hot strip coil is the coiling up of the long flat strip where it is wound up on a mandrel, banded and has its identity marked onto it

The Hot Strip Mill is both a shaping device and a metallurgical tool. The steel is not only made hot for ease of rolling to lighter thicknesses but for metallurgical reasons that have a major influence in defining the product's properties.

The temperature at which hot-rolling is completed results in an oxidized strip surface. This oxide film is termed hot-mill scale. Hot strip product can be supplied without this oxide film / scale by further processing the strip through heated acid baths that removes the hot-mill scale. – a process called "Pickling". Pickled strip is generally supplied oiled to preserve this surface finish (ie this is noted as PO).

Typical applications of HRC include light structural members, shelving, tanks, racking, light poles, guard rails, gas cylinders, automotive components, pipe and tube, mower parts.

Raw materials to HRC Process- diagrammatic representation



7. If your product is manufactured from both Australian and imported inputs:
- describe the use of the imported inputs; and
 - identify that at least one substantial process of manufacture occurs in Australia (for example by reference to the value added, complexity of process, or investment in capital).

BlueScope manufactures HRC in Australia from liquid steel, via flat steel production. The steel production process is a capital intensive one that converts raw material iron ore and coal into liquid steel, followed by casting into slab steel that is then converted into hot rolled coil.

BlueScope is a fully-integrated flat steel product manufacturer with large capital intensive manufacturing operations at Port Kembla in NSW, and Western Port in Victoria.

BlueScope submits that it undertakes more than one substantial process of manufacture in the production of the GUC.

BlueScope does not use imported steel in the manufacture of the GUC.

8. If your product is a processed agricultural good, you may need to complete Part C.3 (close processed agricultural goods).

The GUC are not close processed agricultural goods.

9. Supply a list of the names and contact details of all other Australian producers of the product.

BlueScope is the sole Australian manufacturer of the goods the subject of this application.

A-4 The Australian market.

1. Describe the end uses of both your product and the imported goods.

BlueScope's locally produced HRC products, the markets for HRC and the range of applications are detailed below.

HRC steel is marketed and sold directly to customers within three key Australian market sectors that include the Pipe and Tube market, the Automotive market, and the General Manufacturing market.

BlueScope steel also sells indirectly to the three key market sectors via distribution channel partners.

Some typical end uses / applications are as follows:-

(I) Pipe and Tube Market Sector

Structural tubing, precision tubing, square hollow sections (SHS), circular hollow sections (CHS), water pipelines, oil and gas pipelines.

(II) Automotive Market Sector

Vehicle structural members and components.

(III) Manufacturing Market Sector

This sector is made up of a number of discreet market segments such as agriculture, engineering construction, mining, oil and gas, non-residential construction, residential construction and transport. Some end uses within these segments are agriculture plant, machinery and equipment, mining consumables, electrical generation and transmission equipment and plant, racking solutions, steel furniture, household appliances, hardware and tools, commercial and industrial construction, road and rail equipment and plant.

The locally produced and imported HRC are used interchangeably across the main end-use applications identified above.

2. Generally describe the Australian market for the Australian and imported product and the conditions of competition within the overall market. Your description could include information about:

- **sources of product demand;**
- **marketing and distribution arrangements;**
- **typical customers/users/consumers of the product;**
- **the presence of market segmentation, such as geographic or product segmentation;**
- **causes of demand variability, such as seasonal fluctuations, factors contributing to overall market growth or decline, government regulation, and developments in technology affecting either demand or production;**
- **the way in which the imported and Australian product compete; and**
- **any other factors influencing the market.**

(i) Market Segmentation

The Australian market for HRC steel products is made up of three key market sectors, namely the Pipe and Tube sector (largest by volume), the Automotive sector, and the Manufacturing sector.

HRC steel is also sold indirectly into these markets via BlueScope's appointed distributors.

(ii) Sources of demand

Key sources of demand in the Australian market for the GUC come from the market sectors and segments noted above.

(iii) Distribution arrangements

HRC steel sales are made directly to the Pipe and Tube manufacturers, the automotive manufacturers and to general manufacturers within the agriculture, engineering construction, mining, oil and gas, non-residential construction, residential construction and transport industries.

BlueScope also sells indirectly into the end use markets via distributors.

Both BlueScope and importers of the GUC compete in all States and Territories in Australia and across each segment via the same distribution channels in order to sell product directly to the larger manufacturing companies in Australia, and to distributors/resellers that on-sell the product into those markets.

Distributors and resellers may offer a range of services such as smaller parcels of product, along with credit facilities and further processing (such as sheeting, slitting and blanking, and the like).

(iv) Typical Customers

Within the Pipe and Tube industry [REDACTED]
[REDACTED] (names)

Within the Manufacturing industry BlueScope's [REDACTED]
[REDACTED] (names)

Within the Automotive industry [REDACTED]
[REDACTED] (names)

Within the Distribution industry BlueScope's [REDACTED]
[REDACTED] (names)

(v) Causes of demand variability

There are a variety of factors that influence demand variability for HRC steel products within the Australian market, including:

Seasonal fluctuations

Specific seasonal based segments such as Hot Water Storage and Heating
Agriculture – silos and farm implements depending on season;
Key holiday periods - Easter, Christmas;
Wet versus dry construction season in tropical climates.

Factors contributing to overall market growth or decline

Ability of Australian manufacturing to compete with imported finished products;
Availability of capital for infrastructure spending – govt and private;
Global and domestic economic conditions (GDP, unemployment, inflation, interest rates);
Global and domestic business and consumer confidence;

Global demand for raw materials e.g mining sector;
Government policy e.g solar rebates, RECs (Renewable Energy
Certificates).

Government regulation

Standards – international manufacturers do not always manufacture to the same standards as Australian manufacturers. This is commonly not understood until installation;
Policy – carbon credits;
Rebates – confidence that program will last.

Developments in technology affecting either demand or production;

Not significant

Short Term Pricing Volatility

Can influence purchasing decision on inventory levels;
More evident in the indirect and pipe and tube channels;
Influenced via global steel capacity utilisation;
Has a seasonal element;
Cost and availability of global freight.

(vi) The way in which the imported and Australian products compete

All customers have the opportunity to purchase imported material either

- Direct from the overseas mill;
- via an international trader;
- via an aligned / non-aligned Australian based stockiest / reseller.

3. **Identify if there are any commercially significant market substitutes for the Australian and imported product.**

The following products may be substitutes:

- Inter-material (Galvanised steel for HRC)
- Intra-material (HRC for other substitutable products)
 - Finished or semi-finished imported goods
 - Imported galvanised pipe vs HRC for manufacture of galvanised pipe
 - Imported hot water storage vs Australian manufactured from HRC feed
 - Plastic pipe

Despite the identified substitutes, HRC steel is considered by end-users as a fit-for-purpose product that is better suited to the identified key applications than alternate substitutes.

4. **Complete appendix A1 (Australian production). This data is used to support your declaration at the beginning of this application.**

BlueScope has completed Confidential Appendix A1 for the twelve months to 31 March 2012. Please refer to Confidential Appendix A1.

5. **Complete appendix A2 (Australian market).**

BlueScope has completed Confidential Appendix A2 on a quarterly basis from 1 July 2008 to 31 March 2012 inclusive. Please refer to Confidential Appendix A2.

6. Use the data from **appendix A2** (Australian market) to complete this table:

*Indexed table of sales quantities**

Financial Year	(a) Your Sales	(b) Other Aust ⁿ Sales	(c) Total Aust ⁿ Sales (a+b)	(d) Dumped Imports	(e) Other Imports	(f) Total Imports (d+e)	(g) Total Market (c+f)
2008/09	100	100	100	100	100	100	100
2009/10	84.7	100	84.7	85.0	50.3	69.3	81.3
2010/11	90.4	100	90.4	135.0	50.4	96.7	91.8
2011/12	78.9	100	78.9	104.9	36.6	74.0	77.8

Notes:

1. Data in above Table is for twelve months to 31 March.
2. Data for imports does not include imports from Malaysia for February and March 2012, or March 2012 for Taiwan was not available from export data at time of lodgement of application.
3. BlueScope is the sole Australian manufacturer of the Goods.
4. BlueScope imported some small quantities of the Goods in financial year July 2009, and has not made any importations since.
5. Dumped imports include Taiwan, Korea, Japan and Malaysia.
6. Other imports includes China, New Zealand and other source countries.

The Australian market for HRC was adversely affected by a reduction in demand in 2009/10 attributable to the global economic slowdown. BlueScope's HRC sales volumes contracted, along with demand across the Australian HRC market.

Market demand recovered in 2010/11 (albeit not to the same levels as pre-2009). Imported HRC from the dumped source countries increased by 59 per cent in 2010/11 over 2009/10 levels, whereas BlueScope's sales volumes increased by only 7 percent.

The growth in the dumped imports, therefore, occurred in 2010/11 with BlueScope experiencing reductions in sales volumes in 2011/12.

A-5 Applicant's sales.

1. Complete **appendix A3** (sales turnover).

BlueScope has completed Confidential Appendix A3. Separate schedules have been completed for the Port Kembla Steel Works and the Western Port facility, as well as aggregated data.

Indexed data from Confidential Appendix A3 for the Like Goods (quantity and value) has been included below.

2. Use the data from **appendix A3** (sales turnover) to complete these tables.

BlueScope has completed the tables below from data included in its Confidential Appendix A3.

*Indexed table of Applicant's sales quantities**

Quantity	2008/09	2009/10	2010/11	2011/12
All Products				
Australian market	100	86.11	94.22	87.20
Export market	100	119.52	159.39	102.60
Total	100	100.05	121.40	93.62

Quantity	2008/09	2009/10	2010/11	2011/12
Like goods				
Australian market	100	84.68	90.45	78.92
Export market	100	103.00	155.65	99.30
Total	100	94.72	126.17	90.09

Notes:

1. Data provided on 12 month basis to 31 March.
2. Refer to Consolidated Appendix A3 for data.

*Indexed table of Applicant's sales values**

Values	2008/09	2009/10	2010/11	2011/12
All products				
Australian market	100	74.70	80.08	73.87
Export market	100	64.43	109.31	72.28
Total	100	71.20	90.03	73.33

Values	2008/09	2009/10	2010/11	2011/12
Like goods				
Australian market	100	64.44	71.06	60.57
Export market	100	59.00	106.38	68.59
Total	100	61.64	89.25	64.70

Notes:

1. Data provided on 12 month basis to 31 March.
2. Refer to Confidential Appendix A3 for data;

As indicated above, BlueScope's domestic sales quantities and revenues for the GUC have declined in 2011/12 as BlueScope has sought to respond to dumped exports of HRC from Korea, Taiwan, Japan and Malaysia.

Complete appendix A5 (sales of other production) if you have made any:

- internal transfers; or
- domestic sales of like goods that you have not produced, for example if you have imported the product or on-sold purchases from another Australian manufacturer.

Confidential Appendix A5 has been completed by BlueScope. BlueScope has internal transfers of HRC to its coated businesses, for further manufacture before sale. Please refer Confidential Appendix A5.

3. Complete appendix A4 (domestic sales).

BlueScope has completed Confidential Appendix A4 for the twelve months to 31 March 2012. Please refer to confidential sales data provided by BlueScope.

4. If any of the customers listed at appendix A4 (domestic sales) are associated with your business, provide details of the association. Describe the price effect of the association.

BlueScope sells the GUC through owned, related and unrelated parties in the Australian domestic market. BlueScope Distribution Pty Ltd is the only owned or related domestic customer for HRC steel.

The approach

[REDACTED]
(pricing mechanisms)

5. Attach a copy of distributor or agency agreements/contracts.

BlueScope [REDACTED]
(sales agreements) which is included in Confidential Attachment A-5.5.

6. Provide copies of any price lists.

BlueScope has [REDACTED]
(price list descriptions) Please find attached examples of a BlueScope price list at Confidential Attachment A-5.6 (for Pipe & Tube, and Distributor segments).

7. If any price reductions (for example commissions, discounts, rebates, allowances and credit notes) have been made on your Australian sales of like goods provide a description and explain the terms and conditions that must be met by the customer to qualify.

- Where the reduction is not identified on the sales invoice, explain how you calculated the amounts shown in appendix A4 (domestic sales).
- If you have issued credit notes (directly or indirectly) provide details if the credited amount has not been reported appendix A4 (domestic sales) as a discount or rebate.

BlueScope [REDACTED]
(description of rebate mechanisms)

9. Select two domestic sales in each quarter of the data supplied in appendix A4 (domestic sales). Provide a complete set of commercial documentation for these sales. Include, for example, purchase order, order acceptance, commercial invoice, discounts or rebates applicable, credit/debit notes, long or short term contract of sale, inland freight contract, and bank documentation showing proof of payment.

BlueScope has included two complete sets of commercial documentation in each of the four quarters to 31 March 2012. Please refer to Confidential Attachment A-5.9 for BlueScope commercial documentation.

A-6 General accounting/administration information.**1. Specify your accounting period.**

BlueScope's financial year is 1 July to 30 June.

2. Provide details of the address(es) where your financial records are held.

BlueScope's financial records for the Goods are located at the premises nominated at Section A-1 above.

3. To the extent relevant to the application, please provide the following financial documents for the two most recently completed financial years plus any subsequent statements:

- **chart of accounts;**

BlueScope's Chart of Accounts has been provided electronically with this application.

- **audited consolidated and unconsolidated financial statements (including all footnotes and the auditor's opinion);**

BlueScope's audited consolidated accounts are included in the company's annual report. These are available from BlueScope's website at www.bluescopesteel.com

- **internal financial statements, income statements (profit and loss reports), or management accounts, that are prepared and maintained in the normal course of business for the goods.**

These documents should relate to:

1. **the division or section/s of your business responsible for the production and sale of the goods covered by the application, and**
2. **the company overall.**

BlueScope has also included monthly management report extracts at Confidential Attachment A-6.3.

4. If your accounts are not audited, provide the unaudited financial statements for the two most recently completed financial years, together with your taxation returns. Any subsequent monthly, quarterly or half yearly statements should also be provided.

BlueScope's accounts are audited annually. This question is therefore not applicable.

5. If your accounting practices, or aspects of your practices, differ from Australian generally accepted accounting principles, provide details.

The accounting practices of BlueScope are maintained in accordance with Australia's generally accepted accounting principles.

6. Describe your accounting methodology, where applicable, for:

BlueScope's accounting methodology complies with the Australian Accounting Standards issued by the Australian Accounting Standards Board (AASB) and the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB). Further detailed information can be sourced from BlueScope's full financial report that can be accessed on the internet at www.bluescopesteel.com

- **The recognition/timing of income, and the impact of discounts, rebates, sales returns warranty claims and intercompany transfers;**

Revenue is recognised when the significant risks and reward of the ownership of the goods have passed to the buyer. This is considered to have occurred when the legal title of the product is transferred to the customer and the Group is no longer responsible for the

product. The point at which title is transferred is dependent upon the specific terms and conditions of the contract under the sale.

Sales discounts are recognised at invoice date. Rebates and warranty claims are provided for on a monthly basis. Sales returns are recognised once the goods have been receipted into BlueScope inventory.

- **provisions for bad or doubtful debts;**

Collectability of trade receivables are reviewed regularly. Debts which are known to be uncollectable are written off by reducing the carrying amount directly.

- **the accounting treatment of general expenses and/or interest and the extent to which these are allocated to the cost of goods;**

General expenses are allocated on an absorption cost basis.

- **costing methods (eg by tonnes, units, revenue, activity, direct costs etc) and allocation of costs shared with other goods or processes;**

BlueScope's mainstream costing system is designed to enable:

- Actual process costs to be reported monthly;
- Cost detail as low as the cost element level;
- Actual fully absorbed product cost per unit of output (e.g. per tonne) at a minimum of product group level. Where a standard costing system is adopted, standard product costs updated for significant changes in process cost are utilised;
- Product costs to be broken down into components such as feed, conversion costs, yield, depreciation, support costs, etc; as well as
- The distinguishing of the underlying behavior of costs (e.g. fixed, variable, cash, non-cash).

- **the method of valuation for inventories of raw material, work-in-process, and finished goods (eg FIFO, weighted average cost);**

Raw materials and stores, work in progress and finished goods, are stated at the lower of cost and net realisable value.

- **valuation methods for scrap, by-products, or joint products;**

The lower of cost and net realisable value.

- **valuation methods for damaged or sub-standard goods generated at the various stages of production;**

The lower of cost and net realisable value.

- **valuation and revaluation of fixed assets;**

Regular purchases and sales of financial assets are recognised on trade-date - the date on which the Group commits to purchase or sell the asset. Investments are initially recognised at fair value plus transaction costs for all financial assets not carried at fair value through profit or loss. Financial assets carried at fair value through profit or loss are initially recognised at fair value and transaction costs are expensed in profit or loss. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the Group has transferred substantially all the risks and rewards of ownership.

- **average useful life for each class of production equipment, the depreciation method**

and depreciation rate used for each;

Depreciation on assets other than land is calculated on a straight-line basis to allocate their cost over their estimated useful lives. The estimated useful lives of property, plant and equipment are as follows:

Buildings - up to 40 years.

Plant, machinery and equipment – up to 40 years.

- **treatment of foreign exchange gains and losses arising from transactions and from the translation of balance sheet items; and**

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the profit or loss, except when they are deferred in equity as qualifying cash flow hedges and qualifying net investment hedges or are attributable to part of the net investment in a foreign operation.

Translation differences on available-for-sale financial assets are included in equity until such time as the available-for-sale asset is sold and the translated amount is reported in the profit and loss.

- **restructuring costs, costs of plant closure, expenses for idle equipment and/or plant shut-downs.**

Liabilities arising directly from undertaking a restructuring program, defined as the closure of an operation, are recognised when a detailed plan of the restructuring activity has been developed and implementation of the restructuring program as planned has commenced.

7. **If the accounting methods used by your company have changed over the period covered by your application please provide an explanation of the changes, the date of change, and the reasons.**

The accounting and financial practices/principles of BlueScope complies with the Australian Accounting Standards issued by the Australian Accounting Standards Board (AASB) and the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB).

BlueScope's 2010 Annual Report included a note in relation to a change in accounting policy following the introduction of revised AASB 127 *Consolidated and Separate Financial Statements*, became operative on 1 July 2009.

Please refer to Note 1 (v) of Summary of Significant Accounting Policies in the BlueScope 2010 Annual Report.

A-7 Cost Information

1. Complete appendices A6.1 and A6.2 (cost to make and sell) for domestic and export sales.

BlueScope has completed Confidential Appendices A6.1 (for domestic sales) and A6.2 (for export sales) for the period 1 July 2008 to 31 March 2012. Please refer to Confidential Appendices A6.1 and A6.2.

A-8 Injury

1. Estimate the date when the material injury from dumped imports commenced.

BlueScope estimates that material injury from the allegedly dumped and subsidised exports commenced during 2010/11. BlueScope has experienced further injury in 2011/12 as the allegedly dumped imports have undercut BlueScope's selling prices resulting in price depression, price suppression, and reduced profits and profitability.

2. Using the data from appendix A6 (cost to make and sell), complete the following tables for each model and grade of your production.

Index of production variations (metric tonnes)

Year	2008/09	2009/10	2010/11	2011/12
Index	100	96.1	101.2	106.4

Notes:

1. Data provided on twelve months to 31 March basis.
2. Production rates based upon Appendix A6.1 data for all grades of HRC manufactured at BlueScope's two production sites.

BlueScope's production data reflects total production of HRC (including internal transfers and exports) from 2008/09 to 2011/12.

Index of cost variations (based on A\$ per metric tonne)

Year	2008/09	2009/10	2010/11	2011/12
Index	100	86.47	92.26	102.58

Notes:

1. Data provided on twelve months to 31 March basis.
2. Unit cost variations based upon Appendix A6.1 data for both BlueScope HRC mills.

In 2011/12, BlueScope has experienced an increase in unit cost-to-make-and-sell ("CTM&S") exceeding 10 per cent. This cost increase has been "normalised" to exclude the fixed costs associated with the reduction in production capacity (closure of #6 blast furnace, Westernport HSM and associated plant and equipment) for export-destined HRC.

Index of price variations (based on A\$ per metric tonne)

Year	2008/09	2009/10	2010/11	2011/12
Index	100	76.50	79.26	77.42

Notes:

1. Data provided on a twelve months to 31 March basis.
2. Unit price variations based upon Appendix A6.1 data for both BlueScope HRC mills.

BlueScope's average selling price for locally produced HRC has declined in 2011/12 by two percentage points as average CTM&S HRC has increased by more than 10 per cent.

Index of profit variations (based on A\$ per metric tonne)

Year	2008/09	2009/10	2010/11	2011/12
Index	100	33.37	23.05	-31.42

Notes:

1. Data provided on a twelve months to 31 March basis.
2. Profit variations based upon aggregated Appendix A6.1 unit profit data.

BlueScope's unit profit per tonne on domestic HRC sales has declined sharply in 2011/12, after excluding write-downs associated with production capacity withdrawals associated with HRC exports.

Index of Profitability variations (based on unit profit as a % of unit selling price)

Year	2008/09	2009/10	2010/11	2011/12
Index	100	43.63	29.08	-40.58

Notes:

1. Data provided on a twelve months to 31 March basis.
2. Profitability variations based upon % return on sales.

BlueScope's return on sales in 2011/12 reflects the trend of unit profit per tonne, as BlueScope's margin has been eroded during this period as it responds to dumped import prices from the countries nominated in this application.

3. Complete appendix A7 (other economic factors).

Index of Revenue variations (\$)

Year	2008/09	2009/10	2010/11	2011/12
Index	100	64.44	71.06	60.57

Notes:

1. Data provided on a twelve months to 31 March basis.
2. Revenues sourced from Appendix A6.1 – sales revenues for like goods.

BlueScope's domestic HRC revenues have declined in 2011/12 by almost 10 per cent.

Index of Employment numbers (number)

Year	2008/09	2009/10	2010/11	2011/12
Index	100	91.9	87.6	64.2

Notes:

1. Data provided on a calendar year basis.
2. Employment numbers sourced from Appendix A7.
3. The Westernport Hot Strip Mill was closed in 2011/12

BlueScope's employment numbers directly involved in the manufacture of the GUC have declined by 36 per cent since 2008.

Index of Capacity Utilisation (metric tonnes per annum)

Year	2008/09	2009/10	2010/11	2011/12
Index	100	84.8	102.5	100.6

Notes:

1. Data provided on a twelve month to 31 March basis.
2. Production data for both domestic and export, sourced from Appendix A7.

BlueScope has reflected actual production (domestic and export) for like goods in the above table, that also takes account of a reduction in installed capacity during 2011/12.

Index of Return On Investment (return on assets employed)

Year	2008/09	2009/10	2010/11	2011/12
Index - PKSW	100	25.0	-5.0	-16.7
Index- Western Port	100	-133.3	183.0	0

Notes:

1. Data provided on a twelve month to 31 March basis.
2. Return on investment for each HRC production facility operated by BlueScope – Port Kembla Steel Works and Western Port.

BlueScope has experienced a reduction in return on investment at both its HRC production facilities in 2011/12.

A-9 Link between injury and dumped imports.

To establish grounds to initiate an investigation there must be evidence of a relationship between the injury and the alleged dumping. This section provides for an applicant to analyse the data provided in the application to establish this link. It is not necessary that injury be shown for each economic indicator.

1. Identify from the data at appendix A2 (Australian market) the influence of the volume of dumped imports on your quarterly sales volume and market share.

In 2008/09 BlueScope held approximately 78.0 per cent of the Australian HRC market. The dumped HRC exports from Taiwan, Korea, Japan and Malaysia held 12.1 per cent of the Australian market. The balance of the market was held by exports from China, New Zealand and other minor exporting countries.

The HRC market contracted in 2009/10, with all suppliers experiencing reduced demand (of levels up to 20 per cent).

The Australian HRC market recovered in 2010/11, with BlueScope's sales recovering 7 per cent on 2009/10 volumes, although some 10 per cent below 2008/09 sales volumes. BlueScope's market share in 2009/10 was 76.8 per cent – down on 2008/09 levels. Exports from the nominated countries increased 59 per cent during 2010/11 – and were 35 per cent above 2008/09 levels. The dumped exports held 17.7 per cent of the Australian HRC market in 2010/11 – an increase of 5.6 per cent over 2008/09.

In 2011/12, BlueScope's sales volumes declined by approximately 13 per cent. However, BlueScope's sales volume in 2011/12 was 21 per cent below 2008/09 levels, whereas the 2011/12 export volumes from Taiwan, Korea, Japan and Malaysia were 5.0 per cent above 2008/09 levels.

Due to the contraction of the size of the Australian HRC market in 2011/12, BlueScope's market share had improved slightly above the level of 2010/11, with the dumped exports accounting for 16.3 per cent (up from 12.1 per cent in 2008/09).

2. Use the data at appendix A2 (Australian market) to show the influence of the price of dumped imports on your quarterly prices, profits and profitability provided at appendix A6.1 (costs to make and sell). If appropriate, refer to any price undercutting and price depression evident in the market.

BlueScope has outlined at A-9.1 above that it has lost overall sales volumes since 2008/09, whereas the allegedly dumped exports from Taiwan, Korea, Japan and Malaysia have, in aggregate, increased overall since that year by 4 per cent, with a significant growth in the dumped imports evident in 2010/11.

BlueScope has sought to hold market share where possible and meet import parity offers of competitive HRC imports (from the nominated countries). The impact of meeting import offers for dumped HRC from Taiwan, Korea, Japan and Malaysia has contributed to BlueScope experiencing further price depression in 2011/12 (following from a slight price recovery in 2010/11).

BlueScope has responded to import offers for HRC at prices that initially undercut BlueScope's selling prices. However, as BlueScope's objective was to maintain sales volumes and market share, it reduced its net selling prices to the levels of the competitive offers to retain business.

An analysis of BlueScope's summary of HRC competitive offers (refer Confidential Attachment A-9.2.1 - [REDACTED] (product description) confirms that the competitive offers for imported HRC from Taiwan and Korea were generally priced at the same level as BlueScope's net

selling price (for base grade HRC). BlueScope's net selling price is determined following customer negotiations and is therefore reflective of the competitive price offers that were available for supply in the nominated month.

BlueScope has included details of negotiations for HRC supply with a customer for the April to June 2011 quarter and subsequent, confirming BlueScope reduced prices in response to imported HRC (Refer Confidential Attachment A-9.2.2).

A segment of the HRC market that BlueScope has responded to dumped pricing is the local pipe and tube market. BlueScope understands that the two Japanese HRC suppliers – JFE and NSC – have supplied HRC to the Australian pipe and tube manufacturers during 2011/12. BlueScope has reduced its net selling price to customers in this market segment to maintain sales volumes and market share. In the July to December 2011 period, import offers of Japanese HRC at the FIS level were approximately US\$150 per metric tonne below BlueScope's benchmark price for 2.95 x 1200 product (i.e. price undercutting of 16 per cent).

BlueScope has also experienced price undercutting in the distributor segment of the HRC market. Price offers for imports at levels up to 20 per cent have necessitated BlueScope to reduce its selling price through the provision of discounts. Please refer to Confidential Attachment A-9.2.3 for supporting evidence of price reductions at certain BlueScope distributors to compete with the dumped imports.

The impact of the price undercutting by exporters in Taiwan, Korea, Japan and Malaysia has necessitated that BlueScope respond with price reductions (i.e. price depression) to maintain sales volumes and market share, thereby resulting a diminution of profit and profitability.

BlueScope considers the evidence included with this application supports a strong correlation of dumped import volumes from Taiwan, Korea, Japan and Malaysia and a deterioration of BlueScope's selling price, and erosion of profit and profitability.

3. **Compare the data at appendix A2 (Australian market) to identify the influence of dumped imports on your quarterly costs to make and sell at appendix A6.1 (for example refer to changes in unit fixed costs or the ability to raise prices in response to material cost increases).**

Section A-8.2 above demonstrates that BlueScope incurred cost increases in its CTM&S HRC during 2011/12. Cost increases in HRC production and selling expenses exceeded 10 per cent in 2011/12, as prices retreated by 2 per cent.

The price suppression experienced by BlueScope in 2011/12 has been as a consequence of increased costs to make and sell HRC coinciding with declining prices. This erosion of BlueScope's margin has led to a deterioration in profits and profitability for the HRC business. The margin erosion can be directly linked to BlueScope responding to pricing offers for dumped imports from Taiwan, Korea, Japan and Malaysia – as supported in evidence supplied at Confidential Attachments A-9.2.1 and A-9.2.2.

BlueScope anticipates that it will experience further price suppression as offers for imported HRC from the nominated countries continue to undercut BlueScope's selling price and exporters seek to increase supply to the Australian market, due to lack lustre demand in home markets.

4. **The quantity and prices of dumped imported goods may affect various economic factors relevant to an Australian industry. These include, amongst other things, the return on investment in an industry, cash flow, the number of persons employed and their wages, the ability to raise capital, and the level of investment in the industry. Describe, as appropriate, the effect of dumped imports on these factors and where applicable use references to the data you have provided at appendix A7 (other economic factors). If factors other than those listed at appendix A7 (other economic factors) are relevant, include discussion of those in response to this question.**

The impact of the dumped HRC exports from Taiwan, Korea, Japan and Malaysia is evident in a

number of other injury indicators that reflect BlueScope's performance in 2011/12. The financial data included in this application demonstrates that BlueScope has also experienced injury in each of the following forms:

- Reduced revenues;
- Reduced employment;
- Reduced wages expense; and
- Reduction in return on investment.

The decline in return on investment has also affected the attractiveness of the HRC business for re-investment and has hindered the business' ability to attract capital for re-investment.

BlueScope has included information in Confidential Appendix A7 in support of each of the above indicators. BlueScope also highlights that the declining prices for the GUC has also eroded the premium that existed for local supply. BlueScope is concerned that in the absence of anti-dumping measures it will be required to further respond to the dumped imports, resulting in further deteriorations of its profit and profitability, and further reductions in relation to the economic factors listed above.

5. Describe how the injury factors caused by dumping and suffered by the Australian Industry are considered to be 'material'.

BlueScope's HRC operations involve capital-intensive investments of approximately [REDACTED] that require ongoing sustenance capital for maintenance and livelihood. In 2011/12, BlueScope's profit on domestic HRC sales was [REDACTED] (after removal of abnormal fixed cost expenses associated with production capacity reduction), a dramatic deterioration from the [REDACTED] profit in 2010/11.

It is BlueScope's assessment that the reductions in Free-into-Store ("FIS") prices of competitive offers of the dumped exports from Taiwan, Korea, Japan and Malaysia have contributed to the deterioration of BlueScope's domestic HRC profit in a material manner (i.e. resulting in negative profit on a [REDACTED] turnover business during 2011/12).

The significance of a negative return on a capital-intensive business of this nature is dramatic – in the absence of measures to correct the unfair trading practices, decisions reflecting the future viability of local HRC production arise.

It is therefore evident that the reduction in BlueScope's sales revenues, profit and profitability and return on sales in 2011/12 has been material.

6. Discuss factors other than dumped imports that may have caused injury to the Industry. This may be relevant to the application in that an Industry weakened by other events may be more susceptible to injury from dumping.

BlueScope is both a domestic supplier of HRC and an exporter of HRC into the South East Asia region. BlueScope's sales into Asia have been impacted by increased competition in South East Asian markets. BlueScope has undertaken a review of its export operations is scaling back sales to export markets and has closed one blast furnace and one Hot Strip Mill and the associated plant and equipment in October 2011.

BlueScope's Appendix A6.1 data, however, reflects the performance of its production and supply for the domestic HRC market (Appendix A6.2 data for exports has also been included with this application).

It is evident from the Australian market data at Section A-5 above that there has been an overall reduction in demand in the Australian market for HRC. A reduction would be expected to impact all market participants. However, HRC exports from Taiwan and Korea increased in 2011/12 (by 8 and 4 per cent respectively) – in contrast to the almost 13 per cent reduction in sales experienced by BlueScope.

The contraction of the Australian market increases the susceptibility of the local producers to the impact of dumped prices for imported goods. It is BlueScope's view that the consequence of the dumping has a greater impact during a downturn in demand, than it does in an expanding market. BlueScope submits that it has been more susceptible to the injurious impacts of dumping from Taiwan, Korea, Japan and Malaysia in 2011/12 than was apparent in 2010/11.

BlueScope has also examined the impact of the rising Australian dollar in 2011/12 on the dumping margins for the nominated countries. It is BlueScope's estimation that the exchange rate impact is likely to represent up to approximately 2 per cent of dumping margins as calculated in this application – however, it must be recalled that BlueScope has determined dumping margins for "base product" only (i.e. adjustments for "extras" are not included in normal values, which result in a positive adjustment, and therefore higher dumping margins).

BlueScope does not consider that the exchange rate impacts of an increasing Australian dollar materially alter the *prima facie* dumping margins determined herein.

7. **This question is not mandatory, but may support your application. Where trends are evident in your estimate of the volume and prices of dumped imports, forecast their impact on your industry's economic condition. Use the data at appendix A2 (Australian market), appendix A6 (cost to make and sell), and appendix A7 (other economic factors) to support your analysis.**

BlueScope is a large integrated flat steel manufacturer in Australia that adds value to its hot-rolled coil production in many key downstream manufacturing activities in the Australian mining, automotive, steel fabrication and general industrial segments of the Australian economy.

BlueScope is also recognised as a reliable supplier of quality HRC products in Australia and on export markets. BlueScope's HRC products process is capital intensive (exceeding [REDACTED] investment) and directly employed more than 400 personnel in 2011.

The dumped HRC exports from Taiwan, Korea, Japan and Malaysia have increased from 2008/09 (12.1 per cent market share) to 2011/12 (16.3 per cent). Despite contractions in the size of the Australian HRC market, the dumped exports have increased market share, displacing the share held by imports from other source countries at prices that undercut all industry participants.

BlueScope has responded to the price offers for the dumped exports to maintain market share and reduced prices by more than an average 3-5 per cent in 2011/12. Price reductions have coincided with increasing costs of production and supply, thereby resulting in deteriorations in profit and profitability during 2011/12.

The reduced profits in BlueScope's domestic business have also impeded its return on sales, and its ability to re-invest in domestic HRC production. Forced reductions in direct employment personnel in HRC production is evident in 2011/12; along with a reduction in domestic sales revenue.

BlueScope can compete with fairly traded imports and operate profitably. However, BlueScope cannot continue to match price offers for dumped exports into Australia as it seeks to hold market share (and, importantly, production volumes).

It is anticipated that in the absence of anti-dumping and countervailing measures, the injurious exports will continue to cause and threaten material injury to the Australian industry. Further reductions in sales volumes and market share, and profits and profitability will likely occur unless remedial action is implemented quickly. BlueScope therefore requests that Customs and Border Protection commence a formal investigation into the allegations contained in this application and that provisional measures be applied at the earliest opportunity from Day 60 following commencement of an investigation, to ensure that the injurious affects of material injury identified in this application does not continue.

PART B

DUMPING

IMPORTANT

All questions in Part B should be answered even if the answer is 'Not applicable' or 'None' unless the application is for countervailing duty only: refer Part B1. If the Australian industry comprises more than one company/enterprise, Part B need only be completed once.

For advice about completing this part please contact the Customs Dumping Liaison Unit on:

☎ (02) 6275-8066 Fax (02) 6275-8990

B-1 Source of exports.**1. Identify the country(ies) of export of the dumped goods.**

The countries of export of the goods the subject of this application are The Republic of Korea, Taiwan, Japan and Malaysia.

2. Identify whether each country is also the country of origin of the imported goods. If not, provide details.

BlueScope understands that the country of export of the GUC is also the country of origin of the imported goods.

3. If the source of the exports is a non market economy, or an 'economy in transition' refer to Part C.4 and Part C.5 of the application.

Korea, Taiwan, Japan and Malaysia are not considered 'non-market economies' or 'economies-in-transition' countries under Australia's Anti-Dumping and Countervailing provisions.

4. Where possible, provide the names, addresses and contact details of:

- **Producers / exporters to Australia; and**

BlueScope understands the following nominated companies are producers / exporters of the GUC to Australia:

Korea

- (i) Hyundai Steel Company
231, Yangjae-dong, Seocho-gu,
Seoul, 137-938 Korea
Tel: +82 2 3464 6114
Fax: +82 2 3464 6100
Web: <http://www.hyundai-steel.com>
- (ii) Dongbu Steel
Dongbu Financial Center,
891-10 Daechi-dong, Gangnam-gu,
Seoul, 135-523 Korea
Tel: +82 2 3450 8114
Web: www.edongbusteel.com
- (iii) Posco Steel
POSCO Center
892, Daechi-4-dong,
Gangnam-gu, Seoul
135-777, Korea
Tel: +82 2 3457 0114
Fax: +82 2 3457 6000
Web: www.posco.com

Taiwan

- (i) China Steel Corp (CSC)
1 Chung Kang Road, Siaogang District,
Kaohsiung City 81233, Taiwan, ROC
Tel: +886-7-8021111
Fax: +886-7-8022511
Web: www.csc.com.tw
- (ii) Shang Shing Steel Industrial Co., Ltd
19, Zhugong 2nd Lane., Renwu Dist.,
Kaohsiung City 81448, Taiwan, ROC
Tel: +886-7-3711845
Fax: +886-7-3710002
Web: <http://www.sssteel.com.tw/>
- (i) Chung Hung Steel
317, Yu Liao Road, Chiao Tou District,
Kaohsiung City 82544, Taiwan, R.O.C.
Tel : +886-7-6117171
Fax : +886-7-6110594
Web : <http://www.chsteel.com.tw>

Japan

- I. JFE Steel Corporation
Head Office: 2-2-3 Uchisaiwaicho,
Chiyoda-ku, Tokyo
Tel: +81-3-3597-3111
Web: www.jfe-steel.co.jp
- II. Nippon Steel Corporation (NSC)
6-1, Marunouchi 2-chome,
Chiyoda-ku, Tokyo 100-8071, Japan
Tel: +81-3-6867-4111
Web: www.nsc.co.jp

Malaysia

Megasteel SDN BHD
Wisma Lion, Lot 2319
Kawasan Perindustrian Olak Lempit,
Mukim Tanjung 42700 Banting, Selangor Darul Ehsan
Malaysia
Tel: +603-3182 2000
Fax: +603-3182 2211
Web: www.lion.com.my/WebOper/Steel/Megasteel.nsf/Home

Importers in Australia.

The following companies are understood to be importers of HRC steel into Australia from the nominated exporting countries:

Stemcor Australia Pty Ltd
Level 13, 15 Blue Street
North Sydney NSW 2060
Phone - 02-9458 8513
Fax - 02-9925 0844
Web Site <http://www.stemcor.com/australasia.aspx>

Amity Pacific
PO Box 1015, Suite 301, 270 Pacific Highway
Crows Nest, NSW 1585
Australia
Phone: +61 (2) 9439 1300
Fax: +61 (2) 9439 1344
Web Site www.amitypacific.com.au

Wright Steel Sales Pty Ltd
Suite 201, 254 Bay Road
Sandringham Vic 3191
Phone - 03-9598 0050
Fax - 03-9597 0050

CMC (Australasia) Pty Ltd
Level 6 697 Bourke Road
Camberwell Vic 3124
Phone - 03-9805 0400
Fax - 03-9805 0455
Web Site www.cmcaustralia.com

Toyota Tsusho (Australasia) Pty Ltd
231-233 Boundary Road
Laverton North Vic 3026
Phone - 03-9931 3012
Fax - 03-9369 9921

Sanwa Pty Ltd
Suite 201, 2nd Floor
100 New South Head Road
Edgecliff NSW 2027 Australia
Phone 61 2 9362 4088
Fax: 61 2 9362 3622
Web Site www.sanwa.com.au

GS Global Pty Ltd
Level 3, 100 Miller St.
North Sydney NSW
Phone - 02-9492 4513
Fax - 02-9954 0919

SK Global Australia Pty Ltd
Level 31 City Group Centre
2 Park St Sydney 2000 NSW
New South Wales
Phone: 61 2 9265 1800
Fax: 61 2 9265 1888

Selection Steel
64-66 Ventura Place,
Dandenong South Victoria 3175
Phone: 61 3 9799 6111
Fax: 61 3 9799 6444
Web: www.selection.com.au

Vulcan Steel Pty Ltd
72-86 Nathan Rd,
Dandenong, VIC, 3175
Phone: 61 03 8792 9600:
Fax: 61 03 8792 9666

Croft Steel Pty Ltd
1/26 Newhealth Drive
Arundel, QLD. 4211
Phone – 07-5500 0260
Fax – 07- 5500 0960

5. If the import volume from each nominated country at Appendix A.2 (Australian Market) does not exceed 3% of all imports of the product into Australia refer to Part C.6 of the application.

Certain Australian Bureau of Statistics ("ABS") import data for HRC steel classified to 7208 and 7211 are the subject of suppression orders. As such, import data from each of the countries nominated in this application are not fully available from ABS.

BlueScope has obtained export data from ISSB¹, a reputable European agency that specialises in the supply of import and export trade data. BlueScope has identified the following volumes of the Goods exported to Australia from 2008/9 to 2011/12 (inclusive), using the ISSB data.

Table B-1.5 – Total Export Tonnes of Hot Rolled steel to Australia (for years ending March)

Country	2008/09	2009/10	2010/11	2011/12	As % of Total Imports in 2011/12
Korea	16828	24707	24091	25101	16.0%
Taiwan	24060	35464	61944	67043	42.9%
Japan	63614	29363	63743	24970	16.0%
Malaysia	11265	8886	6508	4285	2.7%
Other	95710	48183	48274	35046	22.4%
Total	211477	146603	204560	156445	100%

Notes:

1. Source: ISSB.
2. Malaysia data does not include Feb & Mar 2012; Taiwan data does not include Mar 2012.

As the available ABS data for imported HRC steel is not complete, BlueScope has relied upon published export data for determining the import shares held by exporting countries (export data to Australia will only be slightly different to import data, due to timing differences). Each of the exporting countries named in this application – Taiwan, Korea, and Japan – each have exported volumes that exceed the 3 per cent negligible volume levels in 2011/12. The volumes imported from Malaysia are anticipated to exceed the 3 per cent threshold once all import data for this source is available.

6. In the case of an application for countervailing measures against exports from a developing country, if the import volume from each nominated country at Appendix A.2

¹ ISSB Ltd. Is a European company involved in the publication of reports covering UK, European and Global trade in steel and raw materials. The following extract has been obtained from ISSB's website www.issb.co.uk

"The company also maintains a database of the imports and exports of steel and steelmaking raw materials for more than 50 major steel producing nations, collectively accounting for 97% of global steel output. This high level of coverage also allows an accurate assessment of the trade flows for those countries where national trade data is not readily available and enables ISSB Ltd. to map the worlds movements of steel and steelmaking raw materials.

ISSB holds trade data at 6-digit HS tariff code level (and to 8-digit level for EU countries) and can analyse the international movements of steel and steelmaking raw materials using any combination of tariffs and any combination of countries."

(Australian Market) does not exceed 4% of all imports of the product into Australia refer to Part C.6 of the application.

This application does not involve an application for countervailing measures.

B-2 Export price

1. **Indicate the FOB export price(s) of the imported goods. Where there are different grades, levels of trade, models or types involved, an export price should be supplied for each.**

As indicated above, ABS import data by country for the goods the subject of this application is not available due to suppression orders on certain imports of HRC steel.

BlueScope has included FOB values for the imported goods in Confidential Appendix A2 sourced from ISSB. An average FOB price for HRC imported from the nominated countries has been calculated from the identified Tariff Sub-heading categories for the GUC.

BlueScope has used the ISSB FOB prices for each country (i.e. Taiwan, Korea, Japan and Malaysia) as the basis for determining *prima facie* dumping margins from each of the nominated countries.

2. **Specify the terms and conditions of the sale, where known.**

The ISSB export prices are understood to be determined at the Free-on-Board ("FOB") point in the country of export. Details of FOB export prices for Taiwan, Korea, Japan and Malaysia are included in Confidential Attachment B-2.3 (provided in soft copy).

3. **If you consider published export prices are inadequate, or do not appropriately reflect actual prices, please calculate a deductive export price for the goods. Appendix B1 (Deductive Export Price) can be used to assist your estimation.**

As indicated above, BlueScope considers the published ISSB export volumes and pricing information for HRC exports from the countries included in this application to be reliable and, therefore, has not utilised deductive export prices for calculating *prima facie* dumping margins.

It should be noted that consistent with the negotiation process common in the steel industry, the price of steel imports to the Australian market is negotiated approximately 8 to 12 weeks in advance of delivery. Prices quoted to domestic customers by importers are in Australian dollars, but reflect a US dollar price hedged at the Australian dollar exchange rate on the day of offer. The final reported Customs value for the import shipment reflects the agreed US dollar price, converted into Australian dollar at the prevailing exchange rate. The price paid by the domestic customer of the importer reflects the originally negotiated Australian dollar offer, which is not further impacted by exchange rate movements.

4. **It is important that the application be supported by evidence to show how export price(s) have been calculated or estimated. The evidence should identify the source(s) of data.**

As BlueScope has not relied upon deductive export prices for calculating *prima facie* dumping margins, this question is not applicable.

B-3 Selling price (normal value) in the exporter's domestic market.

1. **State the selling price for each grade, model or type of like goods sold by the exporter, or other sellers, on the domestic market of the country of export.**

BlueScope has obtained domestic selling prices for HRC steel sold in Taiwan, Korea and Japan. Domestic prices for HRC steel sold in Malaysia are not readily available across the four quarters of 2011. BlueScope has constructed a domestic selling price for HRC sold in Malaysia – refer to B-4 below. The domestic prices obtained are for HRC of a width equal to, or greater than, 600mm.

Domestic selling prices relied upon for prima facie normal value purposes are summarised in Table B-3.1 below.

Table B-3.1 – Prima facie normal values for HRC steel (A\$/MT)

Country	Jan-Mar 2011	Apr-Jun 2011	Jul-Sep 2011	Oct-Dec 2011	Jan-Feb 2012
Taiwan	807	900	847	852	782
Korea	803	877	933	911	890
Japan	839	817	819	809	697
Malaysia	839	888	819	864	750

Notes:

1. Taiwanese HRC prices sourced from Taiwan Steel and Iron Industries Association, converted to A\$/MT using BlueScope corporate rate for relevant month.
2. Korean HRC prices sourced [REDACTED] (sources) and reflects prevailing Posco Domestic Price, converted to A\$/MT.
3. Japanese HRC prices sourced from Tokyo Steel Domestic Prices, converted to A\$/MT.
4. Malaysian HRC price is a constructed selling price, excluding profit.

The domestic prices obtained for Taiwan, Korea and Japan are based upon HRC of equal to or greater than 600 mm in width and are considered reliable. The domestic prices are also for the "base product" HRC and does not reflect costs for 'extras' such as thickness and pickling. The domestic prices for Taiwan and Korea are understood to be exclusive of domestic freight (i.e. are ex-factory prices). The domestic prices for HRC sold in Japan are FIS prices.

2. **Specify the terms and conditions of the sale, where known.**

BlueScope understands that the domestic prices for HRC sold in Taiwan, Korea and Japan are ex-factory prices (i.e. exclusive of domestic freight charges).

3. **Provide supporting documentary evidence.**

Copies of domestic price information and sources for this information for each of Taiwan, Korea and Japan are included at Confidential Attachment B-3.3 (including correspondence between BlueScope and party providing information).

4. **List the names and contact details of other known sellers of like goods in the domestic market of the exporting country.**

BlueScope has identified the exporters and sellers of HRC produced in each of the nominated countries at Section B-1.4 above.

B-4 Estimate of normal value using another method.

1. **Indicate the normal value of the like goods in the country of export using another method (If applicable, use appendix B2 Constructed Normal Value).**

Domestic prices for HRC sold in Malaysia are not available from published newsletters or websites. BlueScope [REDACTED] (sources) for assistance in obtaining a domestic HRC price in Malaysia. Malaysian HRC prices during 2011 could not be obtained.

As an alternative, BlueScope has utilised the Malaysian cold rolled price (sourced in Malaysia) as the basis for constructing a Malaysian HRC price. Deducted from the cold rolled coil price is the manufacturing conversion cost of converting HRC to cold rolled steel, using the BlueScope Westernport conversion cost as this is a similar facility to Megasteel in Malaysia, with labour adjusted downwards, and an upward adjustment for higher energy charges in Malaysia. An S,G&A amount has been applied based upon available published data for HRC producers in Korea.

The result is a Malaysian base domestic HRC price, excluding profit.

2. **Provide supporting documentary evidence.**

Supporting documentary evidence for HRC prices in Malaysia are included at Confidential Attachment B-4.2.

B-5 Adjustments.

1. **Provide details of any known differences between the export price and the normal value. Include supporting information, including the basis of estimates.**

Domestic prices for HRC sold in Taiwan and Korea are understood by BlueScope to be at the ex-factory level. Export prices sourced from ISSB are at the FOB level. The FOB export prices are therefore likely to include domestic inland freight in the country of export. BlueScope does not have access to inland freight charges from the manufacturer in the exporting country to place of export.

Normal values for HRC in Taiwan and Korea therefore require an uplift to take account of the inland freight included in ISSB export prices (at FOB point). The uplift to normal values for Taiwan and Korea will result in greater dumping margins than determined at Section B-6 below. In the absence of actual inland freight charges in the exporting country, BlueScope has not adjusted normal values to reflect the relevant charge.

Domestic selling prices for HRC sold in Japan reflect Free-into-Store ("FIS") prices (i.e. inclusive of domestic freight). As the ISSB export prices for Japan also include domestic inland freight, it is considered that no adjustment to the Japanese *prima facie* normal value is required.

2. **State the amount of adjustment required for each and apply the adjustments to the domestic prices to calculate normal values. Include supporting information, including the basis of estimates.**

Please refer to response to B-5.2 above.

B-6 Dumping margin.

1. Subtract the export price from the normal value for each grade, model or type of the goods (after adjusting for any differences affecting price comparability).

BlueScope has calculated dumping margins for HRC steel exported from Taiwan, Korea, Japan and Malaysia using *prima facie* normal value information and average monthly ISSB export data for each country.

The *prima facie* normal values are based on domestic selling prices for HRC in > 600mm widths.

Dumping margins for HRC exported from Taiwan, Korea, Japan and Malaysia to Australia in 2011 and first quarter 2012 (on a quarterly basis) are included in Table B-6.1 below.

Table B-6.1 – Prima facie dumping margins for HRC exported to Australia

	Jan-Mar 2011	Apr-Jun 2011	Jul-Sep 2011	Oct-Dec 2011	Jan-Mar 2012
Taiwan					
Normal value A\$/MT	807	900	847	852	782
Export price A\$/MT	671	678	734	737	676
Dumping Margin A\$	136	222	113	115	106
% of Export price	20.3	32.7	15.4	15.6	15.7
Korea					
Normal Value A\$/MT	803	877	933	911	890
Export price A\$/MT	735	762	763	799	784
Dumping Margin A\$	68	115	170	112	106
% of Export price	9.3	15.1	22.3	14.0	13.5
Japan					
Normal Value A\$/MT	839	817	819	809	697
Export Price A\$/MT	706	825	740	802	714
Dumping Margin A\$	133	-8	79	7	-17
% of Export Price	18.8	-1.0	10.7	0.9	-2.3
Malaysia					
Normal Value A\$/MT	839	888	819	864	750
Export Price A\$/MT	709	744	762	785	814
Dumping Margin A\$	130	144	57	37	-64
% of Export Price	18.3	19.4	7.5	10.1	-7.9

Notes:

1. Normal values based upon domestic selling prices in country of export, converted to Australian dollars – see Section B-3.1 above.

2. Show dumping margins as a percentage of the export price.

The weighted-average *prima facie*² dumping margins for the twelve months to March 2011 for HRC steel exported from Taiwan, Korea, Japan and Malaysia as a percentage of export price have been determined as follows:

- Taiwan – 19.95 per cent.
- Korea – 20.46 per cent.
- Japan – 5.11 per cent.
- Malaysia – 7.5 per cent.

² Refer Confidential Attachment B-6.

PART C

SUPPLEMENTARY SECTION

IMPORTANT

Replies to questions in Part C are not mandatory in all instances, but may be essential for certain applications.

You should contact the Customs Dumping Liaison Unit before answering any question in this part.

☎ (02) 6275-6066 Fax (02) 6275-6890

C-1 Subsidy

1. Identify the subsidy paid in the country of export or origin. Provide supporting evidence including details of:
 - (i) the nature and title of the subsidy;
 - (ii) the government agency responsible for administering the subsidy;
 - (iii) the recipients of the subsidy; and
 - (iv) the amount of the subsidy.

This application for HRC steel exported from Taiwan, Korea, Japan and Malaysia is for anti-dumping measures, hence this question is not applicable.

C-2. Threat of material injury

Address this section if the application relies solely on threat of material injury (ie where material injury to an Australian industry is not yet evident).

1. Identify the change in circumstances that has created a situation where threat of material injury to an Australian industry from dumping/subsidisation is foreseeable and imminent, for example by having regard to:
 1. the rate of increase of dumped/subsidised imports;
 2. changes to the available capacity of the exporter(s);
 3. the prices of imports that will have a significant depressing or suppressing effect on domestic prices and lead to further imports;
 4. inventories of the product to be investigated; or
 5. any other relevant factor(s).

This application for anti-dumping measures against exports of HRC steel from Taiwan, Korea, Japan and Malaysia is not based upon a threat of material injury alone. BlueScope has detailed the material injury experienced from the allegedly dumped HRC exports to Australia during 2011/12. It is the applicant's position that in the absence of anti-dumping measures (to remedy the material injury caused by the dumped exports), it will experience further price depression and price suppression and be threatened with further material injury from the dumped exports.

2. If appropriate, include an analysis of trends (or a projection of trends) and market conditions illustrating that the threat is both foreseeable and imminent.

The erosion of BlueScope's margin (prices over costs) is likely to continue as HRC exports from Taiwan, Korea, Japan and Malaysia continue to undercut the Australian industry's selling prices. It is therefore likely that in the absence of anti-dumping measures further material injury from the dumped exports is likely to occur illustrating the threat of future material injury is both foreseeable and imminent.

C-3. Close processed agricultural goods

Where it is established that the like (processed) goods are closely related to the locally produced (unprocessed) raw agricultural goods, then – for the purposes of injury assessment – the producers of the raw agricultural goods may form part of the Australian industry. This section is to be completed only where processed agricultural goods are the subject of the application. **Applicants are advised to contact the Dumping Liaison Unit before completing this section ☎ (02) 6275-6066 Fax (02) 6275-6990.**

1. Fully describe the locally produced raw agricultural goods.

HRC steel is not a close processed agricultural good.

2. Provide details showing that the raw agricultural goods are devoted substantially or completely to the processed agricultural goods.

As indicated, HRC steel is not a close processed agricultural good hence this question does not apply.

3. Provide details showing that the processed agricultural goods are derived substantially or completely from the raw agricultural goods.

This question is not applicable.

4. Provide information to establish either:

- a close relationship between the price of the raw agricultural goods and the processed agricultural goods; or
- that the cost of the raw agricultural goods is a significant part of the production cost of the processed agricultural goods.

This question is not applicable.

C-4. Exports from a non-market economy

1. Provide evidence the country of export is a non-market economy. A non-market economy exists where the government has a monopoly, or a substantial monopoly, of trade in the country of export and determines (or substantially influences) the domestic price of like goods in that country.

Taiwan, Korea, Japan and Malaysia are not considered a "non-market economy" countries for the purposes of Australia's anti-dumping provisions.

2. Nominate a comparable market economy to establish selling prices.

This question is not applicable.

3. Explain the basis for selection of the comparable market economy country.

This question is not applicable.

4. Indicate the selling price (or the cost to make and sell) for each grade, model or type of the goods sold in the comparable market economy country. Provide supporting evidence.

This question is not applicable.

C-5 Exports from an 'economy in transition'

1. Provide information establishing that the country of export is an 'economy in transition'.

Taiwan, Korea, Japan, and Malaysia are not considered "economy in transition" countries for the purposes of Australia's anti-dumping provisions.

2. A price control situation exists where the price of the goods is controlled or substantially controlled by a government in the country of export. Provide evidence that a price control situation exists in the country of export in respect of like goods.

This question is not applicable.

3. Provide information (reasonably available to you) that raw material inputs used in manufacturing/producing the exported goods are supplied by an enterprise wholly owned by a government, at any level, of the country of export.

This question is not applicable.

4. Estimate a 'normal value' for the goods in the country of export for comparison with export price. Provide evidence to support your estimate.

This question is not applicable.

C-6 Aggregation of Volumes of dumped goods

Only answer this question if required by question B.1.5 of the application and action is sought against countries that individually account for less than 3% of total imports from all countries (or 4% in the case of subsidised goods from developing countries). To be included in an investigation, they must collectively account for more than 7% of the total (or 9% in the case of subsidised goods from developing countries).

	Quantity	%	Value	%
All imports into Australia		100%		100%
Total				

Imports of HRC steel imported from Taiwan, Korea, Japan and Malaysia during 2011/12 are individually understood to exceed negligible volumes (i.e. greater than 3 per cent) of total import volume for the period.

APPENDICES

Appendix A1	Australian Production
Appendix A2	Australian Market
Appendix A3	Sales Turnover
Appendix A4	Domestic Sales
Appendix A5	Sales of Other Production (<i>Not Applicable</i>)
Appendix A6.1	Cost to Make and Sell (& profit) Domestic Sales
Appendix A6.2	Cost to Make and Sell (& profit) Export Sales
Appendix A7	Other Injury Factors
Appendix A8	Authority to Deal With Representative

Non-Confidential Attachment A-3.1

Extract from Customs Tariff

**CUSTOMS TARIFF
SCHEDULE 3**

PUBLIC
FILE **39**

Section 15
Chapter 72/9

R.3

Reference Number	Statistical Code/Unit	Goods	Rate #
SUB-CHAPTER II			
IRON AND NON-ALLOY STEEL			
7206		IRON AND NON-ALLOY STEEL IN INGOTS OR OTHER PRIMARY FORMS (EXCLUDING IRON OF 7203):	
7206.10.00	04 t	- Ingots	Free
7206.90.00	05 t	- Other	5% DCS:Free
7207		SEMI-FINISHED PRODUCTS OF IRON OR NON-ALLOY STEEL:	
7207.1		- Containing by weight less than 0.25% of carbon:	
7207.11.00	06 t	-- Of rectangular (including square) cross-section, the width measuring less than twice the thickness	5% DCS:Free
7207.12.00	07 t	-- Other, of rectangular (other than square) cross-section	5% DCS:Free
7207.19.00	08 t	-- Other	5% DCS:Free
7207.20.00	09 t	- Containing by weight 0.25% or more of carbon	5% DCS:Free
7208		FLAT-ROLLED PRODUCTS OF IRON OR NON-ALLOY STEEL, OF A WIDTH OF 600 mm OR MORE, HOT-ROLLED, NOT CLAD, PLATED OR COATED:	
7208.10.00	31 t	- In coils, not further worked than hot-rolled, with patterns in relief	5% DCS:Free
7208.2		- Other, in coils, not further worked than hot-rolled, pickled:	
7208.25.00	32 t	-- Of a thickness of 4.75 mm or more	5% DCS:Free
7208.26.00	33 t	-- Of a thickness of 3 mm or more but less than 4.75 mm	5% DCS:Free
7208.27.00	34 t	-- Of a thickness of less than 3 mm	5% DCS:Free
7208.3		- Other, in coils, not further worked than hot-rolled:	
7208.36.00	35 t	-- Of a thickness exceeding 10 mm	5% DCS:Free
7208.37.00	36 t	-- Of a thickness of 4.75 mm or more but not exceeding 10 mm	5% DCS:Free

Unless otherwise indicated NZ, PG, FI, DC, LDC and SG rates are Free. 1/1/12
 Unless otherwise indicated general rate applies for CA.
 Unless indicated in Schedules 5, 6, 7 or 8 rates for US, Thai, Chilean and AANZ originating goods, respectively, are Free.
 DCS denotes the rate for countries and places listed in Part 4 of Schedule 1 to this Act.
 DCT denotes the rate for HK, KR, SG and TW.
 If no DCT rate shown, DCS rate applies. If no DCT or DCS rate shown, general rate applies.

CUSTOMS TARIFF
SCHEDULE 3Section 15
Chapter 72/10

Reference Number	Statistical Code/Unit	Goods	Rate #
7208.38.00	37 t	-- Of a thickness of 3 mm or more but less than 4.75 mm	5% DCS:Free
7208.39.00	38 t	-- Of a thickness of less than 3 mm	5% DCS:Free
7208.40.00	39 t	- Not in coils, not further worked than hot-rolled, with patterns in relief	5% DCS:Free
7208.5		- Other, not in coils, not further worked than hot-rolled:	
7208.51.00	40 t	-- Of a thickness exceeding 10 mm	5% DCS:Free
7208.52.00	41 t	-- Of a thickness of 4.75 mm or more but not exceeding 10 mm	5% DCS:Free
7208.53.00	42 t	-- Of a thickness of 3 mm or more but less than 4.75 mm	5% DCS:Free
7208.54.00	43 t	-- Of a thickness of less than 3 mm	5% DCS:Free
7208.90.00	30 t	- Other	5% DCS:4% DCT:5%
7209		FLAT-ROLLED PRODUCTS OF IRON OR NON-ALLOY STEEL, OF A WIDTH OF 600 mm OR MORE, COLD-ROLLED (COLD-REDUCED), NOT CLAD, PLATED OR COATED:	
7209.1		- In coils, not further worked than cold-rolled (cold-reduced):	
7209.15.00	33 t	-- Of a thickness of 3 mm or more	5% DCS:Free DCT:5%
7209.16.00	34 t	-- Of a thickness exceeding 1 mm but less than 3 mm	5% DCS:Free DCT:5%
7209.17.00	35 t	-- Of a thickness of 0.5 mm or more but not exceeding 1 mm	5% DCS:Free DCT:5%
7209.18.00	36 t	-- Of a thickness of less than 0.5 mm	5% DCS:Free DCT:5%

Unless otherwise indicated NZ, PG, FI, DC, LDC and SG rates are Free.

1/1/12

Unless otherwise indicated general rate applies for CA.

Unless indicated in Schedules 5, 6, 7 or 8 rates for US, Thai, Chilean and AANZ originating goods, respectively, are Free.

DCS denotes the rate for countries and places listed in Part 4 of Schedule 1 to this Act.

DCT denotes the rate for HK, KR, SG and TW.

If no DCT rate shown, DCS rate applies. If no DCT or DCS rate shown, general rate applies.

**CUSTOMS TARIFF
SCHEDULE 3**

**PUBLIC
FILE 37**

**Section 15
Chapter 72/11**

R.6

Reference Number	Statistical Code/Unit	Goods	Rate #
7209.2		- Not in coils, not further worked than cold-rolled (cold-reduced):	
7209.25.00	37 t	-- Of a thickness of 3 mm or more	5% DCS:Free DCT:5%
7209.26.00	38 t	-- Of a thickness exceeding 1 mm but less than 3 mm	5% DCS:Free DCT:5%
7209.27.00	39 t	-- Of a thickness of 0.5 mm or more but not exceeding 1 mm	5% DCS:Free DCT:5%
7209.28.00	40 t	-- Of a thickness of less than 0.5 mm	5% DCS:Free DCT:5%
7209.90.00	17 t	- Other	5% DCS:Free DCT:5%
7210		FLAT-ROLLED PRODUCTS OF IRON OR NON-ALLOY STEEL, OF A WIDTH OF 600 mm OR MORE, CLAD, PLATED OR COATED:	
7210.1		- Plated or coated with tin:	
7210.11.00	18 t	-- Of a thickness of 0.5 mm or more	Free
7210.12.00	19 t	-- Of a thickness of less than 0.5 mm	Free
7210.20.00	20 t	- Plated or coated with lead, including terne-plate	Free
★★ 7210.30.00		- Electrolytically plated or coated with zinc	5% DCS:Free DCT:5%
	50 t	<i>Of a thickness of less than 1.5 mm</i>	
	54 t	<i>Of a thickness of 1.5 mm or more</i>	
7210.4		- Otherwise plated or coated with zinc:	
7210.41.00	42 t	-- Corrugated	5% DCS:Free DCT:5%
7210.49.00		-- Other	5% DCS:Free DCT:5%
	55 t	<i>Of a thickness of less than 0.5 mm</i>	
	56 t	<i>Of a thickness of 0.5 mm or more but less than 1.5 mm</i>	
	57 t	<i>Of a thickness of 1.5 mm or more but less than 2.5 mm</i>	
	58 t	<i>Of a thickness of 2.5 mm or more</i>	

Unless otherwise indicated NZ, PG, FI, DC, LDC and SG rates are Free.

★★ S Operative 1/1/12

Unless otherwise indicated general rate applies for CA.

Unless indicated in Schedules 5, 6, 7 or 8 rates for US, Thal, Chilean and AANZ originating goods, respectively, are Free.

DCS denotes the rate for countries and places listed in Part 4 of Schedule 1 to this Act.

DCT denotes the rate for HK, KR, SG and TW.

If no DCT rate shown, DCS rate applies. If no DCT or DCS rate shown, general rate applies.

CUSTOMS TARIFF
SCHEDULE 3Section 15
Chapter 72/12

Reference Number	Statistical Code/Unit	Goods	Rate #
7210.50.00	05 t	- Plated or coated with chromium oxides or with chromium and chromium oxides	5% DCS:Free DCT:5%
7210.6		- Plated or coated with aluminium:	
7210.61.00		-- Plated or coated with aluminium-zinc alloys	5% DCS:Free DCT:5%
	60 t	<i>Of a thickness of less than 0.5 mm</i>	
	61 t	<i>Of a thickness of 0.5 mm or more but less than 1.5 mm</i>	
	62 t	<i>Of a thickness of 1.5 mm or more</i>	
7210.69.00	38 t	-- Other	5% DCS:Free DCT:5%
★★ 7210.70.00	66 t	- Painted, varnished or coated with plastics	5% DCS:Free DCT:5%
7210.90.00	14 t	- Other	5% DCS:Free DCT:5%
7211		FLAT-ROLLED PRODUCTS OF IRON OR NON-ALLOY STEEL, OF A WIDTH OF LESS THAN 600 mm, NOT CLAD, PLATED OR COATED:	
7211.1		- Not further worked than hot-rolled:	
7211.13.00	39 t	-- Rolled on four faces or in a closed box pass, of a width exceeding 150 mm and a thickness of not less than 4 mm, not in coils and without patterns in relief	5% DCS:Free
7211.14.00	40 t	-- Other, of a thickness of 4.75 mm or more	5% DCS:Free
7211.19.00	41 t	-- Other	5% DCS:Free

Unless otherwise indicated NZ, PG, FI, DC, LDC and SG rates are Free.

★★ S Operative 1/1/12

Unless otherwise indicated general rate applies for CA.

Unless indicated in Schedules 5, 6, 7 or 8 rates for US, Thai, Chilean and AANZ originating goods, respectively, are Free.

DCS denotes the rate for countries and places listed in Part 4 of Schedule 1 to this Act.

DCT denotes the rate for HK, KR, SG and TW.

If no DCT rate shown, DCS rate applies. If no DCT or DCS rate shown, general rate applies.

Non-Confidential Attachment A-3.3.1

Hot Rolled Steel General Information Brochure

Hot Rolled Steel

**HR
GI**

GENERAL INFORMATION

Revision 6, November 2003

This literature supersedes all previous issues

GENERAL DESCRIPTION

Hot rolled products are available in five product groups; Formable, Extra Formable, Structural, Carbon and Hardness. The product designations are based on those of the Australian Standard AS/NZS 1594:2002 and are shown on page 2.

SURFACE CHARACTERISTICS

The temperature at which hot-rolling is completed results in an oxidized strip surface. This oxide film is termed hot-mill scale.

Pickling removes the hot-mill scale. Pickled strip is generally supplied oiled to preserve this surface finish.

Skin-passing is a light cold rolling operation which suppresses the appearance of stretcher strain and minimizes coil break during uncoiling and subsequent processing. The surface texture and flatness are improved by skin passing.

AGEING

Non ageing, or stabilized, steels, do not experience yield point reappearance during storage. Stretcher strain markings do not develop in these steels during pressing or drawing.

STORAGE

The surface of pickled material is susceptible to atmospheric corrosion during storage. For this reason the normal supply condition is 'pickled and oiled', the thin layer of protective oil providing improved resistance to atmospheric corrosion.

When an oiled surface is not compatible with the customer's further processing requirements 'pickled and not oiled' may be supplied. In this case adherence to the following guidelines will minimize, but not prevent, the occurrence of surface corrosion:

- Packs must be kept dry;
- Packs must be stored under cover;
- The material should be used promptly after receipt;
- The material should not be stored as part coils after unpacking.

Where possible the guidelines for storage and use of 'pickled - not oiled' product should be used for 'pickled-oiled' to minimize the opportunity for surface corrosion.

EDGE CONDITION

Mill edge strip (ME) is supplied with the hot-rolled edge intact. The width tolerances for mill edge strip are quite broad.

Side trimmed or slit material should be specified if tighter width tolerances are required. Mill edge strip is not normally available in widths less than 650mm.

TOLERANCES

Width, length, and flatness tolerances are designated as Class A or Class B. These are abbreviated as AW, AL, and AF or BW, BL, and BF indicating compliance with the relevant class set out in Australian Standard AS1365. Class A tolerances are commercial tolerances and Class B are more stringent.

DATA SHEETS

These data sheets are a guide to the availability, performance and properties of the BlueScope Steel range of hot rolled products at the time of printing. However, product variables can change from time to time and doubts should be referred to the nearest BlueScope Steel Limited Sales Office.

BlueScope is a trade mark of BlueScope Steel Limited.

Please ensure you have the current data sheet for this product as displayed at www.bluescopesteel.com.au

BlueScope Steel Limited

BlueScope Steel Limited ABN 16 000 011 058
BlueScope Steel (AIS) Pty Ltd ABN 19 000 019 625

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**Hot Rolled
Steel****HR
GI****GENERAL INFORMATION Continued**

Revision 6, November 2003

This literature supersedes all previous issues

This table is an EXPLANATION of the DESIGNATION SYSTEM ONLY
It does not imply that all combinations are available
 Regularly available products are listed in the Data Sheets

GROUPS		CHARACTER POSITION				
	1	2	3	4	5	6
Formable Steels	Product Type	Steel Type	Degree of Formability	Condition		Surface Finish
	H - Hot rolled	A - Aluminium killed U - Unspecified	1 - Commercial 2 - Commercial Drawing 3 - Deep Drawing 4 - Extra deep drawing	S - Skin-passed	N - Non-ageing (Stabilized)	P - Pickled
	Example	H	U	1	S	P
Extra Formable Steels	Steel Type	Strength Minimum Yield Strength (MPa)				Surface Finish
	Xtraform	Numeral	Numeral	Numeral		P - Pickled
Example	XF	4	0	0		P
Structural Steels	Product Type	Steel Type	Strength Minimum Yield Strength (MPa)		Condition	Surface Finish
	H - Hot rolled	A - Aluminium killed W - Weather resistant U - Unspecified	Numeral	Numeral	S - Skin-passed	P - Pickled
	Example	H	U	3	0	0
Carbon Steels	Product Type	Steel Type	Unalloyed Carbon Steel		Carbon Indicator	
	H - Hot rolled	A - Aluminium killed K - Silicon / Aluminium killed	Numeral	Numeral	Numeral	Numeral
Example	H	A	1	0	1	0
Hardness	Product Type	Steel Type	Hardness Minimum Rockwell B			Surface Finish
	H - Hot rolled	A - Aluminium killed	Numeral	Numeral	T - Hardness achieved by temper rolling	P - Pickled
Example	H	A	7	0	T	P

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Hot rolled coil - <http://steelproducts.bluescope.com.au/home/steel-products/hot-rolled-coil>

Web Site Gallery

Hot rolled coil

Steel products

Hot rolled coil

Hot rolled products are available in five product groups

- Formable
- Extra Formable
- Structural
- Carbon Hardness

The product designations are based on those of the Australian Standard AS/NZS 1594:2002

The temperature at which hot-rolling is completed results in an oxidized strip surface. This oxide film is termed hot-mill scale.

Pickling removes the hot-mill scale. Pickled strip is generally supplied oiled to preserve this surface finish.

Skid passing is a light cold rolling operation which suppresses the appearance of stretcher strain and minimizes oil break during uncoiling and subsequent processing. The surface texture and flatness are improved by skid passing.

See individual product data sheets for more details about each product in the range or see our **Steel and Coil Product Guide**. To request a hard copy call Steel Direct on 1800 024 402

Watch our video to see how hot rolled coil is made

Hot Rolled Steel General Information Data Sheet (111 KB)

H4200 steel DataSheet (122 KB)

H4250 steel DataSheet (185 KB)

H4300 steel DataSheet (121 KB)

H4350 steel DataSheet (114 KB)

H4300-1 steel DataSheet (185 KB)

XTRAFORM 300 steel DataSheet (186 KB)

XTRAFORM 400 steel DataSheet (186 KB)

XTRAFORM 600 steel DataSheet (186 KB)

H41 steel DataSheet (185 KB)

BRIGHTFORM DataSheet (185 KB)

H43 steel DataSheet (185 KB)

H44HP steel DataSheet (185 KB)

H41000 steel DataSheet (185 KB)

H41010 steel DataSheet (184 KB)

H4701P steel DataSheet (181 KB)

H415 steel DataSheet (72 KB)

BlueScope Steel Sheet and coil product guide (1229 KB)

BlueScope Steel Product Dimensional Tolerance Handbook (1274 KB)

Technical Bulletin TB 20 - Weathering Resistant Steels (169 KB)

Technical Bulletin TB 25 - Vacuum Encapsulation (223 KB)

Common Technical Bulletin CTB 01 - General Information (138 KB)

Common Technical Bulletin CTB 09 - Contact With Unprotected Steel Supports (235 KB)

Common Technical Bulletin CTB 12 - Dimensional Tolerances (283 KB)

Forming Technical Bulletin FTB 00 - Roll Forming Steel Strip (882 KB)

Forming Technical Bulletin FTB 03 - Punching and Pressing Steel Sheet and Strip (392 KB)

Forming Technical Bulletin FTB 05 - Shaking and Sizing Steel Sheet and Strip (385 KB)

Forming Technical Bulletin FTB 08 - Spinning and Flattening Steel Sheet and Strip (383 KB)

Forming Technical Bulletin FTB 04 - Bending Steel Sheet and Strip Products (558 KB)

Forming Technical Bulletin FTB 01 - Lubrication of Steel Sheet and Strip for Forming (398 KB)

Forming Technical Bulletin FTB 07 - Press Forming Steel Sheet and Strip (389 KB)

Non-Confidential Attachment A-3.3.2

Hot Rolled Steel Product Brochure – HA1 Grade

Hot Rolled Formable HA1 steel

**HR
F**

Revision 7, November 2003

This literature supersedes all previous issues

GENERAL DESCRIPTION

HA1 - Hot-rolled commercial forming steel suitable for simple forming and bending operations.

TYPICAL USES

Shelving, brackets, guard rails and furniture.

AUSTRALIAN STANDARDS

AS/NZS 1594/2002

AS/NZS 1365/1996

GUARANTEED PROPERTIES OF STEEL BASE

MECHANICAL PROPERTIES	GUARANTEED	CHEMICAL PROPERTIES	GUARANTEED MAXIMUM %	TYPICAL %	
				≥ 0mm	≥ 0mm
Transverse tensile		Carbon (C)	0.13	0.04 - 0.07	0.08 - 0.12
Yield strength, MPa	-	Silicon (Si)	0.03	0.005 - 0.010	0.005 - 0.010
Tensile strength, MPa	-	Manganese (Mn)	0.50	0.20 - 0.30	0.35 - 0.50
		Phosphorus (P)	0.03	0.01 - 0.02	0.01 - 0.02
Elong on 80 mm, %	-	Sulphur (S)	0.03	0.01 - 0.02	0.01 - 0.02
		Aluminium (Al)	0.10	0.03 - 0.05	0.02 - 0.05
180° transverse bend (L axis)	1t	Titanium (Ti)	0.04	-	-
		Micro-alloy (Nb, V)	*	-	-
		Nitrogen (N)	-	0.001 - 0.005	0.001 - 0.004

Note: * (Nb) - 0.010% max, (V) - 0.010% max.

DIMENSIONAL CAPABILITIES

Preferred Thickness, mm	Width Range, mm									
	900	1000	1100	1200	1300	1400	1500	1600	1700	1800
13										
10										
8										
6										
5										
4.5										
4										
3.5										
3										
2.5										
2										
1.6										
1.5										

Note: Widths in the range 50 to 865mm are available by negotiation only.

* HA4N is not available pickled less than 2.00mm thickness.

These dimensions are a reflection of technical capability to produce. Supply conditions may be subject to dimensional restrictions and is subject to BlueScope Steel Sales and Marketing confirmation.

Key available black only available pickled

NORMAL/OPTIONAL SUPPLY CONDITIONS

	Normal	Optional#
Surface finish	As-rolled	Pickled & Oiled
Tolerance class		
Thickness	AT	-
Width	AW	ME
Length	AL	-
Flatness	AF	-
Oiling	Not oiled	Oiled
Branding	Not branded	-

Optional supply conditions may be subject to dimensional restrictions.

FABRICATING PERFORMANCE

Method	Rating
Bending	4
Drawing	3*
Pressing	3*
Roll-forming	4
Welding	5
Painting (Pretreatment)	5
Galvanizing	5

* Surface scale adversely affects die performance of this product, pickled recommended.

where 1 = limited to 5 = excellent, or NR = not recommended

Note: It is recommended that customers use product promptly to avoid the possibility of rusting during storage. Oiling improves corrosion resistance but oiled product should be used within three months.

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Hot Rolled Formable HA1 steel

**HR
F****Continued**

Revision 7, November 2003

This literature supersedes all previous issues

TYPICAL PROPERTY RANGES (FOR NORMAL SUPPLY PRODUCT)

Thickness mm	Yield Strength & Tensile Strength MPa																			
	210	220	230	240	250	260	270	280	290	300	310	320	330	340	350	360	370	380	390	400
< 1.9																				
≤ 3.0																				
≤ 8.0																				

Key yield strength tensile strength

Thickness mm	Total Elongation (%)																			
	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41
< 1.9																				
≤ 3.0																				
≤ 8.0																				

Note: Typical mechanical properties are based on aggregation of \bar{X} and 2SD performance.

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Non-Confidential Attachment A-3.3.3

Hot Rolled Steel Product Brochure – HA1S Grade

Hot Rolled Formable HA1S Steel

Revision 0, August 2009

HR
F

This literature supersedes all previous issues.

GENERAL DESCRIPTION

HA1S Steel, Skinpassed, Hot-rolled low carbon steel suitable for simple forming, bending and welding operations.

TYPICAL USES

Shelving, light structural members, tanks, distributor stock.

APPLICABLE STANDARDS

AS/NZS 1594:2002

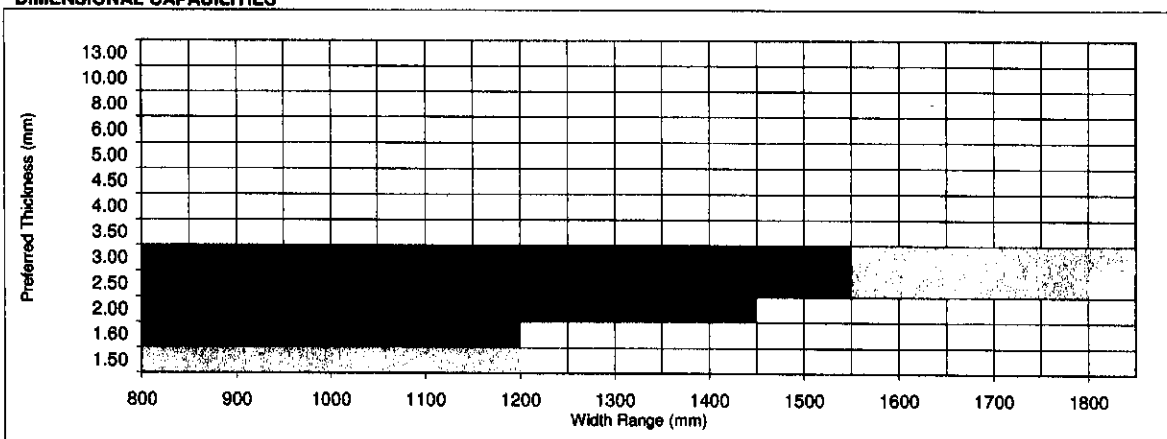
AS/NZS 1365:1996

PROPERTIES OF STEEL BASE

MECHANICAL PROPERTIES	GUARANTEED
Transverse Tensile	
Yield Strength (MPa)	-
Tensile Strength (MPa)	-
Elongation %	-
<= 3.0mm, 80mm GL	-
> 3.0mm, 80mm GL	-
>3.0mm, 200mm GL	-
180° Transverse Bend (L axis)	
<= 3.0 mm	1 t
> 3.0 mm	1 t

CHEMICAL PROPERTIES	GUARANTEED	TYPICAL
	Maximum	<1.9mm
Carbon - C	0.13	0.04-0.07
Phosphorus - P	0.04	0.01-0.02
Manganese - Mn	0.50	0.20-0.30
Silicon - Si	0.03	0.005-0.010
Sulphur - S	0.03	0.01-0.02
Aluminium Tot* - Al	0.10	0.03-0.05
Titanium - Ti	0.04	-
Nb + V	0.03	0.003-0.006
Nitrogen - N	-	0.001-0.005
Nb + V + Ti	-	-
Niobium - Nb	-	-
Vanadium - V	-	-
Boron Total - B	-	-

Note: * (Nb) - 0.010% max, (V) - 0.010% max

DIMENSIONAL CAPABILITIES

Note: Widths in the range 50 to 865mm are available by negotiation only

Key

Available stock only

These dimensions are a reflection of technical capability to produce. Supply conditions may be subject to dimensional restrictions and is subject to BlueScope Steel Sales and Marketing confirmation.

NORMAL/OPTIONAL SUPPLY CONDITIONS

	Normal	Optional#
Surface Finish	As-Rolled Skin-passed	Pickled & Oiled Pickled Not Oiled
Edge Condition	Mill Edge	Trimmed Edge
Tolerance Class		
- Thickness	AT	-
- Width	AW	-
- Length	AL	-
- Flatness	AF	-
Oiling	Not Oiled	Oiled
Branding	Not Branded	-

Optional supply conditions may be subject to dimensional restrictions

FABRICATING PERFORMANCE

Method	Rating
Bending	4
Drawing	3*
Pressing	3*
Roll Forming	3
Welding	5
Painting (Pretreatment)	5
Galvanizing	5

* Surface scale adversely affects performance of this product.

Pickling is recommended.

Where: 1 = Limited to 5 = Excellent or NR = Not Recommended

Note: It is recommended that customers use product promptly to avoid the possibility of rusting during storage.

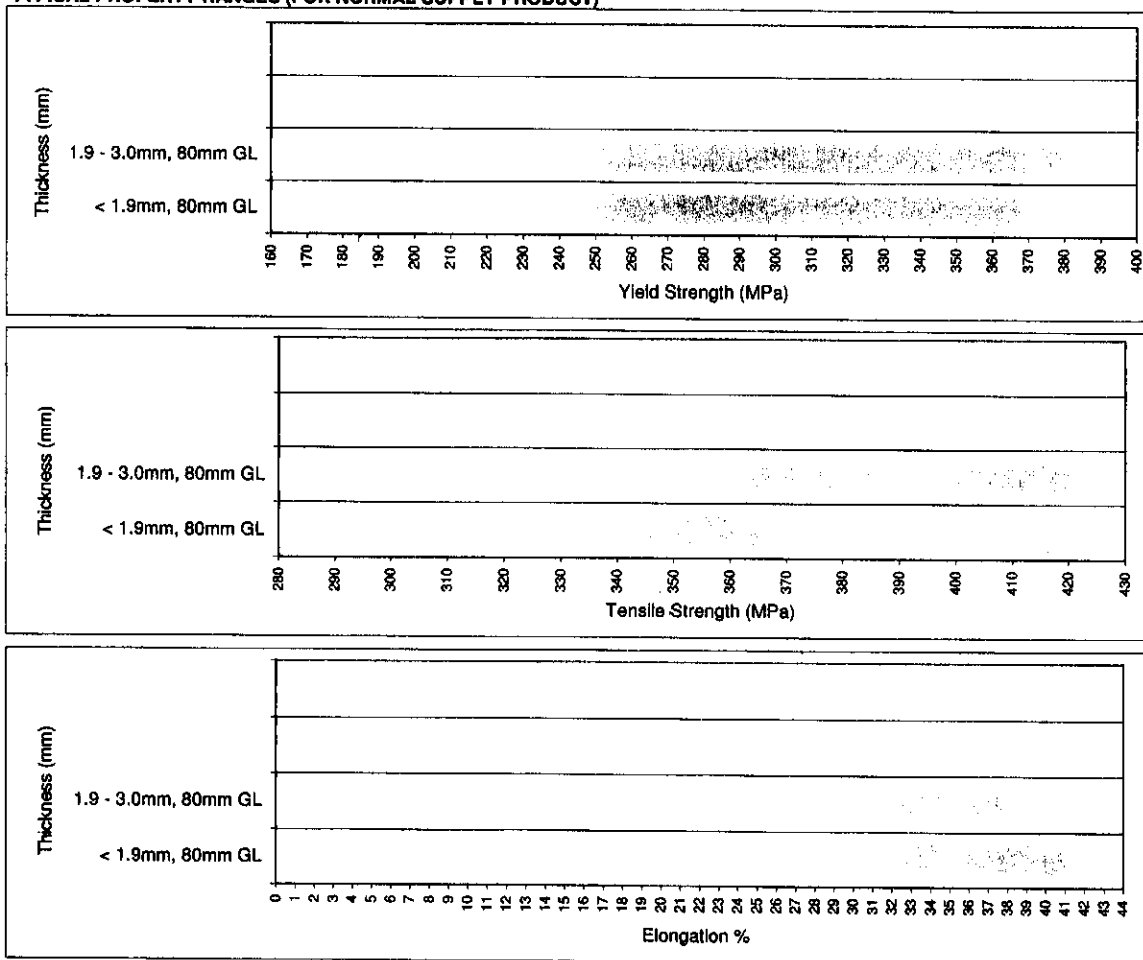
Oiling improves corrosion resistance but oiled product should be used within three months.

Hot Rolled Formable HA1S Steel

Revision 0, August 2009

This literature supersedes all previous issues.

TYPICAL PROPERTY RANGES (FOR NORMAL SUPPLY PRODUCT)



Note: Typical mechanical properties are based on aggregation of mean and 2 SD performance

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BlueScope Steel Limited

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Non-Confidential Attachment A-3.3.4

Hot Rolled Steel Product Brochure – HA200 Grade

Hot Rolled Structural HA200 steel

**HR
S**

Revision 7, November 2003
This literature supersedes all previous issues

GENERAL DESCRIPTION

HA200 - Hot-rolled Structural steel with a guaranteed minimum yield strength of 200 MPa, with good ductility, and skin-passed for minimum coil break and improved flatness.

TYPICAL USES

Light structural members, shelving, tanks and racking.

AUSTRALIAN STANDARDS

AS/NZS 1594/2002
AS/NZS 1365/1996

GUARANTEED PROPERTIES OF STEEL BASE

MECHANICAL PROPERTIES	GUARANTEED	CHEMICAL PROPERTIES	GUARANTEED MAXIMUM %	TYPICAL 2.0mm	TYPICAL 2.0mm
Longitudinal tensile		Carbon (C)	0.15	0.04 - 0.07	0.08 - 0.12
Yield strength, MPa	200 min	Phosphorus (P)	0.03	0.01 - 0.02	0.01 - 0.02
Tensile strength, MPa	300 min	Manganese (Mn)	0.60	0.20 - 0.30	0.35 - 0.50
Elong on 80 mm, %		Silicon (Si)	0.35	0.005 - 0.010	0.005 - 0.010
≤ 3.0 mm	22 min	Sulphur (S)	0.03	0.01 - 0.02	0.01 - 0.02
> 3.0 mm	26 min	Aluminium (Al)	0.10	0.03 - 0.05	0.02 - 0.05
180° transverse bend (L axis)		Nitrogen (N)	-	0.002 - 0.005	0.001 - 0.004
≤ 3.0 mm	0t	Niobium (Nb)	0.01	0.03 - 0.04	-
> 3.0 mm	1t	Titanium (Ti)	0.04	-	-
		Niobium + Titanium + Vanadium (Nb+Ti+V)	0.03	-	-

DIMENSIONAL CAPABILITIES

Preferred Thickness, mm	Width Range, mm									
	900	1000	1100	1200	1300	1400	1500	1600	1700	1800
13										
10										
8										
6										
5										
4.5										
4										
3.5										
3										
2.5										
2										
1.6										
1.5										

Note: Widths in the range 50 to 865mm are available by negotiation only.
* HA4N is not available pickled less than 2.00mm thickness.

These dimensions are a reflection of technical capability to produce. Supply conditions may be subject to dimensional restrictions and is subject to BlueScope Steel Sales and Marketing confirmation.

Key available black only available pickled

NORMAL/OPTIONAL SUPPLY CONDITIONS

	Normal	Optional*
Surface finish	As-rolled	Pickled & Oiled
Tolerance class		
Thickness	AT	-
Width	AW	ME
Length	-	-
Flatness	AF	-
Oiling	Not oiled	Oiled
Branding	Not branded	-

* Optional supply conditions may be subject to dimensional restrictions.

FABRICATING PERFORMANCE

Method	Rating
Bending	3
Drawing	2*
Pressing	2*
Roll-forming	3
Welding	5
Painting (Pretreatment)	5
Galvanizing	5

* Surface scale adversely affects the performance of this product, pickled recommended.
where 1 = limited to 5 = excellent,
or NR = not recommended

Note: It is recommended that customers use product promptly to avoid the possibility of rusting during storage.
Oiling improves corrosion resistance but oiled product should be used within three months.

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Please ensure you have the current data sheet for this product as displayed at www.bluescopesteel.com.au

BlueScope Steel Limited

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BlueScope Steel (NS) Pty Ltd ABN 19 000 019 625

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Hot Rolled Structural HA200 steel

**HR
S**
Continued

Revision 7, November 2003

This literature supersedes all previous issues

TYPICAL PROPERTY RANGES (FOR NORMAL SUPPLY PRODUCT)

Thickness mm	Yield Strength & Tensile Strength MPa																			
	210	220	230	240	250	260	270	280	290	300	310	320	330	340	350	360	370	380	390	400
< 1.9																				
≤ 3.0																				
≤ 8.0																				

Key yield strength tensile strength

Thickness mm	Total Elongation (%)																			
	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42
< 1.9																				
≤ 3.0																				
≤ 8.0																				

Note: Typical mechanical properties are based on aggregation of \bar{X} and 2SD performance.

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Non-Confidential Attachment A-3.3.5

Hot Rolled Steel Product Brochure – HA250 Grade

Hot Rolled Structural HA250 steel

Revision 6, November 2003

This literature supersedes all previous issues

GENERAL DESCRIPTION

HA250 - Hot-rolled Structural steel with a guaranteed minimum yield strength of 250 MPa, with good ductility.

TYPICAL USES

Structural sections, light poles, guard rails and gas cylinders.

AUSTRALIAN STANDARDS

AS/NZS 1594/2002

AS/NZS 1365/1996

GUARANTEED PROPERTIES OF STEEL BASE

MECHANICAL PROPERTIES	GUARANTEED	CHEMICAL PROPERTIES	GUARANTEED MAXIMUM %	TYPICAL %
Longitudinal tensile		Carbon (C)	0.20	0.09 - 0.17
Yield strength, MPa	250 min	Silicon (Si)	0.35	0.005 - 0.015
Tensile strength, MPa	350 min	Manganese (Mn)	1.20	0.50 - 0.75
Elong on 80 mm, %		Phosphorus (P)	0.04	0.005 - 0.025
≤ 3 mm	20 min	Sulphur (S)	0.03	0.005 - 0.015
> 3 mm	24 min	Aluminium (Al)	0.10	0.015 - 0.060
180° transverse bend (L axis)		Nitrogen (N)	-	-
≤ 5.0 mm	1t	Titanium (Ti)	0.04	-
> 5.0 mm	2t	Niobium (Nb)	0.01	-
		Niobium + Vanadium (Nb) (V)	0.03	-

DIMENSIONAL CAPABILITIES

Preferred Thickness, mm	Width Range, mm									
	900	1000	1100	1200	1300	1400	1500	1600	1700	1800
13										
10										
8										
6										
5										
4.5										
4										
3.5										
3										
2.5										
2										
1.6										
1.5										

Note: Widths in the range 50 to 865mm are available by negotiation only.

These dimensions are a reflection of technical capability to produce. Supply conditions may be subject to dimensional restrictions and is subject to BlueScope Steel Sales and Marketing confirmation.

Key available black only available pickled

NORMAL/OPTIONAL SUPPLY CONDITIONS

	Normal	Optional#
Surface finish	As-rolled	Pickled & Oiled
Tolerance class		
Thickness	AT	-
Width	AW	ME
Length	-	-
Flatness	AF	-
Oiling	Not oiled	Oiled
Branding	Not branded	-

Optional supply conditions may be subject to dimensional restrictions.

FABRICATING PERFORMANCE

Method	Rating
Bending	3
Drawing	2*
Pressing	2*
Roll-forming	4
Welding	5
Painting (Pretreatment)	5
Galvanizing	5

* Surface scale adversely affects die performance of this product, pickled recommended.

where 1 = limited to 5 = excellent, or NR = not recommended

Note: It is recommended that customers use product promptly to avoid the possibility of rusting during storage. Oiling improves corrosion resistance but oiled product should be used within three months.

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**Hot Rolled
Structural
HA250 steel****Continued**

Revision 6, November 2003

This literature supersedes all previous issues

TYPICAL PROPERTY RANGES (FOR NORMAL SUPPLY PRODUCT)

Thickness mm	Yield Strength & Tensile Strength MPa																			
	250	260	270	280	290	300	310	320	330	340	350	360	370	380	390	400	410	420	430	440
≤ 3.0																				
≤ 8.0																				

Key yield strength tensile strength

Thickness mm	Total Elongation (%)															
	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42
≤ 3.0																
≤ 8.0																

Note: Typical mechanical properties are based on aggregation of \bar{X} and 2SD performance.

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Non-Confidential Attachment A-3.3.6

Hot Rolled Steel Product Brochure – HA300 Grade

Hot Rolled Structural HA300 steel

HR
S

Revision 5, November 2003

This literature supersedes all previous issues

GENERAL DESCRIPTION

HA300 - Hot-rolled Structural steel with a guaranteed minimum yield strength of 300 MPa, with good ductility.

TYPICAL USES

Structural sections, light poles, guard rails, trailer and automotive components

AUSTRALIAN STANDARDS

AS/NZS 1594/2002

AS/NZS 1365/1996

GUARANTEED PROPERTIES OF STEEL BASE

MECHANICAL PROPERTIES	GUARANTEED	CHEMICAL PROPERTIES	GUARANTEED MAXIMUM %	TYPICAL %
Longitudinal tensile		Carbon (C)	0.20	0.14 - 0.17
Yield strength, MPa	300 min	Silicon (Si)	0.35	0.005 - 0.010
Tensile strength, MPa	400 min	Manganese (Mn)	1.60	0.70 - 0.80
		Phosphorus (P)	0.04	0.01 - 0.02
Elong on 80 mm, %		Sulphur (S)	0.03	0.01 - 0.02
≤ 3.0 mm	18 min	Aluminium (Al)	0.10	0.02 - 0.05
> 3.0 mm	22 min	Nitrogen (N)	-	0.001 - 0.005
180° transverse bend (L axis)		Titanium (Ti)	0.04	-
≤ 3.0 mm	1t	Niobium (Nb)	0.01	-
> 3.0 mm	2t	Niobium + Vanadium (Nb) (V)	0.03	-

DIMENSIONAL CAPABILITIES

Preferred Thickness, mm	Width Range, mm									
	900	1000	1100	1200	1300	1400	1500	1600	1700	1800
13										
10										
8										
6										
5										
4.5										
4										
3.5										
3										
2.5										
2										
1.6										
1.5										

Note: Widths in the range 50 to 865mm are available by negotiation only.

These dimensions are a reflection of technical capability to produce. Supply conditions may be subject to dimensional restrictions and is subject to BlueScope Steel Sales and Marketing confirmation.

Key available black only available pickled

NORMAL/OPTIONAL SUPPLY CONDITIONS

	Normal	Optional#
Surface finish	As-rolled	Pickled & Oiled
Tolerance class		
Thickness	AT	-
Width	AW	ME
Length	-	-
Flatness	AF	-
Oiling	Not oiled	Oiled
Branding	Not branded	-

Optional supply conditions may be subject to dimensional restrictions.

FABRICATING PERFORMANCE

Method	Rating
Bending	3
Drawing	2*
Pressing	2*
Roll-forming	3
Welding	5
Painting (Pretreatment)	5
Galvanizing	5

* Surface scale adversely affects die performance of this product, pickled recommended.

where 1 = limited to 5 = excellent, or NR = not recommended

Note: It is recommended that customers use product promptly to avoid the possibility of rusting during storage.

Oiling improves corrosion resistance but oiled product should be used within three months.

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Hot Rolled Structural HA300 steel

HR S

Continued

Revision 5, November 2003

This literature supersedes all previous issues

TYPICAL PROPERTY RANGES (FOR NORMAL SUPPLY PRODUCT)

Thickness mm	Yield Strength & Tensile Strength MPa																			
	300	310	320	330	340	350	360	370	380	390	400	410	420	430	440	450	460	470	480	490
≤ 3.0																				
≤ 5.0																				
≤ 8.0																				

Key yield strength tensile strength

Thickness mm	Total Elongation (%)																			
	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
≤ 3.0																				
≤ 5.0																				
≤ 8.0																				

Note: Typical mechanical properties are based on aggregation of \bar{X} and 2SD performance.

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Non-Confidential Attachment A-3.3.7

Hot Rolled Steel Product Brochure – HA350 Grade

Hot Rolled Structural HA350 steel

**HR
S**

Revision 6, November 2003

This literature supersedes all previous issues

GENERAL DESCRIPTION

HA350 - Hot-rolled Structural steel with a guaranteed minimum yield strength of 350 MPa, with good ductility.

TYPICAL USES

Structural sections, racking, truck chassis and gas cylinders.

AUSTRALIAN STANDARDS

AS/NZS 1594/2002

AS/NZS 1365/1996

GUARANTEED PROPERTIES OF STEEL BASE

MECHANICAL PROPERTIES	GUARANTEED	CHEMICAL PROPERTIES	GUARANTEED MAXIMUM %	TYPICAL %
Longitudinal tensile		Carbon (C)	0.20	0.08 - 0.11
Yield strength, MPa	350 min	Silicon (Si)	0.35	0.010 - 0.015
Tensile strength, MPa	430 min	Manganese (Mn)	1.60	0.50 - 0.60
Elong on 80 mm, %		Phosphorus (P)	0.04	0.01 - 0.02
≤ 3.0 mm	16 min	Sulphur (S)	0.03	0.008 - 0.015
> 3.0 mm	20 min	Aluminium (Al)	0.10	0.02 - 0.04
180° transverse bend (L axis)		Nitrogen (N)	-	0.002 - 0.005
≤ 5.0 mm	2t	Niobium (Nb)	-	0.03 - 0.04
> 5.0 mm	3t	Vandadium	0.10	-
		Niobium + Vanadium + Titanium (Nb+V+Ti)	0.15	-

DIMENSIONAL CAPABILITIES

Preferred Thickness, mm	Width Range, mm									
	900	1000	1100	1200	1300	1400	1500	1600	1700	1800
13										
10										
8										
6										
5										
4.5										
4										
3.5										
3										
2.5										
2										
1.6										
1.5										

Note: Widths in the range 50 to 865mm are available by negotiation only.

These dimensions are a reflection of technical capability to produce. Supply conditions may be subject to dimensional restrictions and is subject to BlueScope Steel Sales and Marketing confirmation.

Key available black only available pickled

NORMAL/OPTIONAL SUPPLY CONDITIONS

	Normal	Optional [#]
Surface finish	As-rolled	Pickled & Oiled
Tolerance class		
Thickness	AT	-
Width	AW	ME
Length	-	-
Flatness	AF	-
Oiling	Not oiled	Oiled
Branding	Not branded	-

[#] Optional supply conditions may be subject to dimensional restrictions.

Note: It is recommended that customers use product promptly to avoid the possibility of rusting during storage. Oiling improves corrosion resistance but oiled product should be used within three months.

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Hot Rolled Structural HA350 steel

Continued

Revision 6, November 2003

This literature supersedes all previous issues

TYPICAL PROPERTY RANGES (FOR NORMAL SUPPLY PRODUCT)

Thickness mm	Yield Strength & Tensile Strength MPa																						
	360	370	380	390	400	410	420	430	440	450	460	470	480	490	500	520	530	540	550	560	570	580	
≤ 3.0																							
≤ 3.5																							
≤ 8.0																							

Key yield strength tensile strength

Thickness mm	Total Elongation (%)																							
	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	
≤ 3.0																								
≤ 3.5																								
≤ 8.0																								

Note: Typical mechanical properties are based on aggregation of \bar{X} and 2SD performance.

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Non-Confidential Attachment A-3.3.8

Hot Rolled Steel Product Brochure – HA3 Grade

Hot Rolled Formable HA3 steel

Revision 7, November 2003

This literature supersedes all previous issues

GENERAL DESCRIPTION

HA3 - Hot-rolled Formable steel suitable when pickled for medium drawing and heavy pressing operations. Available skin-passed for minimum coilbreak and improved flatness.

TYPICAL USES

Agricultural machinery, automotive components, sealed unit housings, mower parts, brackets and furniture.

AUSTRALIAN STANDARDS

AS/NZS 1594/2002

AS/NZS 1365/1996

GUARANTEED PROPERTIES OF STEEL BASE

MECHANICAL PROPERTIES	GUARANTEED	CHEMICAL PROPERTIES	GUARANTEED MAXIMUM %	TYPICAL %
Transverse tensile		Carbon (C)	0.08	0.04 - 0.07
Yield strength, MPa	-	Silicon (Si)	0.03	0.005 - 0.010
Tensile strength, MPa	-	Manganese (Mn)	0.40	0.20 - 0.30
Elong on 80 mm, %		Phosphorus (P)	0.03	0.01 - 0.02
≤ 3 mm	32 min	Sulphur (S)	0.025	0.01 - 0.02
> 3 mm	34 min	Aluminium (Al)	0.10	0.03 - 0.05
180° transverse bend (L axis)	0t	Titanium (Ti)	0.04	-
Uniform elong, %	-	Micro-alloy (Nb, V)	*	-
		Nitrogen (N)	-	0.001 - 0.005

Note: * (Nb) - 0.010% max, (V) - 0.010% max.

DIMENSIONAL CAPABILITIES

Preferred Thickness, mm	Width Range, mm									
	900	1000	1100	1200	1300	1400	1500	1600	1700	1800
13										
10										
8										
6										
5										
4.5										
4										
3.5										
3										
2.5										
2										
1.6										
1.5										

Note: Widths in the range 50 to 865mm are available by negotiation only.

* HA4N is not available pickled less than 2.00mm thickness.

Key	available black only	available pickled
-----	----------------------	-------------------

These dimensions are a reflection of technical capability to produce. Supply conditions may be subject to dimensional restrictions and is subject to BlueScope Steel Sales and Marketing confirmation.

NORMAL/OPTIONAL SUPPLY CONDITIONS

	Normal	Optional#
Surface finish	As-rolled	Pickled & Oiled Skin-passed
Tolerance class		
Thickness	AT	-
Width	AW (trimmed)	ME
Length	AL	-
Flatness	AF	-
Oiling	Not oiled	Oiled
Branding	Not branded	-

Optional supply conditions may be subject to dimensional restrictions.

Note: It is recommended that customers use product promptly to avoid the possibility of rusting during storage. Oiling improves corrosion resistance but oiled product should be used within three months.

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Hot Rolled Formable

HA3 steel

Continued

Revision 7, November 2003

This literature supersedes all previous issues

TYPICAL PROPERTY RANGES (FOR NORMAL SUPPLY PRODUCT)

Thickness mm	Yield Strength & Tensile Strength MPa																		
	200	210	220	230	240	250	260	270	280	290	300	310	320	330	340	350	360	370	380
< 1.9																			
≤ 3.0																			
≤ 8.0																			

Key yield strength tensile strength

Thickness mm	Total Elongation (%)																		
	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42
< 1.9																			
≤ 3.0																			
≤ 8.0																			

Note: Typical mechanical properties are based on aggregation of \bar{X} and 2SD performance.

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Non-Confidential Attachment A-5.5

BlueScope Steel – Conditions of Sale



BlueScope Steel Conditions of Sale

Coated and Industrial Products Australia
Effective 1 July 2011

PUBLIC
FILE 9

1. **Contract**
 - 1.1 Orders for Goods placed by the Customer are subject to these Conditions and any special conditions agreed by BlueScope in writing (including quotations) and are to the exclusion of any previous dealings or agreed arrangements between BlueScope and the Customer or any terms and conditions of purchase submitted by the Customer, whether printed on or sent with any order form or otherwise.
 - 1.2 BlueScope may vary these Conditions from time to time and will provide the Customer with replacement Conditions. The subsequent placing of an order by the Customer will be deemed as their acceptance of the replacement Conditions.
2. **Orders and quotations**
 - 2.1 Orders must be placed in writing. Receipt of an order does not constitute acceptance of that order or any other order by BlueScope. BlueScope may accept or decline an order at its absolute discretion. BlueScope will not be liable to the Customer or any third party for declining any order or failing to notify the Customer that it declines an order.
 - 2.2 Orders may be placed using Electronic Data Interchange ("EDI"). The Customer agrees that if it has an appropriate EDI capability then EDI is the preferred method to conduct business with BlueScope.
 - 2.3 An order will be deemed as accepted on the earlier of BlueScope sending an order acknowledgement in writing to the Customer or the Goods being delivered.
 - 2.4 BlueScope is not bound to accept any change in an order for any Goods after it has sent the Customer an order acknowledgement. If BlueScope agrees to accept any changes to an order, it will not be required to implement the change unless and until BlueScope and the Customer have agreed any adjustments, including price.
 - 2.5 A written quotation given by BlueScope is an offer to sell and overrides any prevailing price lists issued by BlueScope. A written quotation expires on the date specified in the quotation as the expiry date. If no expiry date is specified, the written quotation expires 14 days after the date of the written quotation unless extended by BlueScope in writing.
 - 2.6 A contract for the supply of Goods is made when the Customer communicates (by writing or conduct) to BlueScope its acceptance of a written quotation. Any order from the Customer which is inconsistent in any way with the quotation is an offer by the Customer to buy the Goods from BlueScope, which is made on the terms of these Conditions.
3. **Packaging and tolerances**
 - 3.1 Goods will be delivered in accordance with BlueScope's standard packaging, loading, bracing and shipping procedures. The Customer may request additional packaging requirements, which if accepted by BlueScope, will incur additional charges according to BlueScope's Extras List.
 - 3.2 Goods are supplied by BlueScope within the tolerances as to quantity, weight, dimension and chemical composition as specified by BlueScope or if not specified, consistent with accepted industry practice.
4. **Delivery and collection**
 - 4.1 BlueScope will deliver the Goods during Working Hours (or as otherwise agreed) to the nominated delivery point in the order acknowledgement or where not specified, to a delivery point at BlueScope's discretion. BlueScope is not obliged to complete any order in one delivery and reserves the right to deliver by instalments. BlueScope will be entitled to invoice the Customer for part-payment of an order in respect of Goods delivered. Failure by BlueScope to deliver any instalment shall not entitle the Customer to repudiate the contract.
 - 4.2 BlueScope will transport the Goods to the nominated delivery point. Unloading the Goods is the responsibility of the Customer. The Customer will provide facilities for the efficient receipt and safe, prompt unloading of Goods. A reasonable time will be allowed for unloading after arrival. Excessive waiting time will be charged to the Customer. Where the Customer is not in attendance at the delivery point or is otherwise unwilling or unable to accept the Goods when the Goods arrive, the Customer shall pay to BlueScope all costs incurred by it in storing and returning the Goods at prevailing storage and freight rates.
 - 4.3 Delivery dates and times provided by BlueScope are estimates only. Any delay will not result in a breach of contract and the Customer shall not be entitled to terminate the order or to any other remedy whatsoever.
 - 4.4 Where BlueScope has agreed to Goods being collected, BlueScope will hold Goods for up to 5 days from the agreed collection date. Goods not collected within such time may be delivered to a delivery point nominated by BlueScope and all costs incurred by BlueScope in making such a delivery will be charged to and paid by the Customer. BlueScope reserves the right to charge the Customer any storage or warehouse fees for Goods held past the specified collection date.
 - 4.5 If the Customer is required to enter a BlueScope site to collect or inspect the Goods or to review processes, it will comply with all directions given by BlueScope and will complete an induction if required by that site. BlueScope reserves the right to refuse entry to its site for any reason whatsoever.
5. **Quality**
 - 5.1 BlueScope warrants that the Goods delivered are those specified in the delivery docket and the goods delivered are free from defects in material and workmanship save for such defects that are normally regarded as being commercially acceptable.
- 5.2 Goods will be supplied in accordance with the applicable Australian Standards, product handbooks and product literature current at the date of production.
- 5.3 The Customer must submit any claim for inaccuracies, defective Goods, short supply, faulty workmanship or failure to supply Goods conforming to the order to BlueScope in writing within 5 days of delivery of the Goods, stating the order number and delivery date. If the Customer does not submit such a claim within this period, it will be deemed to have accepted the Goods.
- 5.4 No defect or claim in respect of the Goods delivered shall entitle the Customer to reject delivery of any other part of the order.
6. **Pricing**
 - 6.1 Prices indicated in any price list are subject to alteration by BlueScope without notice and are recommended prices only for Goods ordered on or after the date on which the prices are stated to take effect. There is no obligation to, and BlueScope is not bound to, sell Goods at these prices.
 - 6.2 Unless otherwise specified by BlueScope, the price of the Goods shall be the price prevailing at the date the order is placed by the Customer. If, as at the date the order is placed by the Customer, BlueScope has not set the price for the delivery period requested by the Customer, the price of the Goods will be the price for that delivery period as determined by BlueScope and notified to the Customer by a revised order acknowledgement. All prices are based on delivery being on a FIS basis. Freight extras may apply for delivery of Goods to certain regions - please speak to your BlueScope representative for further information.
- 6.3 Unless otherwise indicated, all prices for Goods are exclusive of all applicable taxes and charges. The Customer shall be liable for all excise, sales, GST or any other tax, charge or government impost upon the Goods or any part of the Goods, or upon the manufacture, use or sale or delivery of the Goods in addition to the purchase price. Where Goods are subject to GST, the Customer must pay GST at the same time as payment for Goods is made.
7. **Payment and credit terms**
 - 7.1 Unless otherwise specified by BlueScope, payment for Goods must be made in full and be received by BlueScope by 5pm on the 15th calendar day of the month following the month of delivery. Where the Customer has established an approved credit account with BlueScope, payment for the goods must be made in accordance with any agreed credit terms. Payment is received by BlueScope when it receives cash or when the proceeds of other payment methods are credited and cleared to BlueScope's nominated bank account.
 - 7.2 The production, shipment and delivery of Goods are at all times subject to BlueScope's credit processes. BlueScope may, at its option, suspend performance of or terminate an order or these Conditions if, in BlueScope's opinion, the credit of the Customer becomes impaired, until such time as BlueScope has received full payment or satisfactory security for deliveries made and is satisfied as to the Customer's credit for future deliveries. BlueScope reserves the right to cancel any order, re-evaluate all payment terms, or require full or partial payment or adequate assurance of the Customer's performance of its obligations under these Conditions without liability to BlueScope in the event of a material adverse change to the Customer's financial condition.
 - 7.3 BlueScope may set off any amount owed by the Customer to BlueScope against any amount of money that is owed, or may become owing, by BlueScope to the Customer. The Customer waives any right to set off any amount that is, or may become, owing by the Customer to BlueScope against any amount owing by BlueScope to the Customer. This clause overrides any other document or agreement to the contrary.
8. **Default**
 - 8.1 Where the Customer is in default of its obligations under these Conditions (including where it becomes insolvent as defined in Regulation 7.5.02 of the Corporations Regulations 2001 (Cth) or commits an act of bankruptcy) BlueScope will be entitled to refuse to supply or deliver further Goods to the Customer until such time as the Customer has remedied that default.
 - 8.2 Where the Customer is in default of its obligations in relation to payment, then notwithstanding any other rights and remedies available under this document, at law or otherwise, BlueScope will be entitled to:
 - (a) Interest on all amounts overdue, from the date of default until the date of payment in full, at the rate of 2% per annum above the prevailing rate charged by the Australian New Zealand Banking Group Limited for commercial borrowing in excess of \$100,000;
 - (b) the cost to BlueScope of recovering the overdue amount, such as legal or debt collection costs;
 - (c) terminate or suspend, without incurring liability to the Customer, any contract in force between BlueScope and the Customer for the sale or supply of Goods and withhold any deliveries of Goods the subject of any order accepted by BlueScope, whether under these Conditions or otherwise;
 - (d) suspend performance under or terminate, in either case without incurring liability to the Customer, any contracts in force between BlueScope and the Customer, not being contracts for the sale or supply of Goods; or
 - (e) disallow any early payment discounts, volume bonuses or incentive payments otherwise claimable by the Customer.
9. **Risk and title**
 - 9.1 Risk in the Goods passes to the Customer when the Goods have entered the Customer site. Where Goods are being collected, risk passes when the Goods are set on, in or alongside the Customer's vehicle, or the passing of any specified collection date. BlueScope is not liable for any theft, damage or loss

of and shall not be required to provide insurance for Goods once risk has passed.

- 9.2 Until the Customer has paid BlueScope all monies owing to it on any account, BlueScope remains the legal and equitable owner of and has property in the Goods. Until the Customer has paid all monies owing to BlueScope on any account:
- the Goods are held by the Customer as fiduciary bailee of BlueScope;
 - the Customer must store the Goods separately and so that they are readily identifiable as the property of BlueScope;
 - the Customer must keep the Goods in good and merchantable condition and fully insure the Goods against loss or damage, however caused;
 - the Customer must not sell the Goods except with the prior written consent of BlueScope or in the ordinary course of the Customer's business, provided that any such sale is at arms' length and on market terms;
 - the Customer must not create any encumbrance over the Goods which is inconsistent with BlueScope's title and ownership to the Goods;
 - any proceeds of such re-sale, insofar as they relate to the Goods, shall be held on trust for BlueScope in a separate account; and
 - if the Customer uses the Goods in manufacturing or production and sells the finished product in the ordinary course of business (which it is authorised to do unless otherwise notified in writing), the Customer shall hold that part of the proceeds of the finished product relating to the Goods in a separate account in trust for the Supplier. That part will be taken to be of equal value to the amount owing by the Customer to BlueScope at the time of receipt of the proceeds.

- 9.3 If the Customer is in default of its obligations under these Terms and Conditions or in BlueScope's reasonable opinion the payment of any amount in respect of the Goods supplied by BlueScope is in jeopardy, then the Customer irrevocably authorises a representative of BlueScope to enter upon any site where the Goods are located to take possession of the Goods without any prior notice, and the Customer indemnifies BlueScope against any action, claim or demand arising out of any act lawfully done by BlueScope in the exercise of its powers and BlueScope shall be further entitled to resell any Goods which it has so taken into possession.

10. Limiting Liability

- 10.1 The Customer agrees that if it knows (or ought reasonably to know) that the Goods are to be used for a particular purpose (including use as a component part of another product) or are required to possess special or uniform characteristics, the Customer will clearly specify that purpose or those characteristics in writing in the order. If the Customer does not specify the particular purpose or the special or uniform characteristics for the Goods and BlueScope does not expressly confirm in the order acknowledgement or otherwise in writing that the material is reasonably fit for the specified purpose or that it possesses the specified characteristics, then the Customer agrees:
- that it did not rely on the skill or judgment of BlueScope in relation to the suitability of the Goods for a particular purpose or the special or uniform characteristics possessed by the Goods; and
 - not to use, sell or offer for sale the Goods as though they are reasonably fit for the specified purpose.
- 10.2 The Customer indemnifies and will keep indemnified BlueScope and each of its officers, employees and agents (for each of whom BlueScope holds the benefit of this indemnity upon trust) against any Loss which any such person may incur or be subjected to in respect of or arising from:
- the negligence, wrongful act or omission, breach of statutory duty, breach of contract or willful default of the Customer or its officers, employees, agents or contractors;
 - any injury to or death of any person or any damage to or loss of property connected with the conduct, operations or performance of the business of the Customer;
 - transport, storage, siting, roll-forming, repackaging or other handling of the Goods by the Customer;
 - misuse of Goods by the Customer;
 - warranties or representations made by the Customer in relation to the Goods; or
 - any breach of these Conditions by the Customer.
- 10.3 Except for the warranties expressly made in these Conditions and subject to any express warranty for certain Goods, all conditions, warranties, undertakings or representations, express or implied, arising by statute, general law or otherwise are expressly excluded by BlueScope to the extent permitted by law.
- 10.4 BlueScope's liability for any Loss relating to the Goods is limited (to the full extent permitted by law) to any of the following as determined by BlueScope in its sole discretion:
- repairing or replacing the Goods, the subject of the Loss; or
 - the cost of repairing or replacing the Goods, the subject of the Loss (or acquiring equivalent goods).
- 10.5 BlueScope will not be liable to the Customer for:
- any loss or damage to the Goods resulting from any act or omission on the part of the Customer or any of its officers, employees, agents or contractors;
 - business interruption, loss of revenue, loss of income, loss of production, loss of use, loss of product, loss of business, loss of profits, loss of opportunity, loss of contracts, loss of investment or any other indirect or consequential loss arising in connection with, or as a result of,

the supply or non-supply of the Goods or otherwise in connection with these Conditions;

- any statement or recommendation made or advice, supervision or assistance given by BlueScope, its employees, agents, transport contractors or representatives whether oral or written;
 - any loss or damage to the Goods or of any liability which arises during the loading or unloading of the Goods;
 - a delay in delivering the Goods;
 - any claim, action or proceeding by a third party against the Customer (or any loss, damages or liability incurred or suffered by the Customer as a result of any such claim, action or proceeding);
 - any loss or damage relating to the fitness or suitability of the Goods for the Customer's purpose (including a third party purpose) unless such purposes are known and agreed by BlueScope.
- 10.6 Notwithstanding anything else contained in these Conditions, the maximum liability of BlueScope to the Customer whether under contract, at law, in equity or otherwise for any Loss in connection with the supply of Goods is an amount equal to the price paid for the Goods the subject of the Loss.
- #### 11. Intellectual Property
- 11.1 BlueScope retains the Intellectual Property Rights in any Goods, promotional literature, technical documents or other information provided by BlueScope to the Customer under these Terms and Conditions.
- 11.2 The Customer must:
- not make any use of the Intellectual Property Rights other than as described in BlueScope's Visual Identity Guidelines or otherwise as approved by BlueScope;
 - differentiate between BlueScope's products and those manufactured by its competitors through the correct use of the Intellectual Property Rights;
 - where practicable, indicate prominently in written form that the Intellectual Property Rights are owned by BlueScope and that the Customer is a user of the Intellectual Property Rights;
 - only use the Intellectual Property Rights in relation to the Products;
 - not represent or pass off as products made from BlueScope products, any products containing products not obtained from or manufactured by BlueScope;
 - provide BlueScope (at BlueScope's expense, unless due to Customer's breach, in which case at Customer's expense) with reasonable assistance in identifying, prosecuting and defending claims with respect to the Intellectual Property Rights;
 - not use the Intellectual Property Rights in a manner which, in the reasonable opinion of BlueScope, may damage or be likely to damage the goodwill attaching to the Intellectual Property Rights or do anything to diminish the value of the Intellectual Property Rights, or omit to do anything reasonably requested by BlueScope for the purposes of preventing or limiting any diminution in the value of the Intellectual Property Rights;
 - not use the Intellectual Property Rights in any way which would lead the Trade Marks to become generic, lose distinctiveness or become liable to mislead the public or in any way which would be materially detrimental to or inconsistent with the name, reputation and/or image of BlueScope;
 - not, without limitation to sub-clause (h), use any trademark or product reference which is substantially identical or deceptively similar to the Intellectual Property Rights;
 - not register or attempt to register any trademark, domain name, business name, design, emblem, logo or slogan that is substantially identical or deceptively similar to the Intellectual Property Rights; and
 - not use any of the Intellectual Property Rights as part of its trade name, corporate name or domain name.
- 11.3 When requested by BlueScope, the Customer will immediately cease to use any Intellectual Property Right and deliver or (at BlueScope's request) destroy any materials in whatever form including all marketing and advertising materials, logos, labels and any reproductions of BlueScope brands that are in the possession or control of the Customer that carries an Intellectual Property Right.
- 11.4 The Customer must procure that its employees, contractors and agents comply with the provisions of clauses 11.2 and 11.3.
- 11.5 All goodwill in any Intellectual Property Right generated through the use of such right by the Customer is for the benefit of BlueScope.
- 11.6 The Customer warrants to BlueScope that where it provides BlueScope with intellectual property (including intellectual property included in a Specification) that the intellectual property is accurate and that the Customer is entitled to use the intellectual property in the way that is used and does not infringe on any third party's intellectual property rights. The Customer indemnifies BlueScope against all claims and all losses and damages incurred by BlueScope as a result of any infringement on a third party's intellectual property rights or improper use of the intellectual property supplied by the Customer to BlueScope.
- #### 12. Confidentiality
- 12.1 The Customer must keep all confidential and proprietary information provided or disclosed by BlueScope to the Customer confidential and must ensure that its employees, agents and contractors assume the same obligations.
- 12.2 For the purposes of these Conditions, confidential and proprietary information includes information relating to the Goods, BlueScope's business affairs or method of carrying on business or details of any pricing or supply arrangement between the Customer and BlueScope.

13. Force Majeure

13.1 If BlueScope is prevented either directly or indirectly from performing any of its obligations under these Conditions, including without limitation, making a delivery of the Goods or any part of the Goods by reason of Force Majeure it shall be entitled, at its option, by notice to the Customer, either to:

- (a) extend the time for delivery of the Goods;
- (b) terminate the order for Goods the subject of a particular order or any other Goods; or

(c) decline to accept any further orders for Goods.

BlueScope will not be liable to the Customer for damages or any other remedy at law or in equity for breach of contract or failure to perform its obligations under these Terms and Conditions due to a Force Majeure event.

13.2 A Force Majeure event does not relieve the Customer from any obligation to pay for any Goods already delivered or to accept delivery of any Goods capable of delivery by BlueScope despite the Force Majeure event or after such event ends.

14. Governing Law and Jurisdiction

14.1 This document is governed by the laws of the State or Territory in which the order is accepted by BlueScope and both the Customer and BlueScope submit to the non-exclusive jurisdiction of the courts exercising jurisdiction there, including any court that exercises appellate jurisdiction.

14.2 The Vienna Convention on the Sale of International Goods (and any enabling legislation in any State or Territory) is hereby excluded from these Terms and Conditions.

15. Miscellaneous

15.1 Each provision of these Conditions is deemed to be separate and severable from the other provisions. To the extent any provision is invalid or unenforceable in any jurisdiction, this will not (a) invalidate the remaining provisions; or (b) affect the validity or enforcement of that provision in any other jurisdiction.

15.2 The failure of a party at any time to require performance of any obligation under these Conditions is not a waiver of that party's right to assert any remedy for breach of that obligation and at any other time to require performance of that or any other obligation under these Conditions, unless written notice to that effect is given.

15.3 BlueScope may assign any or all of its rights under these Conditions (including a right to any payment) to any person without notice or approval from the Customer. The Customer may not assign the benefit of, or otherwise create an interest in its rights under this Agreement, unless it obtains the prior written consent of BlueScope Steel.

15.4 All drawings, designs, specifications, descriptions, illustrations, data, dimensions, weights and other particulars of Goods are approximations only and are intended to be a general description for information and identification purposes only and do not create a sale by description. BlueScope reserves the right to produce Goods with such minor modifications from its drawings and specifications as it sees fit or to alter specification shown in its promotional literature to reflect changes made after the date of such promotional literature.

15.5 The Customer must comply with all laws and requirements of any regulatory authority applicable to the Customer's business, including without limitation those laws and regulatory requirements relating to the environment, health, safety, storage, handling and sale of Goods. The Customer must comply with any processes, material safety data sheets (or similar documents), instructions or reasonable directions of BlueScope issued in connection with the Goods.

15.6 The Customer must not make any statement which is misleading or deceptive or make any statement in relation to the Goods that is inconsistent with the specifications relating to the Goods as are published from time to time by BlueScope.

16. Use of bluescopesteelconnect.com™

16.1 The Customer agrees that any purchases made through the bluescopesteelconnect.com™ website (the "Site") is subject to these Conditions and any conditions of use ("Site Conditions") regarding the Site. The Site Conditions are incorporated into these Conditions by reference.

17. Application of the PPSA

17.1 In this clause, PPSA means the *Personal Property Securities Act 2009*. If a term used in this clause has a particular meaning in the PPSA, it has the same meaning in this clause.

17.2 This clause applies to the extent that BlueScope's Interest in any Goods is a security Interest.

17.3 The Customer acknowledges and agrees that BlueScope may apply to register a security Interest in the Goods at any time before or after delivery of the Goods. The Customer waives its right under s 157 of the PPSA to receive notice of any verification of the registration.

17.4 The Supplier can apply amounts it receives from the Customer towards amounts owing to it in such order as the Supplier chooses.

17.5 If the Customer defaults in the performance of any obligation owed to the Supplier under these Conditions or any other agreement for BlueScope to supply Goods to the Customer, BlueScope may enforce its security Interest in any Goods by exercising all or any of its rights under these Conditions or the PPSA. To the maximum extent permitted by law, BlueScope and the Customer agree that the following provisions of the PPSA do not apply to the enforcement by BlueScope of its security interest in the Goods: sections 95, 118, 121(4), 125, 130, 132(3)(d), 132(4), 135, 142 and 143.

17.6 BlueScope and the Customer agree not to disclose information of the kind mentioned in s 275(1) of the PPSA, except in circumstances required by sections 275(7)(b)-(e) of the PPSA.

17.7 The Customer must promptly do anything required by BlueScope to ensure that BlueScope's security interest is a perfected security interest and has priority over all other security interests in the Goods.

17.8 Nothing in this clause is limited by any other provision of these Conditions or any other agreement between the parties.

18. Definitions and Interpretation

18.1 In these Conditions:

BlueScope means BlueScope Steel Limited (ABN 16 000 011 058) or any related body corporate that issues an order acknowledgement or written quotation to the Customer in accordance with these Conditions.

Conditions means these terms and conditions, as amended from time to time.

Customer means the entity placing an order and any agent or representative (including any related entity of the Customer).

Force Majeure means any event beyond BlueScope's control including without limitation an act of God, war, fire, strike, lockout, trade or industrial disputes, government interference, transport delays, accidents, breakdown of plant or machinery, non-delivery or shortage of supplies.

Goods means any goods, products, materials or services supplied by BlueScope in accordance with these Conditions, including without limitation steel products.

GST Act means A New Tax System (Goods and Services Tax) Act 1999 and GST has the meaning given to that term under the Act.

Intellectual Property Rights means all present and future rights conferred by statute, common law or equity in or in relation to copyright, trade marks, designs, patents, circuit layouts, plant varieties, inventions and confidential information, and other results of intellectual activity in any field whether or not registrable, registered or patentable. These rights include rights in applications to register these rights and all renewals and extensions of these rights.

Loss means any claim, demand, loss, liability damage or expense incurred by a party in connection with these Conditions.

Specification means any variation to the Goods requested by the Customer and includes metallurgical properties, chemical composition, engineering specification, architectural specification or other amendment whatsoever.

Visual Identity Guidelines means BlueScope's guidelines on the use of BlueScope trade marks, logotypes and associated intellectual property, which are available on the BlueScope website.

Working Hours means 7.00am - 5.00pm where the order is placed, excluding public holidays.

18.2 The following rules of Interpretation apply to these Conditions:

- (a) any requirement for a document or communication to be in 'writing' in these Conditions shall be satisfied by letter, facsimile, email or EDI;
- (b) neither party will be disadvantaged in the interpretation of these Conditions on the basis that the party proposed or drafted any part of it; and
- (c) mentioning anything after *includes, including, for example, or similar expressions*, does not limit what else might be included.

Non-Confidential Documents Supporting the Estimate of the Normal Value in Japan



TOKYO STEEL

東京製鐵株式会社

販売情報

販売価格情報

販売価格情報

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(更新日: 2012年5月21日)

▶ 建材価格表【PDF】

▶ NK船級規格エキストラ表【PDF】

▶ 鋼板価格表【PDF】

▶ GIエキストラ表【PDF】

・5月連休明け以降の国内の需給バランスは3月までの生産量の増加の影響で、未だ改善が遅れており、値上げできる環境ではないと判断し、先月に引き続き今月も全品種据置きといたします。

・一般構造用角形鋼管(STKR)販売開始しました。
・厚板・カットシートの在庫も取りそろえております。
詳しくは、厚板・カットシート在庫販売一覧をご参照ください。

▶ 一般構造用角形鋼管(STKR)エキストラ表【PDF】

▶ 厚板・カットシート在庫販売一覧【PDF】

▶ H形鋼在庫販売一覧【PDF】

▶ 各種製品紹介

お問合せ
ご注文先

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**ご注文明細書
ダウンロード**

※ご注文明細書ページ

▶ 建材【PDF】 ▶ 鋼板【PDF】 ▶ 輸出【PDF】

**お問い合わせに
ついて**

各種製品へのお問合せ(製造可能サイズ、規格など)が
ございましたら、下記のフォームよりご登録をお願い致します。

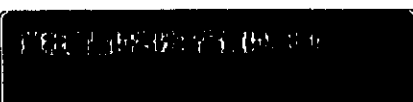
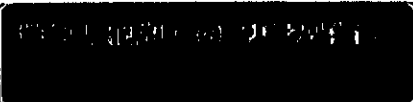
▶ お問い合わせ入力フォームへ



CO-OP 75%削減!



- 2012.05.02 タイ工業規格 (TIS) 認証を取得
- 2012.04.27 「鋼材QA」を更新しました
- 2012.04.19 「国内鉄スクラップ採取規格表」を一部改定
- 2012.03.27 株式会社リコーと事務機向け鋼板を共同開発
- 2012.03.26 2011年度東証上場会社「企業行動表彰」を受賞
- 2011.11.01 ホームページをリニューアルしました
- 2011.04.05 次世代育成支援対策促進法「一般事業主行動計画」策定
- 2010.09.21 一般構造用角形鋼管 (STKR) 販売開始!
- 2010.07.20 高規格電炉製品 (H形鋼・鋼板) 製品紹介!
- 2010.07.01 「熱間圧延軟鋼板および鋼帯技術資料」掲載!
- 2010.06.25 Tokyo Steel's Views to Global Warming revised on June 25, 2010 with the latest data
- 2010.06.25 地球温暖化防止への取り組みと発表 2010年6月25日改訂



current display for my Website viewing (June 2012 pricing)

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5/21

2012年 6月 販売 価格表

東京製鐵株式会社



品 種	サ イ ズ	単 価	備 考
ホットコイル	$1.5 \leq t < 1.7$ $\times 900 \sim 1,630$	62,000	SPHC SPHD +1,000 SPHE +2,000 SPHT3 +1,000 SPHT4 +2,000 SS400 +1,000 SN400A +3,000 SM400A +3,000 SM490A +8,000 SM490YA +9,000 SPA-H +11,000 SAPH310 +1,000 SAPH370 +1,000 SAPH400 +2,000 SAPH440 +3,000 シートレース +1,000 その他 1.5 ≤ t ≤ 6.0 +2,000
	$1.7 \leq t \leq 2.2$ $\times 900 \sim 1,630$	63,000	SPHC SPHD +1,000 SPHE +2,000 SPHT3 +1,000 SPHT4 +2,000 SS400 +1,000 SN400A +3,000 SAPH310 +1,000 SAPH370 +1,000 SAPH400 +2,000 SAPH440 +3,000
酸洗コイル	$1.5 \leq t < 1.7$ $\times 900 \sim 1,600$	63,000	SPHC SPHD +1,000 SPHE +2,000 SPHT3 +1,000 SPHT4 +2,000 SS400 +1,000 SN400A +3,000 SAPH310 +1,000 SAPH370 +1,000 SAPH400 +2,000 SAPH440 +3,000
	$1.7 \leq t \leq 6.0$ $\times 900 \sim 1,600$	61,000	SPHC SPHD +1,000 SPHE +2,000 SPHT3 +1,000 SPHT4 +2,000 SS400 +1,000 SN400A +3,000 SAPH310 +1,000 SAPH370 +1,000 SAPH400 +2,000 SAPH440 +3,000
溶融亜鉛 メッキコイル (T-ジンク)	SGCC Z08 $0.3 \leq t < 0.4$ $0.4 \leq t < 0.6$ $0.6 \leq t < 0.7$ $\times 850 \sim 1,320$ $0.7 \leq t < 0.9$ $0.9 \leq t \leq 1.6$ SGHC Z08 $1.6 < t \leq 3.2$ $\times 850 \sim 1,320$	86,000 83,000 82,000 80,000 78,000 78,000	SGC400 +1,000 SGC440 +1,000 SGC570 +1,000 SGH400 +1,000 クロムフリー +1,000 その他のエクストラについては別紙参照
縞コイル	$2.3 \leq t \leq 19.0$ $\times 900 \sim 1,630$	63,000	TCP-SS +1,000 シートレース +1,000
厚 板	8.0 $9.0 \leq t \leq 40.0$ 1524 6096 $45 \cdot 50$ \times 1829 \times 9144 $55 \cdot 60$ 2100 12192 $65 \cdot 70$ 2438 75	66,000 65,000 66,000 67,000 68,000 69,000	SS400 SM400A +3,000 SM490A +8,000 SN400A +3,000 SN400B +7,000 SN490B +11,000 SN490C +15,000 NK規格については別紙参照
熱延鋼板	1.6 $2.3 \leq t \leq 6.0$ \times 914 \sim 1829 \sim $9.0 \leq t \leq 22.0$ 1524 \times 6096	64,000 62,000 63,000	SPHC SS400
酸洗鋼板	1.6 $2.3 \leq t \leq 6.0$ \times 914 \sim 1829 \times 1219 \times 2438	65,000 63,000	SPHC スキッドエクストラ +1,500
縞 鋼 板	$3.2 \leq t \leq 6.0$ \times 914 \sim 1829 \sim $9.0 \leq t \leq 19.0$ 1524 \times 6096	65,000 66,000	TCP TCP-SS +1,000

*価格条件はO/T NET

(単位: 円/トン)

*NK以外の船級規格についてはお問い合わせ下さい

1,000 T = \$US 13

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FILE

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FEB. 2012 SALE PRICE
2012年 2月 販売 価格 表

1/23

Tokyo STEEL
東京製鉄株式会社

品 種	サ イ ズ size	単 価	備 考 remark
product		unit price	
ホットコイル HRC	1.5 ≤ t < 1.7 × 900 ~ 1,630	60,000	SPHC SPHD +1,000 SPHE +2,000 SPHT3 +1,000 SPHT4 +2,000 SS400 +1,000 SN400A +3,000 SM400A +3,000 SM490A +8,000 SPA-H +11,000
	1.7 ≤ t ≤ 22.0 × 900 ~ 1,630	58,000	SAPH310 +1,000 SAPH370 +1,000 SAPH400 +2,000 SAPH440 +3,000 Sitrレース +1,000 スキンパスエキストラ 1.5 ≤ t ≤ 6.0 +2,000 (skin pass extra)
酸洗コイル PO	1.5 ≤ t < 1.7 × 900 ~ 1,320	61,000	SPHC SPHD +1,000 SPHE +2,000 SPHT3 +1,000 SPHT4 +2,000 SS400 +1,000 SN400A +3,000
	1.7 ≤ t ≤ 6.0 × 900 ~ 1,320	59,000	SAPH310 +1,000 SAPH370 +1,000 SAPH400 +2,000 SAPH440 +3,000
GI coil 溶融亜鉛 メッキコイル (T-ジंक)	SGCC Z08 0.3 ≤ t < 0.4 0.4 ≤ t < 0.6 0.6 ≤ t < 0.7 0.7 ≤ t < 0.9 0.9 ≤ t ≤ 1.6 × 850 ~ 1,320	84,000 81,000 80,000 78,000 76,000	SGC400 +1,000 SGC440 +1,000 SGC570 +1,000 SGH400 +1,000 クロムフリー +1,000 come free
	SGHC Z08 1.6 < t ≤ 3.2 × 850 ~ 1,320	76,000	その他のエキストラについては別紙参照
縞コイル checker coil	2.3 ≤ t ≤ 19.0 × 900 ~ 1,630	61,000	TCP-SS +1,000 Sitrレース +1,000
厚 板 PLATE	8.0 9.0 ≤ t ≤ 40.0 45・50 55・60 65・70 75 × 1524 × 1829 × 2100 × 2438 × 6096 × 9144 × 12192	66,000 65,000 66,000 67,000 68,000 69,000	SS400 SM400A +3,000 SM490A +8,000 SN400A +3,000 SN400B +7,000 SN490B +11,000 SN490C +15,000 NK規格については別紙参照
熱延鋼板 HRC sheet	1.6 2.3 ≤ t ≤ 6.0 9.0 ≤ t ≤ 22.0 × 914 ~ × 1829 ~ × 1524 × 6096	62,000 60,000 61,000	SPHC SS400
酸洗鋼板 PO sheet	1.6 2.3 ≤ t ≤ 6.0 × 914 ~ × 1219 × 2438	63,000 61,000	SPHC スキッドエキストラ +1,500 (skid extra)
縞鋼板 checker sheet	3.2 ≤ t ≤ 6.0 9.0 ≤ t ≤ 19.0 × 914 ~ × 1524 × 6096	63,000 64,000	TCP TCP-SS +1,000

*価格条件はO/T NET

(単位: 円/トン)

*NK以外の船級規格についてはお問い合わせ下さい

yen / ton.