

3 April 2017

Director, Operations 3
 Anti-Dumping Commission
 GPO 1632
 Melbourne Victoria 3001
 Australia



Smart Gears P/L

1/7 Cullen Place, Smithfield NSW 2164
 Tel: 02-96092227 Fax: 02-96092228

Anti-Dumping Commission 12 APR 2017

By email: operations3@adcommission.gov.au

RE: Review of Measures Applying to Aluminium Extrusions Exported to Australia from The People's Republic of China

Dear Anti-Dumping Commission,

I write to you as an interested party concerning the review currently undertaken.

Currently, the Anti-Dumping tax imposed on aluminium extrusions exported from China has a profound impact on the Company profits. The net profit the Company after tax at present is 4%. For a small Company, 4% is minuscule while attempting to grow.

Any further increases in the Anti-Dumping tax will further diminish our net profit and hinder any prospects of growing. The Company imports several aluminium extrusions, of which are patented in Australia.

The patented adapters/c-channels in question are used in slat fencing, allowing for easy assembly for Do It Yourself (DIY) customers. The patents held are for the design of the adapters/c-channels and that particular design cannot be reproduced and sold in Australia.

Whilst the adapters/c-channels designs are patented, there are similar products in the Australian market manufactured by Australian companies incorporating different designs. The assembled finish product constitutes as a suitably equivalent good, putting them in direct competition with us.

Below is a quotation from Capral Ltd in comparison to the price we charge in Australia for a similar aluminium extrusion.

Capral Ltd

Material ##	Description	Extrusion	Price (exc. GST)
1018880	SLAT - 65 x 16 x 1.2mm – Black Satin 6.5m	EQ6823	\$38.71

Our Price

Description	Our price /metre (exc. GST)	Price at 6.5m lengths	Cost per 6.5m lengths
Slat 65x15 SATIN BLACK	\$ 6.50	\$ 42.25	\$ 40.56

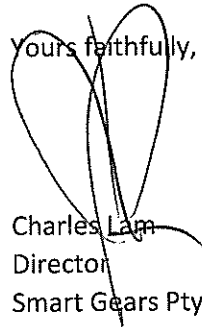
Non-Confidential – For Public Record

As per the comparison above, the local manufacturer has outpriced us with the addition of the Anti-Dumping tax, rendering our product uncompetitive and overpriced.

Seeking other manufacturers is not an option as they manufacture the patented aluminium extrusions. Any conflict with the manufacturer may lead to patented products being sold to other suppliers. It is in our best interest to remain parties in the contract.

We hope you take our situation into consideration as part of the review.

Yours faithfully,

A handwritten signature in black ink, appearing to read 'Charles Lam', written over the typed name and title.

Charles Lam
Director
Smart Gears Pty Ltd

Enclosure : patent documents