

Mr Rod Jones, Director Operations 1
Anti-Dumping Commission
5 Constitution Avenue, Canberra ACT 2600, Australia

Re: Antidumping Notice AND. 2014/27

Dear Mr Jones,

This letter is further to the Anti-dumping Commission's 10 April 2014 request to Fletcher Steel Limited for co-operation under Antidumping Notice AND. 2014/27. This matter relates to OneSteel's application for publication of an antidumping notice on Rod in Coil (RIC) from Indonesia, Turkey and Taiwan.

Background

The New Zealand company that has exported RIC to Australia is Pacific Steel (NZ) Ltd. (PSNZ). It is an Auckland-based manufacturer of RIC and other long steel products. The following comments on price setters, factors influencing pricing, and changes in the market arise from PSNZ's experience in selling to the Australian RIC market.

Price Setters

In PSNZ's view the price setter of RIC in Australia is the pool of lowest priced (i.e. non-PSNZ) import offers. PSNZ's negotiations with Australian RIC customers [REDACTED]. [REDACTED] attention is paid in these discussions to the other import prices into Australia. [REDACTED]
[REDACTED] negotiate lower pricing from PSNZ.

Factors Influencing Pricing

Factors (other than the principal factor of alternative import cost) taken into account during price [REDACTED]
[REDACTED]

Changes in the Market

Primary changes over the last several years are an increasing presence of low-priced imported RIC from Asia, and more recently Turkey. PSNZ's [REDACTED] in recent years and Australian consumers have increasingly purchased lower priced goods from elsewhere. PSNZ considers that its RIC offer prices

into the Australian market have been undercut by other RIC imports and this has enabled the other imports to gain Australian RIC market share.

Pacific Steel Calendar 2013 RIC Australian Sales

This detail is set out below. All the RIC below was sold by PS in calendar 2013 to Australia, was made by PSNZ in Auckland, packed in containers, [REDACTED]

Customer Name	Customer Location	Month	Volume (tonnes)					

Pacific Steel Calendar 2010 - 2013 Australian RIC Sales Volume

PSNZ exported [REDACTED] tonnes of RIC to Australia in 2010; [REDACTED] tonnes in 2011; [REDACTED] tonnes in 2012; and [REDACTED] tonnes in 2013.

Yours faithfully,

Stefan Iggo
Commercial Manager
Pacific Steel (NZ) Ltd