



EXPORTER MEETING MINUTE

File No.: Case 355 **Date of Meeting:** 16 August 2016
Time/Duration: 1600 – 1730

Location: Hunt & Hunt, Level 26, 385 Bourke St, Melbourne

Attendees: *Chris Hill (ADC)* *Russell Wiese (Hunt & Hunt)*
Adam Hourigan (ADC) *Alistair Hanson-Currie (Geelong Sales)*
Darryl Stevenson (Sub Edge Pty Ltd)
Janet Liang (Geelong Sales)
Yung Li (Economic Consulting Services)

1. Meeting purpose:

Geelong Sales called the meeting to discuss the goods description as it relates to the steel shelving investigation, provide information regarding their company, and discuss their view of the Australian market.

2. Discussion points:

- **Introduction:** Alistair provided an introduction including a high level overview of the company and its operations. Darryl provided additional background as to how a company called Geelong ended up with manufacturing facilities in China.
- **ADC outlines investigation process:** The ADC explained the anti-dumping system and the investigation process.
- **Goods description and demonstration:** Russell outlined Geelong's concern that the goods description for steel shelving is broad and ill-defined. There was no clear definition of exclusions like 'industrial shelving'. Furthermore, other shelving units may be captured by the goods description even if they do not compete in the same market. Geelong advised its intention to make submissions related to the issues of the goods and the market.
- **Australian Market:** Geelong indicated further that the powder-coating costs associated with their product is a significant differential within the market place, and while they recognise similarities with Summit's goods, Geelong don't consider that they compete with Summit in the Australian marketplace.
- **Exporter information:** Geelong posed queries related to the exporter questionnaire, which it intends to submit to the ADC.