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TIPPERS / HYDRAULICS / PARTS & REPAIRS

ph:07 3711 0400 31 Arc Place, Larapinta Qld 4110

DATE RECEIVED

7 APRIL 2014

PUBLIC RECORD

Director Operations 3
Anti-Dumping Commission
1010 La Trobe Street
DOCKLANDS VIC 3008

7 April 2014

FAX - 1300 882 506

Dear Sir or Madam

We wish to advise the following reasons for our use of SSAB quenched and tempered steel plate:

- a. The finished product is far superior to Q&T steel plate from Bisalloy. It is reliable and of superior quality.
- b. We do not have any problems with SSAB Q&T steel plate regarding wear or structural failure.
- c. SSAB finished product with flatness and surface condition is far superior.
- d. SSAB are always accurate about the grades of steel and the grade is never inferior.
- e. SSAB roll Q&T steel plate to sizes to suit our requirements - a service that Bisalloy does not offer.

We currently use and will continue to use SSAB's Q&T steel plate to ensure that we, as an Australian manufacturer, maintain a high standard of production and protect our reputation in the market place.

We purchased Q&T steel plate from Bisalloy in the late 1990s, but we changed to SSAB because Bisalloy's plate was not of sufficient high quality. Bisalloy's products caused problems of cracking and insufficient strength. We found that the properties of Bisalloy's Q&T steel plate varied across the plate - with hard and soft bits, varying in thickness and strength on the same plate. Another example is the fact that Bisalloy's Q&T steel plate required us to grind the oxide layer on the outside of the plate. SSAB's plate is already sandblasted and primed for our requirement.

You will find that Bisalloy has a market reputation for a lower quality steel product, and this is definitely the reality of the situation. We take pride in our reputation for superior quality products and this starts from the high quality material we use. Bisalloy doesn't even cut to the size needed by customers. When we used to order from them they said we could throw the offcuts in the bin. They supply a low grade commodity product and behave accordingly.

We cannot skimp on the Q&T steel plate we purchase for price reasons. Price comparing is not a consideration when we do business with SSAB because we don't select Q&T steel plate on price. We negotiate with them to get the best deal and economic conditions will often cause us to negotiate very strongly, for the survival of our business. However we don't 'shop around' and we don't watch other manufacturer's prices. To be honest, we don't know what the prices of Bisalloy's Q&T steel

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plate are, we have to use the SSAB products and make sure we get the best price we can from them.

Regardless of whether SSAB's products are more or less expensive, we can only use SSAB-quality product. Until a product of the same quality comes along we need the SSAB Q&T steel plate and will continue to use it.

We now have a longstanding relationship with SSAB and we understand the Q&T steel plate required in our industry for the customers we service, in line with our motto of "Built To Last". Bisalloy only provide a lower grade Q&T steel plate product. It is not a substitute which meets our requirements and cannot break into this market.

Please feel free to contact us should you require any additional information.

Regards Graham Weatherhog

Operations Manager