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Ms Joanne Reid  
Director Operations 2  
International Trade Remedies Branch  
Australian Customs and Border Protection Service  
5 Constitution Ave  
Canberra ACT 2601

Dear Joanne,

Thank you for your time on 7 November to discuss the Galvanised Coil dumping investigation.

At the meeting you requested, if available, follow-up information from OneSteel on a few matters:

1. Any further technical information on the comparison of Hot Rolled Coil and Cold Rolled Coil and suitability for Structural Pipe and RHS manufacture.
2. Any information providing a comparison between the offer for supply from BlueScope for Coil Coaters vs other parts of the OneSteel business. Also, if available, a copy of the Coil Coaters original request for quotation from BlueScope.

**1. Further technical information comparing Hot Rolled Coil and Cold Rolled Coil.**

Confidential attachment A provides a table comparing the technical performance for Hot Rolled Coil and Cold Rolled Coil. Confidential attachment B provides a comparison between ATM 360 the specification/grade used by ATM for Hot Rolled Galvanised Coil and standard Cold Rolled Galvanised coil grades manufactured by Bluescope. Key observations from this table include:

- Cold Rolled Coil undergoes a fundamentally different additional process step in manufacture that adds significant cost. For many applications this is a necessary process step. For Structural Pipe and RHS manufacture it is an unnecessary process step and one that compromises the suitability of the product for many applications.
- Hot Rolled Coil and Cold Rolled Coil operate under different Australian Standards



- The mechanical properties of standard BlueScope cold rolled Galvanised coil grades have been unsuitable for the manufacture of RHS to AS1163 C450 PLUS. This is ATM's standard specification/grade for RHS. The key reason for this is the lower elongation/yield strength properties and questionable suitability for Structural applications.

- BlueScope standard cold rolled Galvanised coil grades have lower elongation (ductility) than the Hot Rolled Coil grades TF360 or ATM 360 that ATM uses for the manufacture of Structural Pipe and RHS to AS1163 C450 PLUS.

Further to the above it should be noted that Cold Rolled Coil has not been treated as 'Like Goods' in the recent Hot Rolled Coil dumping investigation.

## **2. BlueScope Steel offer to supply OneSteel Coil Coaters**

It is Coil Coaters contention that BlueScope has had no intention to supply Zn-Al coil to Coil Coaters over the last 4 years. This has been evidenced by:

- BSL non-supply to Coil Coaters or ACE gutters, the two businesses painting >600mm in coil in Australia and the only purchasers of unchromated coil >600mm over the last 4 years.
- Coil Coaters and ACE gutters being competitors to BSL for the supply of wide painted coil.
- The pricing and commercial terms [REDACTED] [REDACTED] (Refer Confidential attachment C) that included:

[Confidential excerpts detailing prices and comparable commercial terms]

Coil Coaters has made enquiries as to whether there was a [REDACTED]  
[REDACTED]

Yours Sincerely

Stephen Porter