



Australian Steel

ABN: 81 062 125 482

17th April 2014

The Director
Anti-dumping Commission
1010 La Trobe Street
Docklands
Victoria 3008

Q&T Steel Plate Antidumping Investigation

Dear Madam or Sir,

In reference to Australian Steel using SSAB branded Hardox & Weldox plate, it is of our opinion that during the past 8 years of business with SSAB we have experienced a solid relationship; this is due to SSAB providing quality product & customer service.

We are a service centre business & prefer to use SSAB Hardox & Weldox plate over various other products. In terms of order of quality standard Ruukki, then Quad & Quend, and lastly Bisalloy are the other products on the market.

Hardox & Weldox is superior quality product, our clients do demand it. It has a higher price but that is not the issue.

- 1 Hardox was the world's first modern wear plate, launched in 1974 (everything else is a pale imitation)
- 2 SSAB has tightest thickness tolerances as per "AccurollTech" (important to critical applications)
- 3 SSAB has the tightest flatness tolerances

Even if Bisalloy had a mechanically comparable product, it does not offer 3.2mm or 4mm thicknesses (extensively used in the critical Australian transport industry) and does not even produce 120mm or 140mm thicknesses (used in heavy mining applications).

Bisalloy's cause was not helped by the importation of large tonnages of greenfeed when it first started its China JV. [REDACTED]

This

was about two or three years ago.

SSAB also have good availability of plate sizes & stock levels in the Australian market. SSAB have the ability to meet our lead times & when requested have been able to provide a 24 hour logistic turn around, this is crucial for our forward planning.

SSAB's technical support is exceptional & we have been able to contact them at any time. On previous occasions SSAB has worked with us to provide technical advice & workable solutions to support our customers providing a successful end result in developing new product areas.

Without the supply of SSAB Hardox & Weldox plate, I believe this will have a negative impact on the Australian market, stifling innovation and the future of both businesses.

Regards,

Charles Capocasale
Director
Australian Steel

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O x y - P l a s m a - D r i l l i n g - W a s h G r i n d i n g - S t r e s s R e l i e v i n g