

18 February 2013

International Trade Remedies Branch
Australian Customs and Border Protection Service
Customs House,
5 Constitution Avenue
Canberra ACT 2601

Received
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Attention: Joanne Reid – Director Operations 2

Re: Public Record for investigations 190a and 190b - Zinc Coated (Galvanised) Steel and Aluminium Zinc Coated Steel From China, Korea and Taiwan.

Dear Joanne,

United Industrial Pty Ltd. Is a local company that specialises in strategic sourcing of materials and equipment for supply into key industry sectors within Australia – predominantly the railway and construction industries. We are primarily engaged by local manufacturing companies that wish to source competitive raw materials such as steel, where they need to be competitive in the marketplace.

We see our role as being that of assisting Australian manufacturers to be competitive against imported finished products by sourcing raw materials priced fairly on the international market.

I have seen the gradual erosion of Australian manufacturing in the railway and construction industries over the last decade as competitively priced imports have taken over market share due to our local raw material prices being uncompetitive.

Steel manufacturers in China have adopted the latest steel producing technologies that have enabled them to produce in a highly efficient manner. It is up to the local steel producer of the zinc coated (galvanised) steel & aluminium zinc coated steel to implement efficiencies into their operations that enable them to offer the Australian manufacturers the pricing and delivery service required for them to be competitive with imported finished products.



We have only been involved with investigating the supply of a highly specialised zinc coated galvanised steel coil that demands a Z600 coating thickness since September 2012 and our export partner SPLCO – South Polar Lights Steel (Shanghai) Co., Ltd is the only Chinese manufacturer able to properly meet this specification. We feel that the preliminary dumping margins indicated in 3.5.2 Figure 1 – “*selected non cooperating exporters*” to be unfair as our export partner was not contacted or investigated, in fact they have not exported this material to Australia in the investigation period 1 July 2001 – 30 June 2012.

We believe the current import duties from China remain unchanged and suggest that any increase to the rates would allow the domestic supplier to have a monopoly in the Australian marketplace and be potentially disastrous for Australian manufacturing.

Please feel free to contact me at any time to discuss this matter

Yours sincerely

A handwritten signature in black ink, appearing to read "S. Condon".

Stephen Condon

Director

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