

From: [Michael Watters \(TSA\)](#)
To: [STONE Andrea](#)
Cc: arthur.vlahonasios@aigroup.asn.au
Subject: Tasman Sinkware Factual Correction
Date: Thursday, 4 December 2014 11:37:27 AM
Attachments: [201412040015.pdf](#)
[201412040028.pdf](#)

Andrea,

I am just reading through the submissions in relation to the issues paper and feel compelled to point out an issue that is factually incorrect.

Whilst I am aware that the time frame has passed for submission I felt it necessary to correct this error and bring this to your attention in relation to the tight radius sinks and the unfounded and ill-informed statements being made.

Several submissions have asserted that Tasman Sinkware in fact import their own tight radius pressed sinks and therefore this is proof that these products do not compete with other pressed bowl products in the market.

Whilst historically correct that we did import a range of tight radius pressed bowls (referred to as our commercial Sonetto range – this is different to the fabricated Sonetto sink) this was done to enable us to price compete with dumped product.

Since the instigation of the ADC investigation and publishing of the PAD we have removed this product from our range, not placed an order with our supplier since 20-May-2014 (copy of last PO is attached) and ceased supplying and quoting this product to our customers. This has been consistent with our corporate strategy since the commencement of the investigation where we:

- no longer import Genesis & Elan (pressed entry level Good sinks) – replaced with the newly created locally manufactured Endeavour product range;
- no longer import C610 Laundry tub (pressed entry level commercial product) – replaced with the newly created locally manufactured C-Tub product range;
- no longer import commercial Sonetto (pressed tight radius commercial product) – removed from product range and substituted with other product sales

I apologise for the breach of submission deadline and have specifically refrained from addressing any other points in the exporter/importer submissions but felt that the Commission needed to be correctly informed about the misleading and out of date market intelligence provided. I have done this as we have not had a chance to meet since the publishing of the initial PAD and the statements being submitted do not align with our current activities and strategies being undertaken in the market as a consequence of the investigation. Tasman Sinkware has now positioned itself so that we no longer sell any product that is subject to AD duties (refer to the attachment of a recent letter circulated to all our customers which was sent to reaffirm this stance).

If you would like to discuss this matter further please feel free to give me a call.

Michael Watters | Commercial Manager



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26 November 2014

Support for Australian Manufacturing

Dear Valued Customer,

As Australia's sole manufacturer of pressed stainless steel sinks I write to you to ask for your continued and extended support for a strong and trusted Australian company and brand in Oliveri.

In recent years we have been fighting hard for the survival of the manufacturing segment of our business. The recent decision by the Anti-Dumping Commission to apply preliminary dumping duties on Chinese pressed sinks provides us with the hope of maintaining our local manufacturing base and continuing to provide jobs for our employees across Australia.

We feel that the current Anti-Dumping case may extend well into 2015 and whilst this is the case there continues to remain a great deal of uncertainty as to what the final dumping duties will be. As a result of this, Tasman Sinkware has recently changed our sourcing strategy to produce all pressed sinks from our Adelaide manufacturing facility. This enables us to remove all uncertainty around anti-dumping and product quality.

The entire Oliveri range is completely free of any anti-dumping duties and will not be impacted by further delays or changes to the dumping rates. This helps provide certainty to our business and our ability to supply our customers without significant disruption and change to the supply chain.

We have recently started to produce a new product range (Tasman Endeavour) and we are confident that this Australian made product can do well in the market. This boost to our production volumes has allowed us to create more Australian jobs and also provides the unique flexibility to respond quickly to customer and project needs by producing sinks locally at short notice. No other supplier can offer this production/supply flexibility in the Australian market.

Whilst we have recently increased investment in our local manufacturing facility, we are aware that other sink suppliers are considering sourcing sinks from other low cost countries throughout Asia to avoid the duties. Whilst some suppliers may switch their sink supply from China to countries like Thailand, India, Malaysia and Vietnam, Oliveri is the only company that can supply the market with quality, Australian made pressed sinks.

Despite the preliminary anti-dumping ruling we continue to remain uncertain about our manufacturing future. We have made changes to our business to help us remain a competitive and reliable supplier. To ensure our future as an Australian manufacturer we need the increased support of all key players in the Australian industry and continue to need partners like you to help achieve our objective of retaining local manufacturing capability.

Most importantly, none of the Oliveri product range is subject to the anti-dumping duties which have been announced by the Anti-Dumping Commission. I encourage you to speak with your local Oliveri sales representative to talk through our range of local product solutions. Thank you for your continued support of the Oliveri brand and Australian manufacturing.

Yours sincerely,

Mark Freeman
General Manager