

SPEEDLOG 史必诺® 

上海史必诺物流设备有限公司

SHANGHAI SPEED LOGISTICS EQUIPMENT CO.,LTD.
SHANGHAI MAXRAC STORAGE EQUIPMENT ENGINEERING CO.,LTD.

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Dear Anti Dumping Commission,

We, "Speedlog Group" is a leading rack manufacturer in China. Since established in 2003, we always adhere to the concept of "Quality First, Service-Oriented". This submission is made on behalf of "Speedlog Group" who's respondent in the above investigation as follows (collectively "Speedlog Group"): Shanghai speed logistics equipment co., ltd and Shanghai Maxrac storage equipment engineering co., ltd. Our brand for export to Australia and worldwide is simply called "Maxrac".

We have been exporting rack products to Australia from year 2005 and carefully built the "MAXRAC" brand overseas, which is well known in the Australian market. We have distributors in almost every state of Australia with a long-term cooperation. They buy from us and work as agency of Maxrac brands and serve a wide range of Australian businesses and individuals. Our products are very popular with Australian consumers, and we are also happy to provide cost-effective rack products for Australian people.

As an enterprise exporting to Australia for many years, we understand the consumption habits, the laws and regulations of the Australian market, as well as the design specifications and requirements of rack products in Australia. Maxrac is also the first Chinese rack manufacturer that passed the AS4084-2012 test.

Unfortunately, in 2018, due to Dematic's referral to the Anti-dumping Commission, the anti-dumping measures is imposed. We were eventually ruled to apply a punitive tariff of 110%. Implement of the anti-dumping action not only dealt a huge blow to the company like us, but also has a big impact on our Australian partners. We are not offering cheap, low-quality products as mentioned in the notice. On the contrary,



what we offer is high quality products with a reasonable price, and won't disrupt the local market. Now if you import Chinese rack products, you have to pay high anti-dumping duties. Our customers had to source from other countries such as Vietnam and Malaysia to purchase pallet rack products. They reported that the quality was not as good as Maxrac's products. Some customers even stopped their rack sales business, which was also a huge blow to the local warehouse rack market. We suddenly lost 60% of the market share, lost the most Australian partners, they are companies that develop and grow with us together in past many years.

China is well known as a big manufacturing country in the world and products from China are well sold all over the world. Due to the high cost-performance and good quality, they are loved by customers around world. In the meantime, the rack products from China are also welcomed by many enterprises. Our products are exported to Germany, Denmark, Britain, the Netherlands, New Zealand and many other countries. At present, many Australian customers still choose our shelves and other products, including Dematic. We therefore suggest Anti-dumping Commission to reject Dematic's application for continuation of the anti-dumping measures. It'll let Australian people enjoy an excellent quality rack products made in China with a reasonable price.

Sincerely Yours,

Paris

Export Director

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