



Australian Government
Department of Industry,
Science and Resources

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Anti-Dumping
Commission

Australian Industry Questionnaire

Case number: 692

Product: Certain Welded Steel Mesh Sheets

From: The People's Republic of China and Malaysia

Investigation period: 1 October 2024 to 30 September 2025

Response due by: 2nd January 2026

Email enquiries to: investigations1@adcommission.gov.au

Anti-Dumping Commission website: www.adcommission.gov.au

Responses to the exporter questionnaire must be submitted via SIGBOX. Please contact the commission on the above email address to request access to SIGBOX.

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INSTRUCTIONS

Why you have been asked to fill out this questionnaire?

The Anti-Dumping Commission (the commission) is currently undertaking an inquiry into whether anti-dumping measures applying to exports of certain welded steel mesh sheets from the People's Republic of China (China) and Malaysia should be continued.

Australian Dumping Notice No. 2025/114 provides details of the goods under consideration, the application and the inquiry procedures.

The commission is seeking input from participants in the Australian market for the goods to inform its:

- understanding of the dynamics of the Australian market, including factors that may be impacting the economic condition of the Australian industry producing the goods; and
- assessment of whether the dumping applying to the goods would result in or would be likely to result in material injury to the Australian industry.

The commission will collect and use information in accordance with the commission's [Collection and Use of Information Policy](#).

The timeliness of your response is important. The Commissioner must consider the direction from the Minister for Industry and Innovation and Minister for Science as set out in the Customs (Extensions of Time and Non-cooperation) Direction 2015 (the Direction). More details on this direction are explained in Anti-Dumping Notice 2015/129, available on the commission's website at www.adcommission.gov.au.

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CHECKLIST

This section is an aid to ensure that you have completed all sections of this questionnaire.

Section	Please tick if you have responded to all questions
Section A Company information	☐
Section B Australian Sales	☐
Section B Australian Market & Injury	☐
Section D Declaration	☐
Non-confidential version of this response	☐

Attachments	Please tick if you have provided spreadsheet
CONFIDENTIAL ATTACHMENTS	☐
NON-CONFIDENTIAL ATTACHMENTS	☐

GOODS UNDER CONSIDERATION

The goods under consideration (the goods) i.e. the goods exported to Australia, allegedly at dumped prices are:

Steel mesh sheets, welded at the intersection, of longitudinal and transverse members with cross-sectional diameters of between 3mm to 14mm (inclusive) and having at least one aperture size of 80cm² or more.

Sheets of the subject welded steel mesh have a maximum nominal length of up to and including 15 metres and includes sheets that may have bends.

The goods under consideration do not include welded steel mesh sheets made from stainless steel as defined under Note 1(e) to Chapter 72, Schedule 3 of the Customs Tariff Act 1995.

The goods include all welded steel mesh sheets meeting the above description irrespective of steel surface profile, alloy content or coating.

Further information:

Aperture size refers to the nominal area calculated by multiplying the distance between the longitudinal members and the transverse members. For example, an aperture size of 80 cm² may denote an aperture with longitudinal members 8cm apart and transverse members 10cm apart.

'Length' is measured from the ends of the longitudinal members.

SECTION A COMPANY INFORMATION

A-1 Company representative and location

- 1. Please nominate a contact person within your company:**

Name: *Neil McLean*
Position in the company: *General Manager*
Telephone: 
E-mail address: 

- 2. If you have appointed a representative, provide their contact details:**

Name:
Address:
Telephone:
E-mail address:

In nominating a representative, you are granting authority to the commission to discuss matters relating to the case with the nominated representative, including your company's confidential information.

- 3. Please provide the location of the where your company's financial records are held.**

2 Venture Place, East Rockingham WA 6168

- 4. Please provide the location of where your company's production records are held.**

2 Venture Place, East Rockingham WA 6168

- 5. Please provide the location of your company's production plant manufacturing the goods under consideration.**

*1-3 Distribution Drive, Truganina VIC 3029
2 Venture Place, East Rockingham WA 6168
2/7 Williamson Road, Ingleburn NSW 2565*

A-2 Company information

- 1. What is the legal name of your business?**

Bestbar Pty Ltd.

- 2. Does your company trade under a different name and/or brand? If yes, provide details.**

No.

- 3. Was your company ever known by a different legal and/or trading name? If yes, provide details.**

Trading as Bestbar Reinforcements.

- 4. What is the overall nature of your company's business? Include details of the products that your company manufactures and sells and the market your company sells into.**

The company operates within the construction sector, specialising in the manufacturing of reinforcing mesh and supply of reinforcing steel and related accessories.

- 5. If your business does not perform all of the following functions in relation to the goods under consideration, then please provide names and addresses of the companies which perform each function:**

- (a) produce or manufacture;**
- (b) sell in the domestic market; and**
- (c) export to Australia.**

- 6. Does your company produce brochures, pamphlets or other promotional material? If yes, please provide them.**

Mostly online advertisements and website promotion, however a small list of paper material is listed below. Documents can be provided on request.

- *Capacity Statement*
- *Bestbar Product Guide*
- *Shapes Guide*
- *ReoNet Brochure*

- 7. Does your company belong to any industry association relevant to the production of welded steel mesh sheets in Australia?**

*Steel Reinforcing Institute of Australia (SRIA)
Australian Green Infrastructure Council (AGIC)
Australian Steel Association (ASA)
Australian Certification Authority of Reinforcing and Structural Steels (ACRS)
Steel Sustainability Australia (SSA)*

SECTION B AUSTRALIAN SALES

B-1 Australian sales process

- 1. Provide details (and diagrams if appropriate) of the Australian sales process of your company and representatives (e.g. agents) including:**

(a) Marketing and advertising activities;

Predominately social media (Linked In) is used for Marketing and Advertising.

(b) Price determination and/or negotiation process;

An in-house estimation and pricing database system is used to register and authorise all pricing to our customers.

(c) Order placement process;

EDI – Electronic purchase orders, email.

(d) Order fulfilment process and lead time;

Generally, all orders are fulfilled within 48 hours of customer request.

(e) Delivery terms and process;

Free into to Store (FIS) or Cost Insurance Freight (CIF) terms. Standard delivery charges to all nominated regions are detailed in all offers and estimations. Delivery is usually from Bestbar truck's direct to customer site.

(f) Invoicing process; and

Invoicing is automatically triggered (electronically) when the goods are delivered.

(g) Payment terms and process.

Payment terms are normally 30 days from the end of month of delivery. Financial Customer Statements are issued at the end of each month to support payment on time by the customer.

- 2. Are any customers of the goods sold in Australia related to your company? If yes, please provide a list of each related customer and provide details on how the selling price is set.**

No.

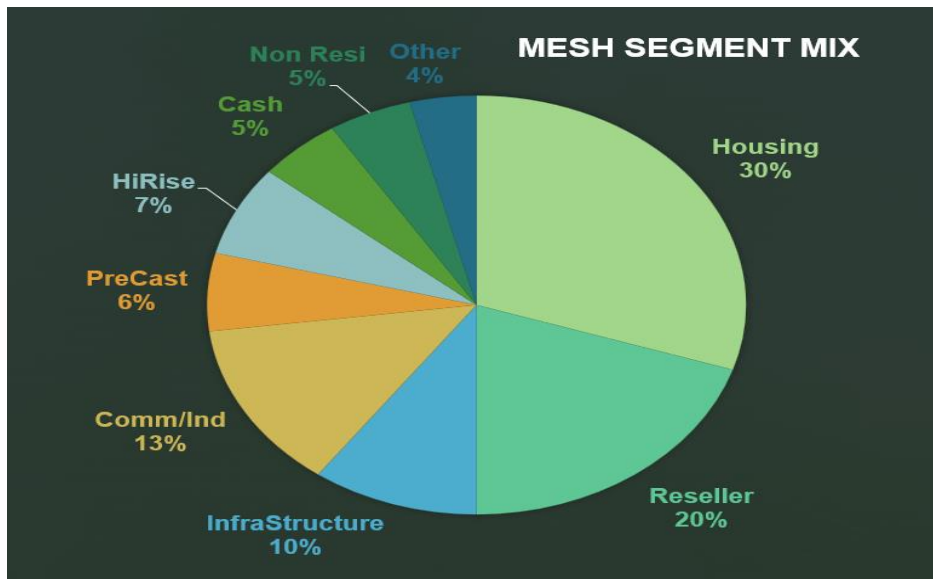
- 3. If sales are in accordance with price lists or price extras list, provide copies of these lists.**

Sales are according to our internal pricing matrix's within each state. Set margins are used to create the sell rate for each sales market segment.

- 4. Do your selling prices vary according to the distribution channel identified? If yes, provide details. Real differences in trade levels are characterised by consistent and distinct differences in functions and prices.**

Please find listed a summary of market segments for mesh:-

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The major two segments are Housing and Resellers which account for approximately 50% of total mesh sales in Australia. Pricing for these two segments generally is lower than for the other end use segments.

Resellers (Hardware/Building Supplies) provide a full building supplies service offer to Concreters and Builders. Resellers generally maintain customer loyalty, by driving for lower pricing from suppliers.

B-2 Australian sales listing

1. Please provide a summary of the volume and value of all your Australian sales of welded steel mesh sheets produced by you in Australia and invoiced for the period 1 October 2024 to 30 September 2025.

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B-3 Australian production

1. Please provide a summary of the volume of your production of welded steel mesh sheets in Australia for the period 1 October 2024 to 30 September 2025.

Bestbar Production in NSW and Victoria was significantly scaled back in 2025 due to inability to profitably produce mesh. NSW and Victorian Mesh machines are only now used sparingly, based upon supply chain disruptions.

Bestbar capacity utilisation declined considerably in FY 2025, due to NSW and Victoria inability to produce mesh profitably. Refer below table: -

CAPACITY UTILISATION - BESTBAR - TONNES MESH			
	FY 2024	FY 2025	1 Oct 2024 - 30 Sept 2025
	Previous financial year	Most recent financial year	Relevant Period
Production capacity (tonnes) of the facility used to manufacture the goods under consideration (GUC) [A]			
Actual production tonnes of the GUC [B1]			
Actual production of the non-GUC that is manufactured using the same facility as the GUC [B2]	-	-	-
Capacity utilisation (%) (B1+B2)/A x 100	26%	15%	13%

B-4 Australian cost information

Optional – please complete this section if possible.

Not possible based upon quantity of data required.

1. Complete worksheet named “B-4 Australian CTM” (cost to make) for domestic sales.
2. Please complete worksheet “B-4.1 Australian SG&A” (SG&A list) and “B-4.2 SG&A calculations” for domestic selling, general and administration expenses.

SECTION C

AUSTRALIAN MARKET & INJURY

C-1 Prevailing conditions of competition in the Australian market

1. Describe the Australian market for the goods and the prevailing conditions of competition within the market, including:

- (a) Provide an overall description of the Australian market for the goods which explains its main characteristics and trends over the past four years;

Australian market has been predominately driven by demand in the Housing and Commercial Building segment. Builders have encountered inflationary pressure on building supplies. Over the last 4 years significant pressure has been applied to reduce mesh prices. Availability of low-priced imports has created the competitive tension that has seen a decline in mesh pricing.

- (b) Provide the sources of demand for the goods in Australia, including the categories of customers, users or consumers of the product;

Please refer segmentation pie chart presented under Section B1 – Australian Sales Process – Question 4.

- (c) Provide an estimated proportion (%) of sales revenue from each of those sources of demand listed in (b);

Based on the last 12 months of sales:

- Housing 30%, Resellers 20%, Commercial Building 13%, Infrastructure 10%, Hi Rise 7%, and Precast 6%.*

- (d) Describe the way in which Australian manufactured and other imported goods compete in the Australian market; and

Buyers of mesh openly ask for estimates for defined quantities of mesh from identified suppliers of mesh.

Quantities are be based upon a project and/or regular estimates of monthly demand.

Buyers determine their choice of supply predominately on delivery service and price competitiveness. Most suppliers of mesh can provide good delivery service, meaning price is paramount.

- (e) Describe the ways that the goods are marketed and distributed in the Australian market.

Mesh suppliers in Australia generally use Social-Media, Personal Visitation and Email to communicate their mesh supply offer.

Mesh is supplied from stock-piles of mesh (Standard sizes) held in their distribution and/or production facilities. Mesh is either picked up by the customer with their own transport or delivered to customer nominated site by the supplier. Lead time from acceptance of offer to delivery is usually 24-48 hours.

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2. Describe the commercially significant market participants in the Australian market for the goods at each level of trade over the investigation period. Include in your description:
- names of the participants;
 - the level of trade for each market participant (e.g., manufacturer, importer, distributor, end-user, etc.);
 - a description of the degree of integration (either vertical or horizontal) for each market participant; and
 - an estimation of the market share of each participant.

Not able to provide an answer.

3. Identify the names of commercially significant importers in the Australian market for the goods over the investigation period. Specify the country each importer imports from and their level of trade in the Australian market, if known.

Not able to provide an answer.

C-2 Conditions of competition

- 1. Provide a diagram which describes the Australian market structure for the goods, ensuring that all the categories of participants are included. In this diagram use linkages to illustrate the different levels of trade and distribution channels within the Australian market.**

Refer previous commentary.

- 2. Describe the end uses of the goods in the Australian market from all sources.**

In the construction of various concrete elements.

- 3. Describe the key product attributes that influence purchasing decisions or purchaser preferences in the Australian market. Rank these preferences or purchasing influences in order of importance.**

In general, product used as designed to reinforce concrete structures

- 4. If available, provide examples of competition with importers selling welded mesh from exporters from China and/or Malaysia during the investigation period. Include, if available:**

- a. A list of common customers
- b. Competition at applicable levels of trade (e.g. distributor or retail)
- c. Any market intelligence concerning pricing from China and/or Malaysia (e.g. emails, offers, photographs of imported mesh)
- d. Any example of lost sales or volume, or instances where you have lowered prices to compete with imports from China and/or Malaysia (e.g. project tenders lost to imported mesh).

Not available.

Provide any available documentary evidence to support the responses made to questions C-2.4(a) to (d).

C-3 Relationship between price and cost in Australia

1. Describe the importance of the Australian market to your company's operations. In your response describe:
 - (a) The proportion of your company's sales revenue derived from sales of the goods in Australia and
 - (b) The proportion of your company's profit derived from sales of the goods in Australia.

In responding to question C-3.1 please provide evidence supporting calculations.

Bestbar solely concentrates on providing mesh supply to the Australia market only. Sales, production and spread information has been provided in this questionnaire.

2. Is your organisation/business entity the price leader for the goods in the Australian market? If no, please explain the reasons behind your response and specify the name(s) of the price leaders.

No, Infrabuild and it's owned entity ARC are the market leaders, as they are the largest producer of mesh from raw material. ARC has the most extensive range of distribution outlets in Australia.

3. Explain the process for how the selling prices of the goods for the Australian market by your business are determined. Provide copies of internal documents which support how pricing is determined.

Bestbar has an internal management system to control estimation and pricing of all mesh products. Bestbar establishes price matrix's that are relevant to customer segments and regions. Matrices are reviewed monthly, based upon sales performance and market feedback.

4. How frequently are your Australian selling prices reviewed? Describe the process of price review and the factors that initiate and contribute to a review. Provide the names and positions of all persons involved.

Pricing is reviewed on an ongoing basis. At least monthly.

5. Rank the following factors in terms of their influence on your pricing decisions in the Australian market, with the most important factor ranked first and the least important factor ranked last:

- | | |
|--|----|
| • Competitors' prices | 3 |
| • Purchase price of raw materials | 2 |
| • Cost to make and sell the goods | 8 |
| • Level of inventory | 9 |
| • Value of the order | 4 |
| • Volume of the order | 5 |
| • Value of forward orders | 11 |
| • Volume of forward orders | 12 |
| • Customer relationship management | 6 |
| • Supplier relationship management | 7 |
| • Desired profit | 1 |
| • Brand attributes | 10 |
| • Other [please define what this factor is in your response] | |

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6. Describe the relationship between selling price and costs to make and sell in the Australian market.

Selling price is driven predominately from market demand. Bestbar aims to make a target spread per tonne, per month per region. Cost of production of mesh is always a factor in determining necessary spread to make a satisfactory financial contribution.

7. Do you offer price reductions (e.g., commissions, discounts, rebates, allowances or credit notes) in the Australian market? If yes, provide a description and explain the terms and conditions that must be met by the customer to qualify. Explain how the cost to make and sell are considered in establishing these price reductions. Provide copies of internal documents which support your claims in response to this question.

In the main, pricing is based on volume demand.

8. Provide copies of any price lists for the goods used in the Australian market during the investigation period. If you do not use price lists, describe the transparency of your prices in the Australian market.

Price lists are generated on a customer-by-customer basis. These lists are confidential between the customer and Bestbar.

Price setting is driven by internal price matrices.

C-4 Direct evidence of current import competition in Australia and its impact on Australian industry

1. Describe current status of import competition in the Australian market, including:
 - (a) the major Australian importers, traders or end users seeking to supply the goods into the Australian market;
 - (b) end users your company does not supply, but who solely import the goods from overseas;
 - (c) end users who source the goods from both your company and from overseas suppliers; and
 - (d) provide any specific details relating to exports from China and/or Malaysia.

Regular buyers (Reseller, Hardware/Building Supplies, Home Builders, Concreters) of mesh are very aware of import supply from China and Malaysia. It is now customary for these buyers to make you aware of current prices they can pay for imported mesh.

Bestbar is continually confronted with import prices that are \$150 - \$250 per tonne (10-15% lower price) below current establish rates with existing customers.

2. Describe any other circumstances in which imported goods have affected your company that you consider to be relevant to this investigation. This may include the impact of imported goods on:
 - a. decisions concerning the engagement and retention of labour employed by your business;
 - b. decisions concerning the terms and conditions of employment by your business in the production of like goods, such as the level of wages payable, hours worked, effect on part time work and shift structures;
 - c. your current investments in the production of like goods (including the level of return on those investments);
 - d. proposed investment in the production of like goods; and
 - e. the ability to raise capital for the production of like goods.

Bestbar production facilities in NSW and Victoria have been scaled back to work on an emergency basis only. Approximately 20 full time positions have been made redundant due to inability to produce profitably.

SECTION D
DECLARATION

I hereby declare that Bestbar Pty Ltd. have completed the attached questionnaire and, having made due inquiry, certify that the information contained in this submission is complete and correct to the best of my knowledge and belief.

Name : ***Neil McLean***

Signature :

Position in

Company : **General Manager**

Date : **23rd December 2025**