

Ms Joanne Reid
Director Operations 2
International Trade Remedies Branch
Australian Customs and Border Protection Service
Customs House
5, Constitution Avenue
CANBERRA ACT 2601

5 August 2011

Dear Ms Reid

Clear Float Glass exported from Indonesia, Thailand and the People's Republic of China

Resumption of investigation - ACDN 2011/10 refers

JELD-WEN Australia Pty Ltd makes the following submission in response to Blackburn, Croft & Co Ltd's submission dated 29 July 2011 in relation to the above re-investigation.

As demonstrated below, there are two prime reasons why internal transfers and external sales of CFG reduced in 2010, and neither is attributable to dumping.

1 A shift in demand away from commodity based CFG towards Energy Efficient Glass

Blackburn, Croft & Co Ltd contends that Tint and Coated float volumes have not 'substituted' for the reduction in Clear Float Glass volumes (para 7). Elsewhere, Blackburn, Croft & Co Ltd makes the comment that "as explained to Customs" Coated glass volumes were not substantial. No data is provided to support this inaccurate contention, and in fact:

- Comparing YEM2010 with YEM2007, more than 70 per cent of the reduction in CFG was offset by higher volumes of Tint and Coated Float Glass (Energy Efficient Glass).
- The Viridian Site Visit Presentation of 30 June 2011 states: "Growth in the energy efficient glass category has partly offset the decline in overall market volume" which was attributed to a "Combination of regulatory drivers, promotional activities and general market awareness" (page 12). The Presentation also shows the trend increase in the share of Energy Efficient Glass in Total Float Sales. By 2010, CFG was less than 48 per cent of the Total Float Glass sector, compared with more than 54 per cent in 2007.

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- In the Site Visit Presentation, Viridian state that the business strategy is to "Displace commodity float glass with higher-functioning coated glass".

The changing composition of Viridian Upstream's output should be evident from the information contained in monthly sales reports prepared by Viridian, which we assume have been supplied to Customs by Blackburn, Croft & Co Ltd.

2 External Sales and Internal Transfers

Blackburn, Croft & Co Ltd state: "Growth in Viridian's external sales reflected a strategy to increase volumes and the movement of some customers from Viridian Downstream to Viridian Upstream as those customers began processing large volumes of 3-12 mm clear float glass." (see Section 16, page 4).

Blackburn, Croft & Co Ltd has acknowledged for the first time that external sales increased due in part to the re-alignment of former customers of Viridian Downstream to Viridian Upstream.

The effect of the re-assignment of some of Viridian Downstream's customers would have been to not only increase External Sales but REDUCE internal transfers of CFG from Viridian Upstream to Viridian Downstream. According to Blackburn, Croft & Co Ltd, 'large volumes' of CFG were involved.

Based on the above facts, we do not see how Blackburn, Croft & Co Ltd's contentions are able to be supported and would encourage Customs to confirm these matters prior to finalisation of the Statement of Essential Facts.

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Please contact the undersigned on 0417 261 560 if you would like to clarify any aspect of this submission.

Yours sincerely



Ron Silberberg AO
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JELD-WEN Australia Pty Limited