



WARATAH STEEL SUPPLIES PTY LTD

A.C.N. 082 543 379

Suppliers of:

Quality Imported & Australian Made Steel

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Director Operations 3
International Trade Remedies Branch
Australian Customs and Border Protection Service
Customs House
5 Constitution Ave
Canberra ACT 2601

Attention: Mr. Geoffrey Gleeson

5 December 2011

Re: Australian Customs Duty Notice (ACDN) No 2011/43

Dear Sir

Further to the current investigation into the Hollow Structural Sections Anti-Dumping case I would like to make you aware of our concerns and the consequences from our perspective, should you decide to impose a dumping duty.

Waratah Steel Supplies commenced Business in July 1998. Over the past 13 years we have built a successful steel distribution business based on the niche marketing of hollow structural sections. We currently turnover ██████████ per annum and employ 17 people at our Prestons warehouse facility. Approximately one third of our turnover is hot dipped galvanized pipe.

While it was initially our intention to support domestic manufacturers we were left with no option other than to import when both Onesteel and Bluescope declined to supply us.

Over the past thirteen years we have seen a significant growth in the import of fully manufactured steel products into the Australian market. This has created an opportunity for Waratah Steel to supply quality steel sections at competitive prices to the local steel fabrication and manufacturing markets. As a result of the lower steel cost input into the manufacturing process, local manufactures have been able to compete with import alternatives. We see our role as vital in ensuring the ongoing viability of steel manufacturing in Australia.

In recent times we have encountered an increase in the direct import by Chinese trading houses of steel pool fence panels which are arriving in containers powder coated in a variety of colours. We have reaffirmed our support to local pool fence manufacturers by supplying the steel componentry to manufacture so that they can compete with the import alternative.

Other examples of the rapid increase of imported manufactured products can be seen in scaffold frames, boat trailers, cattle crushers, horse yards, farm gates, security fencing and fire sprinkler systems.

The imposition of dumping duty on hollow structural sections will have a disastrous effect on the local steel manufacturing sector and will be felt in both the city and rural communities with job losses inevitable.

From Waratah Steel's perspective and in consideration of future supply of hot dipped galvanized product the imposition of a Dumping Duty will result in retrenchments and quite possibly the closure of our business.

We currently have one undelivered shipment of HDG which was ordered prior to the announcement of the Dumping Investigation and is due to arrive in early January 2012. The proposed dumping duties, if applied, would put us out of business.

The argument of Material Injury is a fallacy.

In late September we were supplied hot dipped galvanized pipe from Onesteel's mill in Vietnam via a third party (sourced from Onesteel as they will not deal direct with us) [REDACTED] Considering there is a margin built into the 3rd party's price the suggestion of dumping is ridiculous.

I urge you to seriously consider our plight as well as the impact on the domestic manufacturing of steel products when conducting your investigations and eventually arriving at your decision.

Yours faithfully

Stephen Hennessy
Director
Waratah Steel Supplies Pty Ltd

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