

PUBLIC RECORD

INVESTIGATION INTO THE ALLEGED DUMPING OF SILICONE EMULSION CONCRETE ADMIXTURES FROM THE UNITED STATES OF AMERICA

SECA QUESTIONNAIRE

ADDENDUM TO RESPONSES FROM ADBRI MASONRY

Question 2. Current arrangements and previous supplier.

Victoria (2000), South Australia (2004) and New South Wales (2000) all use Tech-Dry SECA and there have been no changes in supplier.

South Queensland changed in 2006 from Tech-Dry SECA to the Grace Darapel non-SECA product and then changed in November 2008 to the BASF Rheopel SECA.

North Queensland changed in February 2008 from Tech-Dry SECA to BASF Rheopel SECA.

Question 7. Reason for changing suppliers.

Adbri does extensive testing of the different products on offer and assesses products

- on performance in the Queensland conditions
- dosage rate per tonne of mix
- cost per tonne of mix and
- any other matters it considers relevant at the time.

Adbri changed from Tech Dry to Grace in South Queensland in 2006 as the Grace product was a cheaper product.

Adbri changed to the BASF Rheopel product in South and North Queensland in 2008 as the BASF SECA product was cheaper per litre and also required a lower dosage rate in most cases.

BASF recommends a lower dosage rate per tonne of mix than Tech-Dry and Adbri use the manufacturers recommended dose rate as it gives them a right to address non-performance of the product should it not meet the its stated performance.

Tech-Dry specify a higher dosage rate per tonne of mixture than the BASF SECA product.

The lower dose rate of BASF Rheopel means that less product is used giving a lower cost.

Question 8. Changes in price.

The Tech-Dry SECA product has dropped in price since the BASF SECA product entered the market.

The Tech-Dry price has reduced from about \$XX a litre to, \$XXlt, then to \$XXlt and now to \$XXlt.

However Adbri believes that a large part of this drop in price may be due to Tech-Dry selling direct to Adbri rather than selling through its agent Tasco (Tech-Link), effectively cutting out the middle man margin.

Tasco (Tech-Link) used to do a lot of the sales work for Tech-Dry, travelling around the states taking orders and promoting the Tech-Dry product to end users.

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