
5th July 2019

Australian Government
Dept of Industry Innovation & Science
Anti-Dumping Commission

Anti-Dumping Notice No. 516

Dear Sirs

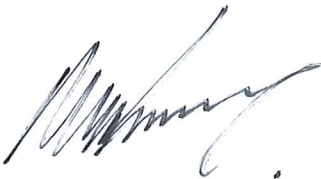
We refer to the new anti-dumping submission made by Galintel against imports of hot dipped galvanised steel angle from China.

Vespol Pty Ltd is a customer of Vincent Buda for lintels covered in this new anti-dumping case. Vespol sell these lintels to Builders Merchants in NSW, Victoria and Queensland. As such Vespol would like to state its position and view on this case and the previous case 2019/81 submitted by Galintel.

Galintel have a dominant position in the supply of lintels in the Australian market. Since their acquisition of Ingal (another lintel manufacturer in Australia) they have become very dominant with their only competition being the import of lintels from China. Naturally this market dominance has caused many lintel customer in the Australian market to seek alternate suppliers. These customers, while focused on getting the best price, are also looking for exceptional service in terms of i) lead-times, ii) delivery options, iii) technical response, iv) range v) delivery of a basket of other products delivered together with the lintels. It is this whole package of services which has lead the Vespol business to secure an increase in their sales of lintels.

It is the view of Vespol that were this anti-dumping case to be passed that the result would be a decrease in choice, an increase in domestic prices and a decline in service to lintel customers across Australia.

Yours faithfully



Mike Power
Business Manager