



**CITIC Pacific Mining Management Pty Ltd**  
**Australian Market Questionnaire**

**Case number:** 569

**Product:** Grinding Balls

**From:** The People's Republic of China (China)

**Inquiry period:** 1 October 2019 to 30 September 2020

**Response due by:** 19 April 2021

**Return completed questionnaire to:** investigations1@adcommission.gov.au

**Anti-Dumping Commission website:** [www.adcommission.gov.au](http://www.adcommission.gov.au)

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### **Why you have been asked to complete this questionnaire**

The Anti-Dumping Commission (the Commission) is currently undertaking an inquiry into whether anti-dumping measures applying to exports of grinding balls from the People's Republic of China (China) should be continued.

Information about the inquiry can be found [here](#).

In its application, Commonwealth Steel Company Pty Ltd (trading as Molycop) submits that if the anti-dumping measures applicable to Chinese exports of grinding balls were allowed to expire on 9 September 2021, the Australian industry will suffer and be threatened with a recurrence of material injury that the measures were intended to prevent.

The Commission is seeking input from participants in the Australian market for grinding balls to inform its understanding of the dynamics of the Australian market and hence factors that may be impacting the economic condition of the Australian industry producing grinding balls.

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### Australian Market

Please return your responses no later than **19 April 2021**.

#### **A Products in the Australian market**

1. Generally describe the range of the goods offered for sale in the Australian market. Your description could include information about:

- quality differences;
- price differences;
- supply/availability differences;
- technical support differences; and
- product segmentation.

CPM is an end user of the relevant goods. CPM does not offer the Goods for sale in the Australia market.

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

Goods purchased by CPM will be used for site operation of the Sino Iron Project. CPM is an end user of the Goods.

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.

Product attributes include goods quality, performance, price, lead time and the security of supply chain. Goods will be assessed from a cost-effective point of view.

4. Identify if there are any commercially significant market substitutes in the market for the goods in Australia.

Substitutes haven't been identified.

5. Identify if there are any commercially significant market complements in the market for the goods in Australia.

Complements haven't been identified.

6. Have there been any changes in market or consumer preferences in the market for the goods in Australia in the last five years, particularly in respect of the use of low chrome grinding balls versus high chrome grinding balls? If yes, provide details including any relevant research or commentary on the industry/sector that supports your response.

No such market investigation has been conducted by us. In Sino Iron Project, we use both high chrome and low chrome balls in different production lines.

#### **B Prevailing conditions of competition in the Australian market**

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

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

**No such market investigation was conducted.**

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

**Not relevant to CPM's business.**

- (c) Describe the factors that influence consumption/demand in Australia, such as seasonal fluctuations, factors contributing to overall market growth or decline, government regulation, and developments in technology affecting either demand or production;

**CPM's Goods consumption mainly depends on project operation.**

- (d) Describe any market segmentations in Australia; such as geographic or product segmentations;

**Not relevant to CPM's business.**

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

**The major criteria CPM chooses grinding ball suppliers is the overall cost – effectiveness.**

- (f) Describe the ways that the goods are marketed and distributed in the Australian market; and

**Not relevant to CPM's business.**

- (g) Describe any other factors that are relevant to characteristics or influences on the market for the goods in Australia.

**No additional information available.**

2. Describe any entry restrictions for new participants into the market for the goods in Australia.

- **patents and copyrights (if any); and**
- **import restrictions (if any).**

### **C Relationship between price and cost in Australia**

1. 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;
- Purchase price of raw materials;
- Cost to make and sell the goods;
- Level of inventory;
- Value of the order;

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- Volume of the order;
- Value of forward orders;
- Volume of forward orders;
- Customer relationship management;
- Supplier relationship management;
- Desired profit;
- Brand attributes;
- Other [please define what this factor is in your response].

Not applicable. CPM is an end user of the Goods.