

4. QUESTIONS FOR COMPLETION

4.1. Identity and communication

4.1.1. Company contact

Please nominate a person within your company who can be contacted for the purposes of this inquiry:

Name: SIMON TARENTO
Position in the company: COMPANY DIRECTOR
Address: 99 CAVAN ROAD GEPPS CROSS
Telephone: 08 8260 5577
Facsimile number: 08 8260 5277
E-mail address of contact person: simon@senturion.com.au

4.1.2. Representative of the company for the purpose of inquiry

If you wish to appoint a representative to assist you in this inquiry, provide the following details:

Name: SCOTT MORITZ
Address: 99 CAVAN ROAD GEPPS CROSS
Telephone: 08 8260 5577
Facsimile/Telex number: 08 8260 5277
E-mail address of contact person: scott@senturion.com.au

Note that in nominating a representative, the Commission will assume that confidential material relating to your company in this inquiry may be freely released to, or discussed with, that representative.

4.1.3. Company information

- a) What is the legal name of your business? What kind of entity is it (e.g. company, partnership, sole trader)? Please provide details of any other business names that you use to import goods. COMPANY
- b) Provide a diagram showing all associated or affiliated companies and your company's place within that corporate structure. NONE
- c) Describe the nature of your company's business. For example, state if you are a distributor, wholesaler, retailer, end user). WHOLESALE & RETAIL STEEL SUPPLIER

4.2. Imports to Australia

4.2.1. Description

Fully describe all non-alloy HSS and alloyed HSS you have imported from China, Korea and Malaysia during the inquiry period.

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Include details of all models of the goods and the circumvention goods imported.

Include specification details, details of alloys and their levels (for alloyed HSS), and include any technical and illustrative material that may be helpful in identifying, or classifying, the imported products.

4.2.2. Exporter identity

For each exporter in China, Korea and Malaysia from whom you imported the non-alloy HSS and alloyed HSS in the inquiry period list:

- name;
- address;
- contact name and phone/fax number where known;
- nature of business (for example: producer, manufacturer, distributor, trading company, etc.);
- whether they have supplied you non-alloy HSS, alloyed HSS, or both products.

4.3. Importation questions

4.3.1. Import data

Fill in the spreadsheet titled 'Imports' in the attached Excel workbook **Importer Questionnaire – HSS AC** in relation to your imports of non-alloyed HSS and alloyed HSS during the applicable inquiry period of imports from the applicable inquiry countries.

See the cover of this questionnaire for the inquiry period and countries applicable to your imports.

4.3.2. Import documents

From the 'Imports' spreadsheet completed in response to Question 4.3.1, select:

- two shipments of the alloyed HSS; **and**
- two shipments of non-alloy HSS

in different quarters of the inquiry period.

If your company only imported alloyed HSS during the inquiry period, please select four shipments of those goods.

Provide the following documentation related to those sales:

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- any correspondence negotiating terms of the sales, price, products, etc. that you have on record; NOT MADE AVAILABLE
- purchase order, order confirmation, and contract of sale; NOT MADE AVAILABLE
- commercial invoice; NOT MADE AVAILABLE
- bill of lading, export permit;
- packing list; and
- mill test certificate.

The Commission may select additional shipments for verification or provision of documentation at a later date.

4.3.3. Ordering process

- a) Fully describe the ordering and purchase process from your overseas suppliers of alloyed HSS from market offer through to invoicing, delivery and payment.

In your response, indicate the time period for each of the sales process steps.

- b) Does the process described above differ in any way from the ordering and purchase process of non-alloy HSS? Provide details.

- c) Are the models of alloyed HSS that you imported to Australia during the inquiry period part of your suppliers' standard product offering to Australia, or are they only available under special circumstances (e.g. through special order)? Provide details. NOT AWARE

- d) Do you specifically request/order the goods to include alloys that result in it being considered alloyed HSS? Provide details. YES, AS IT IS IDEAL FOR IT'S MAIN PURPOSE OF LIVESTOCK YARDING.

- e) What is the minimum order quantity from your supplier of:

- non-alloy HSS;
- alloyed HSS.

4.3.4. Purchase price

- a) Is there a difference in purchase price from your suppliers between non-alloy HSS and alloyed HSS, assuming all other factors of the sale were the same (e.g. order quantity, product characteristics such as steel grade, coating mass, thickness, credit terms). Provide details.

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I.e. are alloyed HSS generally a different purchase price to the goods based solely on the fact that they are an alloyed product?

- ~~b)~~ If the answer to the above is yes, quantify the price difference for each year of the inquiry period. Provide any documents that support this price difference (e.g. price lists, comparable invoices, etc).

4.3.5. 'Shift' of imports

If your company 'shifted' from importing non-alloy HSS to alloyed HSS during the assessment period, answer the following questions:

- a) What was the rationale for this shift in imports? CUSTOMER DRIVEN, AS CUSTOMER BASE REQUESTED A LIGHTER BUT STRONGER PRODUCT. FOR LIVESTOCK YARDING
- b) What was this shift in response to? AS ABOVE
- c) What alterations to your ordering processes were needed
- d) When did you first commence importing alloyed HSS to Australia?

4.3.6. Forward orders

Fill in the spreadsheet titled 'Forward orders' in the attached Excel workbook **Importer Questionnaire – HSS AC** in relation to your future imports of non-alloyed HSS and alloyed HSS.

4.4. Australian sales

4.4.1. End use

- a) After importing alloyed HSS, explain the subsequent sales channel/use of the product. For example, do you on-sell the products to other Australian entities for their use (or further on-sale), or do you consume the goods in the manufacture of products by your company? ON SELL
- b) In general, are there any specific purpose(s) and/or end use(s) that alloyed HSS you import is suitable for that non-alloy HSS is not suitable for? Provide specific product details and supporting evidence where possible. LIVESTOCK YARD RAIL, REFER 4.3.5 (A).
- c) Are there any purpose(s) and/or end use(s) that non-alloy HSS and alloyed HSS can be used interchangeably for? NOT TO OUR KNOWLEDGE
- ~~d)~~ What Standards/specifications are your non-alloy and alloyed HSS manufactured/supplied to when importing into Australia?
- e)d) If you are doing so, why are you importing a mix of alloyed HSS and non-alloy HSS to Australia?

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f)e) If you use alloyed HSS for the production of other goods by your company:

NO

- i. explain the use(s) of this alloyed HSS;
- ii. is non-alloy HSS able to be used for this same use(s) (if not, please explain why).

g)f) If your company on-sells alloyed HSS to other parties:

LIVESTOCK YARDING (RURAL APPLICATION)

- i. describe the ultimate end use(s) of this alloyed HSS;
- ii. Is non-alloy HSS able to be used for the same end use(s) as those described above (if not, please explain why).

4.4.2. Selling price

If you on-sell the non-alloy HSS and alloyed HSS you import (i.e. do not consume in your own manufactured products), answer the following questions.

- a) Is there a difference in selling price to your Australian customers between non-alloy HSS and alloyed HSS, assuming all other factors of the sale were the same (e.g. order quantity, product characteristics such as steel grade, coating mass, thickness, credit terms). Provide details.

I.e. are alloyed HSS generally a different selling price to non-alloy HSS due to the fact that it is an alloyed product?

- b) If the answer to the above is yes, quantify the price difference for each year of the inquiry period. Provide any documents that support this price difference (e.g. price lists, comparable invoices, etc).

4.4.3. General sales questions

If you on-sell the non-alloy HSS and alloyed HSS you import (i.e. do not consume in your own manufactured products), answer the following questions.

- ~~a)~~ When on-selling alloyed HSS, are your customer(s) aware of the fact that it contains alloys? Could your customer(s) reasonably be under the impression that they are purchasing non-alloy HSS?

- ~~b)a)~~ If your immediate Australian customer is not the end user of the alloyed HSS you import, is it likely that the end user of those products is aware of the fact that it contains alloys? Could the end user reasonably be under the impression that they are purchasing non-alloy HSS?

- ~~c)~~ Is the alloyed HSS that you supply to your Australian customers described as 'alloyed' on any of the commercial or other documentation associated with that sale, including your offer for sale to your Australian customers? If so, please provide documentary evidence of this (invoice, purchase order, offer for sale, etc).

b)

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Numbering Style: a, b, c, ... + Start at:
1 + Alignment: Left + Aligned at: 1.14
cm + Indent at: 1.77 cm, Keep lines
together

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d)c) Do your customers of alloyed HSS specifically request that the products you sell them contain alloys? Describe how and at what stage of the order process this occurs. OUR CUSTOMERS REQUEST PRODUCT THAT BEST SUITS IT'S PURPOSE. RUAL APPLICATION

e)d) Is there a minimum order quantity to your customer(s) for:

NO

- i. non-alloy HSS;
- ii. alloyed HSS?

If so, please specify what this quantity is.

f)e) Are the models of alloyed HSS that you imported and on-sold in Australia during the inquiry period part of your company's standard product offering to Australia, or are they only available under special circumstances (e.g. through special order)? Provide details.

4.5. Open comments

If your company wishes to make any general comments about whether a circumvention activity has occurred (for the purposes as outlined in Regulation 48(2) of the *Customs (International Obligations) Regulation 2015*), it may take the opportunity to do so in response to this questionnaire.

Alternatively, separate submissions to the investigation may be made directly to the Commission at the following address:

The Director
Operations 2 - Anti-Dumping Commission
Department of Industry and Science
GPO Box 9839
Canberra, ACT 2601

or by email at operations2@adcommission.gov.au.

Interested parties wishing to participate in the inquiry must ensure that submissions are lodged promptly as legislative timeframes and restrictions apply to the receipt and consideration of submissions.

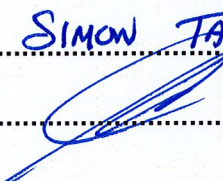
Refer to Australian Dumping Notice 2015/58 for further information on these restrictions.

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5. IMPORTER'S DECLARATION

I hereby declare that..... SENTURIAL STEEL.....(company)
have completed the attached questionnaire and, having made due inquiry, certify
that the information contained in this submission is complete and correct to the
best of my knowledge and belief.

I hereby declare that.....(company)
did not, during the period of inquiry, import the circumvention goods and therefore
have not completed the attached questionnaire.

Name :..... SIMON TAGLIAPIETRO.....
Signature :..... .....
Position in
Company :..... MANAGING DIRECTOR.....
Date :..... 10/08/15.....