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Date 25 July 2012

The Director
Trade Measures Branch
Australian Customs and Border Protection Service
Customs House, 5 Constitution Avenue
Canberra ACT 2601

Re: Australian Customs Dumping Notice No. 2012/30
Hot Rolled Coil Steel
Exported from Japan, the republic of Korea, Malaysia and Taiwan

Dear Sir or Madam,

Dematic Pty Ltd is a supplier of logistics solutions, systems and equipment in Australia and also exports to New Zealand, Asia, Europe and the USA. Dematic has a manufacturing facility in Belrose, New South Wales which produces pallet racking, shelving and conveyor equipment for the domestic and export markets. Dematic is a substantial consumer of hot rolled steel in its metal manufacturing operations in the Belrose facility.

Dematic sources the majority of its steel from BlueScope Steel, including hot rolled coil and sheet steel. The majority of steel used by Dematic is high tensile, structural steel with mechanical properties that meet Australian Standards for structures and cold formed structural components.

Dematic is not in a position to and makes no comment in relation to the submission of alleged claim of dumping.

Dematic would request however that Customs consider the following when reviewing the submissions and deciding on a course of action.

It is essential for Dematic to purchase imported hot rolled and other grades of steel for the following reasons:

- BlueScope Steel is the sole producer of sheet and coil in Australia. Importers provide an alternative source and create a competitive landscape for Australian steel finished goods manufacturers.
- Importers increase the range of available steel grades and thickness allowing Australian steel finished goods manufacturers scope to be more innovative and competitive in design of steel components. Noting that currently BlueScope does not provide all the grades and thicknesses of steel we require.
- In the past, for various reasons, BlueScope Steel has not at all times been able to supply sufficient volume of steel to meet local demand.

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ISO 9001 SGS Certificate No 94/211
ISO 14001 SGS Certificate No AU10/3589

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- Australian manufacturers of steel finished goods compete against mounting pressure of imported pallet racking and shelving finished goods and as such need to maintain a competitive source of steel supply.

Dematic is a proud, long term Australian manufacturing company which supports the Australian manufacturing industry, including BlueScope Steel. Dematic therefore regards any Dumping as a threat to Australian manufacturers.

However, should significant additional tariffs be placed on all imported hot rolled steel coil and sheet, the local manufacturing industry could be placed at further disadvantage when competing against imported finished goods.

Sincerely,



Ashraf Soas
General Manager Supply Chain