



## INVESTIGATION INTO THE ALLEGED DUMPING OF QUENCHED AND TEMPERED STEEL PLATE EXPORTED FROM FINLAND, JAPAN AND SWEDEN

### RECORD OF MEETING

#### *ANTI-DUMPING COMMISSION AND DRAKE TRAILERS PTY LTD*

**Date:** Tuesday, 8 July 2014  
**Location:** Customs House  
1010 Latrobe Street Docklands VIC 3008

**Attendees:**

Drake Trailers Pty Ltd

Khali Lake, General Manager  
Wayne Hobbs, Purchasing

Anti-Dumping Commission

Kerry Taylor, Director  
Matthew Williams, Assistant Director  
Rebecca Oliver, Senior Investigator

**Discussed:**

- Drake Trailers Pty Ltd (Drake Trailers) requested a meeting with the Anti-Dumping Commission (the Commission) to discuss dumping duty exemption enquiries.
- The Commission provided an overview of the exemption enquiry process.
- Drake Trailers provided a brief outline of its Australian operations. It uses Q&T steel plate in the manufacture of specialist trailers, with a current use of around [REDACTED] per month.
- Drake Trailers stated that it purchases Q&T steel plate manufactured mainly by [REDACTED] through various distributors.
- Drake Trailers explained that, where possible, its policy is to purchase Australian made raw materials. It considers the Australian industry's Q&T steel plate to be a good product which is competitive on price. However, it stated that to date, the Australian industry has been unable meet its flatness requirements.
- Whilst it understands that Bisalloy manufactures to the Australian standard for flatness, Drake Trailer's view is that some exporters manufacture to tighter tolerances within the Australian standard. It stated that the differences in flatness are noticeably visible.
- Drake Trailers stated that it has an informal agreement with its suppliers to allow the return of imported plate not meeting its flatness requirements; however this occurs infrequently.
- In addition to flatness, Drake Trailers stated that it prefers to purchase longer Q&T steel plate, sometimes up to 12m, with a standard width of 2.5m. Its current production designs have been set up to cater for these dimensions and it requires

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less joining on their behalf. Whilst, it can potentially change to new dimensions of Q&T steel plate, this would require revising its plans. Its experience is that shorter and narrower Q&T steel plate results in higher degree of wastage, which in turn increases its costs.

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