



BHP Steel

24 March, 2000

Mr Mike Woods
Commissioner
Productivity Commission
PO Box 80
BELCONNEN ACT 2616

Dear Mr Woods

Re: Response to question – review of Australia's General Tariff Arrangements

At the public hearing in Sydney on 27 January 2000, you asked a question arising from our submission (page 4) in relation to steel imports. In particular, you asked from what base the large increases in the rate of growth in Australian imports from China, Malaysia, Taiwan and Korea occurred.

Please find attached this data.

Yours sincerely

A handwritten signature in black ink that reads "Ross McDonald". The signature is written in a cursive, slightly slanted style.

Ross McDonald
Manager Government and Investor Relations, BHP Steel

Attached

cc: Mr A Marjoribanks
Mr B Landy

2000 tonnes

BHP range of products

| | 1990/91 | 1991/92 | 1992/93 | 1993/94 | 1994/95 | 1995/96 | 1996/97 | 1997/98 | 1998/99 |
|-------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Domestic producers | 3,867 | 3,513 | 3,868 | 4,358 | 4,844 | 4,718 | 4,802 | 4,839 | 4,737 |
| Imports | 577 | 604 | 614 | 661 | 619 | 760 | 771 | 1,009 | 1,017 |
| Apparent Domestic Consumption | 4,444 | 4,117 | 4,482 | 5,019 | 5,463 | 5,478 | 5,573 | 5,848 | 5,754 |

All steel products

| | 1990/91 | 1991/92 | 1992/93 | 1993/94 | 1994/95 | 1995/96 | 1996/97 | 1997/98 | 1998/99 |
|-------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Domestic producers | 3,962 | 3,611 | 3,949 | 4,443 | 4,929 | 4,797 | 4,887 | 4,928 | 4,826 |
| Imports | 632 | 661 | 722 | 790 | 868 | 1,009 | 982 | 1,290 | 1,238 |
| Apparent Domestic Consumption | 4,594 | 4,272 | 4,671 | 5,233 | 5,797 | 5,806 | 5,869 | 6,218 | 6,064 |
| Import penetration | 16% | 18% | 18% | 18% | 18% | 21% | 20% | 26% | 26% |

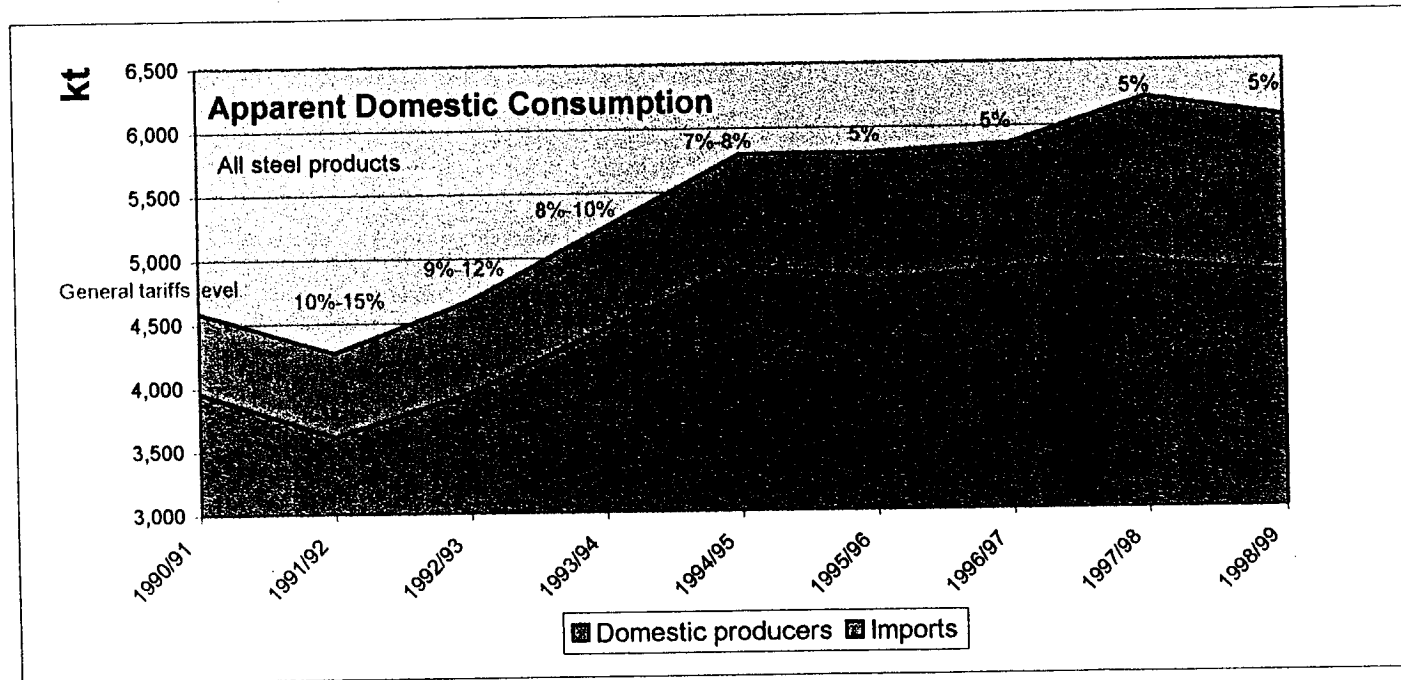


Table 1

| Product | (All) | | | | | | | | | | | | |
|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------|-------------|--------|
| COUNTRY | Sum of VFD | | | | | | | | | | | Grand Total | growth |
| | 90 | 91 | 92 | 93 | 94 | 95 | 96 | 97 | 98 | 99 | | | |
| UNKNOWN | | 259 | 195 | 538 | 2,788 | 453 | 52,985 | 35,044 | 138,967 | 1,364,959 | 496,109 | 2,092,297 | 180% |
| AUSTRALIA | 35,134 | 9,160 | 44,727 | 267,405 | 45,615 | 47,220 | 812,304 | 4,657,107 | 3,883,139 | 1,394,235 | 11,196,048 | 86% | |
| FINLAND | 18,977 | 160,304 | 26,399 | 235,934 | 412,636 | 315,751 | 324,467 | 446,584 | 876,771 | 590,180 | 3,408,003 | 42% | |
| GREECE | 63,609 | 112,032 | 83,307 | 23,288 | 44,199 | 45,830 | 557,884 | 543,061 | 798,509 | 584,173 | 2,855,892 | 38% | |
| CHINA | 1,525,997 | 2,014,304 | 3,025,275 | 2,421,481 | 6,315,969 | 24,950,015 | 12,919,836 | 21,119,598 | 22,017,768 | 10,689,075 | 106,999,317 | 36% | |
| NO DETAIL | 12,573,409 | 6,376,894 | 6,377,001 | 4,923,295 | 6,939,290 | 12,817,952 | 26,625,994 | 40,440,278 | 44,685,169 | 60,096,693 | 221,855,975 | 29% | |
| MALAYSIA | 2,713,948 | 3,043,115 | 3,287,595 | 9,941,130 | 2,036,445 | 4,075,109 | 12,304,360 | 12,791,037 | 18,337,015 | 27,976,343 | 96,506,095 | 29% | |
| AUSTRIA | 241,362 | 307,036 | 739,556 | 930,945 | 1,240,043 | 2,066,796 | 2,063,562 | 6,000,174 | 2,175,765 | 945,029 | 16,710,268 | 27% | |
| TAIWAN | 12,222,178 | 15,504,071 | 17,724,834 | 14,975,255 | 20,516,460 | 16,641,990 | 23,673,694 | 45,925,479 | 46,000,257 | 34,527,751 | 247,711,989 | 15% | |
| ITALY | 1,979,142 | 1,486,445 | 2,114,830 | 2,279,979 | 3,264,706 | 4,319,374 | 6,542,549 | 5,076,469 | 5,561,576 | 3,678,976 | 36,304,045 | 15% | |
| THAILAND | 2,938,812 | 3,531,218 | 2,350,207 | 420,104 | 1,901,052 | 1,553,338 | 550,880 | 3,956,774 | 9,355,119 | 10,678,064 | 37,235,568 | 14% | |
| UK | 12,532,197 | 11,466,937 | 9,668,925 | 11,371,405 | 17,992,472 | 18,633,741 | 22,722,642 | 31,811,437 | 28,587,775 | 21,040,003 | 185,827,535 | 12% | |
| SPAIN | 101,854 | 93,590 | 45,419 | 30,611 | 394,608 | 215,631 | 19,268 | 42,652 | 231,374 | 310,055 | 1,485,061 | 9% | |
| R. KOREA | 46,956,023 | 65,456,468 | 75,463,258 | 80,034,671 | 71,778,588 | 76,969,510 | 70,898,434 | 102,434,112 | 126,129,363 | 108,879,926 | 825,000,353 | 8% | |
| SWITZERLAND | 732,455 | 656,217 | 619,057 | 1,098,114 | 862,467 | 1,017,214 | 1,002,581 | 840,149 | 863,228 | 1,507,357 | 9,198,838 | 6% | |
| JAPAN | 148,164,564 | 109,751,784 | 135,710,929 | 147,724,253 | 159,061,901 | 203,999,646 | 149,519,684 | 153,762,643 | 206,455,642 | 189,199,381 | 1,603,350,416 | 5% | |
| USA | 9,465,475 | 19,975,486 | 13,008,733 | 13,539,873 | 16,689,661 | 33,963,628 | 27,666,537 | 30,554,848 | 16,996,760 | 10,547,225 | 192,408,227 | 4% | |
| BELGIUM | 4,175,034 | 4,639,534 | 2,190,448 | 3,690,661 | 5,019,840 | 5,633,019 | 6,010,846 | 5,857,841 | 3,281,623 | 5,144,036 | 45,642,882 | 4% | |
| GERMANY | 12,470,268 | 5,544,936 | 6,215,998 | 6,272,740 | 15,267,715 | 8,905,955 | 8,746,931 | 6,923,277 | 10,529,362 | 8,881,965 | 89,759,147 | 1% | |
| N. ZEALAND | 48,031,363 | 67,341,692 | 74,567,094 | 85,929,959 | 55,522,233 | 63,163,137 | 62,038,257 | 76,102,035 | 75,385,225 | 56,548,140 | 664,629,136 | 1% | |
| HONG KONG | 225,889 | 135,128 | 78,061 | 117,493 | 27,112 | 39,106 | 148,812 | 108,041 | 233,577 | 87,910 | 1,201,131 | -1% | |
| SINGAPORE | 4,954,939 | 2,778,195 | 2,934,766 | 2,691,311 | 5,710,884 | 3,747,051 | 6,701,150 | 4,134,629 | 3,244,089 | 2,253,391 | 39,150,405 | -1% | |
| CANADA | 4,621,017 | 1,427,238 | 2,123,574 | 5,656,389 | 2,437,190 | 2,598,588 | 1,382,689 | 1,513,611 | 2,180,747 | 2,849,179 | 26,790,221 | -4% | |
| FRANCE | 6,975,151 | 17,086,310 | 3,203,295 | 4,126,883 | 4,345,285 | 5,959,264 | 8,896,317 | 7,821,893 | 11,451,195 | 1,741,097 | 71,606,689 | -5% | |
| SWEDEN | 2,815,973 | 1,879,249 | 2,571,419 | 3,107,924 | 3,140,988 | 3,113,296 | 2,609,323 | 2,736,426 | 1,725,775 | 1,141,237 | 24,841,611 | -5% | |
| NETHERLAND | 1,556,505 | 4,348,188 | 987,968 | 777,925 | 7,728,021 | 1,211,318 | 1,004,381 | 741,362 | 991,012 | 1,272,588 | 20,619,267 | -9% | |
| DENMARK | 306,265 | 198,308 | 483,691 | 865,976 | 577,689 | 398,153 | 277,515 | 280,368 | 114,983 | 176,912 | 3,679,861 | -9% | |
| BRAZIL | 13,947,973 | 53,926,211 | 26,994,093 | 23,418,559 | 33,062,000 | 48,587,147 | 27,853,795 | 28,266,595 | 8,495,478 | 5,719,438 | 270,271,288 | -11% | |
| INDIA | 3473382.09 | 5150128.22 | 3360573.08 | 774205.46 | 9916790.51 | 11023527.35 | 714844.17 | 1113013.93 | 317643.71 | 652172.51 | 36496281.03 | -22% | |
| Total | 355,819,144 | 404,400,369 | 396,001,573 | 427,650,559 | 452,252,309 | 556,065,291 | 484,624,580 | 596,140,461 | 652,270,899 | 569,608,640 | 4,894,833,825 | 6% | |

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