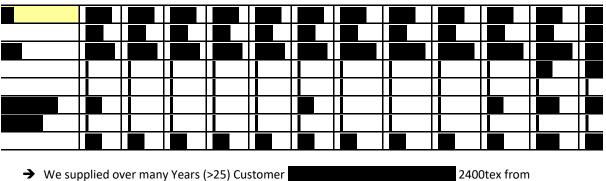


Dear Trade Remedies Authority,

Following up on the call regarding the MER and the scope of the investigation.

I have examples where MER's have been replaced by DR's, showing the stage at which MER is at in its life cycle.



- → We supplied over many Years (>25) Customer
 Plant Hoogezand
- → We stopped
- ➔ DR 2001 2400tex was supplied from Wigan/England starting with smaller Quantities already in Year 2013
- ➔ however finally we switched to DR Roving 2002 2400tex from Chester, SC USA as of 2nd HY-2014 until June 2016

→ D

Further to the detail above, I have examples from other EU glass producers that have transitioned their customers from MER products to DR products. (you can appreciate that I don't have their sales history) These examples are:-

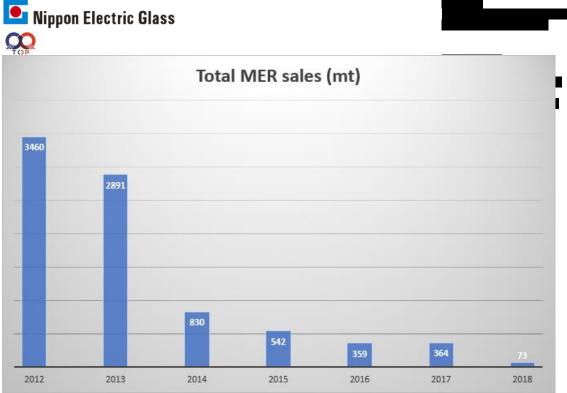
- tiles for pavements in an airport; and
- automotive rear shelves (parcel shelves) which in the past were produced with MER that were chopped and then filamented and combined with PP fibers, and is today produced from a DR.

Looking further at the market and the niche that is MER, the historical market data shows, even including the EU business opportunities at the time, that MER is a clear niche.





, possibly



Even when we go back to 2012 – when Long Fiber Thermoplastic (LFT) DR products were just gaining traction and developing from academia and business R&D projects into the real applications that we see today with many kilo tonnes of business; *as used in the parcel shelf example above*, we can see that MER was a mere few thousand tonnes, ca 2.5 - 5% of just one furnace by todays furnace capacities. (as you recall from your visit to NEG)

In terms of commodity coding and raising a new code for MER, this would surely make it easier to circumvent and "mis-label" DR as MER, certainly if the product was mixed in shipping containers, as would be required for niche products.

Should you have any questions please don't hesitate to contact me.

Yours Sincerely