

**Importer Questionnaire**

**Case number:** 592

**Product:** Zinc Coated (Galvanised) Steel

**From:** Republic of India, Malaysia and the Socialist Republic of Vietnam

**Inquiry period:** 1 October 2020 to 30 September 2021 (the period)

|  |  |
| --- | --- |
| **Section** | **Response due by** |
| A | 13 October 2021 |
| B & C | 27 October 2021 |
| D & E | 3 November 2021 |

**Email response to:** investigations4@adcommission.gov.au

**Anti-Dumping Commission website:** [www.adcommission.gov.au](http://www.adcommission.gov.au)

# Table of contents

[Table of contents 2](#_Toc84336419)

[Instructions 3](#_Toc84336420)

[Goods under consideration / Goods subject to Anti-dumping measures 5](#_Toc84336421)

[Section A Company and supplier information 8](#_Toc84336422)

[Section B Imports & forward orders 9](#_Toc84336423)

[Section C Sales and SG&A 10](#_Toc84336424)

[Section D Further company and import information 11](#_Toc84336425)

[Section E Further sales information 14](#_Toc84336426)

# Instructions

**Why you have been asked to fill out this questionnaire?**

The Anti-Dumping Commission (the Commission) is conducting a Continuation Inquiry into zinc coated (galvanised) steel (the goods) exported to Australia from Republic of India, Malaysia and the Socialist Republic of Vietnam. The Australian Dumping Notice No 2021/127, available on the Commission’s website, provides details of the goods under consideration, the application and the investigation procedures.

This questionnaire seeks information in relation to your imports and sales of the goods exported to Australia. This information will be used to assist in determining export prices and non-injurious prices, to construct the Australian market for the goods, and in the assessment of the applicant’s injury claims.

Any information provided may be used by the Commission for any purpose consistent with its statutory functions.

**If you do not import the goods or unsure whether you import the goods**

Our records indicate that your company is an importer of the goods, and as such, your company is being asked to complete this importer questionnaire. If this is incorrect and your company is not an importer of the goods, or if you are unsure whether the products imported by your company are the goods, please contact the Commission as soon as possible.

**What happens if you do not respond to this questionnaire?**

You do not have to complete the questionnaire. However, if you do not respond, do not provide all of the information sought, do not provide information within a reasonable time period, or do not allow the Commission to verify the information, this may affect how the dumping margin and/or subsidy margin (apply to India only) applicable to your supplier is determined.

**Extension requests**

If you require a longer period to complete all or parts of your response to this importer questionnaire, you must submit a request to the Commission, in writing, for an extension to the due date for all or part of the questionnaire. This request must be made prior to the due date. A request for extension will be rejected if received after the due date.

When considering the extension request, the Commission will have regard to:

* the Commission’s responsibility to conduct the case in a timely and efficient manner;
* the reasons why you could not provide a response within the whole period and not only the period remaining between the request and the due date;
* ordinary business practices or commercial principles;
* the Commission’s understanding of the relevant industry;
* previous correspondence and previous dealings with your company; and
* information provided by other interested parties.

More information on extensions can be found in the Customs (Extension of Time and Non-cooperation) Direction 2015 at <https://www.legislation.gov.au/Details/F2015L01736>.

You will be informed of the decision whether your request for an extension has been rejected, granted in full or granted in part. For example, you may be granted an extension to submit all sections except for Section A or you may be granted a shorter extension than you requested.

**Submitting a response to the importer questionnaire**

Responses to the importer questionnaire should be lodged by email listed on the cover page. In submitting the response to the importer questionnaire, you must answer all questions and include all attachments and spreadsheets.

**Verification of the information that you supply**

The Commission may meet your company to discuss the investigation and to verify the information your company provides. We will be in further contact with your company to negotiate a mutually convenient visit timeframe, if required. Given the current circumstances with COVID-19, any meetings will be conducted either by either teleconference and/or videoconference.

In order for such a meeting to run smoothly, the Commission representatives will need to speak with key company personnel, such as those responsible for imports, sales and company accounts. It would be appreciated if all relevant company records requested, including import documentation, sales information, financial data and any working papers were made available to the Commission officers.

The Commission appreciates that some of these documents, particularly financial statements, may be confidential to your business and understands a possible reluctance to supply such sensitive information. If the Commission cannot gain access to the relevant documentation, it may not be able to use your cost and sales information and may have to rely on other information to establish export prices and assess the Australian industry’s injury claims.

It is important that you fully understand the dumping and subsidisation investigation process, and the role of the Commission in carrying out the investigation. To this end, any proposed meeting with your company will be useful opportunity for us to explain in detail the investigation procedures and related issues.

For information on the Commission’s verification procedures, refer to Anti-Dumping Notice No. 2016/30 available on the Commission’s website.

**Important instructions for preparing your response**

* All questions in this importer questionnaire must be completed. If a question is not applicable to your situation, please answer the question with “Not Applicable” and provide an explanation as to why.
* All questions must be answered in English. An English translation must be provided for documents not originally in English. To the extent that the foreign language version differs, the English translation will be given priority as a matter of interpretation in Australia.
* Clearly identify all units of measurement (e.g. KG) and currencies (e.g. AUD) used. Apply the same units of measurement consistently throughout your response to the questionnaire.
* Label all attachments to your response according to the section of the questionnaire it relates to (e.g. label the chart of accounts as Attachment D-18)
* The data must be created as spreadsheet files in Microsoft Excel.
* If you have used formulas to complete spreadsheets, these formulas must be retained and not hard-coded.
* You must retain all worksheets used in answering the questionnaire. Be prepared to provide these worksheets during the Commission’s verification of your data.
* If you cannot present electronic data in the requested format, contact the case officer as soon as possible.
* Where possible, electronic data should be shared with the Commission via SIGBOX, a secure online document repository. Please contact the Commission to request access to SIGBOX if required.

# Goods under consideration / Goods subject to Anti-dumping measures

The goods subject to anti-dumping measures (the goods) are:

*‘flat rolled iron or steel products (whether or not containing alloys) that are plated or coated with zinc exported to Australia from India, Malaysia and Vietnam’. These goods are generically called ‘galvanised steel’. Galvanised steel of any width is included in this application.*

*Exclusions*

*These goods do not include painted galvanised steel, pre-painted galvanised steel, electro-galvanised steel, corrugated galvanised steel or aluminium zinc alloy coated or plated steel.’*

Additional information

BlueScope Steel Ltd (BlueScope) provided the following additional information to support its description of the goods in its application for the original investigation:

*The goods include the same categories of goods as identified in Trade Measures Report No. 190 and 193, however, this application also includes goods that are alloyed (i.e. with minor additions, e.g. boron, chromium, etc). The goods the subject of this application include all zinc coated product options, including all grades/models of zinc coated steel, all coating mass classes and all surface treatments.*

*Trade or further generic names often used to describe the goods the subject of the application include:*

* *“GALVABOND®” steel*
* *“ZINCFORM®” steel*
* *“GALVASPAN®” steel*
* *“ZINCHITEN®” steel*
* *“ZINCANNEAL”steel*
* *“ZINCSEAL”steel*
* *Galv*
* *GI*
* *Hot Dip Zinc coated steel*
* *Hot Dip Zinc/Iron alloy coated steel*
* *Galvanneal*

*The amount of zinc coating on the steel is described as its coating mass and is nominated in grams per meter squared (g/m2) with the prefix being Z (Zinc) or ZF (Zinc converted to a Zinc/Iron alloy coating). The common coating masses used for zinc coating are: Z350, Z275, Z200/Z180, Z100, and for zinc/iron alloy coatings are ZF100, ZF80 and ZF30 or equivalents based on international standards and naming conventions.*

*Surface treatments can include but not be limited to; passivated or not passivated (often referred to as chromated or unchromated), oiled or not oiled, skin passed or not skin passed, phosphated or not phosphated (for zinc iron alloy coated steel only).*

*There are a number of relevant International Standards for zinc coated products that cover their own range of products via specific grade designations, including the recommended or guaranteed properties of each of these product grades.*

*These relevant standards arenoted below in Table 3 “Relevant International Standards for zinc coated steel”.*

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**Model Control Code**

Details of the model control code (MCC) structure for the goods are in the table below. The sales data (Section C) submitted in this response must follow this MCC structure. At a minimum, the data must report sales separately for each of the mandatory MCC categories identified by the Commission.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Item** | **Category** | **Sub-Category** | **Identifier** | **Sales Data** | **Cost Data** |
| 1 | Alloy content | Alloy | A | Mandatory | Not applicable |
| Non-alloy | NA |
| 2 | Prime | Prime | P | Mandatory | Not applicable |
| Non – Prime | N |
| 3 | Steel Base | Hot Rolled | H | Mandatory | Mandatory |
| Cold Rolled | C |
| 4 | Coating Type | Zinc Coated (Z) | Z | Mandatory | Mandatory |
| Zinc / Iron Alloy Coating (ZF / F) | F |
| 5 | Coating Mass | <= 100 g/m2 | 1 | Mandatory | Mandatory |
| >100 g/m2 to <= 220 g/m2 | 2 |
| > 220 g/m2 to <= 300g/m2 | 3 |
| >Z300 g/m2 to <= 400 g/m2 | 4 |
| >400 g/m2 | 5 |
| 6 | Steel Grade | G2 / SGCC / SGHC | A | Mandatory | Mandatory |
| G3 / SGCD | B |
| G250 / SGC 340 / SGHC 340 / SGC 340 / SGHC 340 | C |
| G300 / G350 / SGC 400 / SGHC 400 / SGC 440 / SGCH 440 / SGC 490 / SGHC 490 | D |
| G450 / G500 | E |
| G550 / SGC 570 | F |
| Other | G |
| 7 | Base Metal Thickness | < 0.40 mm | 1 | Mandatory | Mandatory |
| => 0.40 mm to < 0.50 mm | 2 |
| => 0.50 mm to < 0.75 mm | 3 |
| => 0.75 mm to < 1.00 mm | 4 |
| => 1.00 mm to < 1.50 mm | 5 |
| => 1.50 mm to < 2.00 mm | 6 |
| => 2.00 mm to <2.50 mm | 7 |
| => 2.50 mm | 8 |
| 8 | Width | < 600 mm | A | Mandatory | Optional |
| => 600 mm to <= 1220mm | B |
| > 1220mm | C |
| 9 | Form | Coil | C | Mandatory | Optional |
| Sheet | S |

In constructing a MCC, use a "-" between each category. For example: A-P-C-F-3-C-5-B-S

If there are models imported and sold by your company that do not align within the MCC structure above, this should be raised by lodging a submission with the Commission as soon as is practicable, but no later than the time this questionnaire is due, otherwise the response may be considered deficient.

# Section A Company and supplier information

1. Please nominate a contact person within your company:

Name:

Position in the company:

Telephone:

E-mail address:

1. If you have appointed a representative, provide the their contact details:

Name:

Address:

Telephone:

E-mail address:

*In nominating a representative, you are granting authority to the Commission to discuss matters relating to the case with the nominated representative, including your company’s confidential information.*

1. Provide the address of where your company’s importation, sales and financial records are held.
2. What is the legal name of your business and Australian Business Number?
3. Does your company trade under a different name and/or brand? If yes, provide details.
4. Was your company ever known by a different legal and/or trading name? If yes, provide details
5. What is the overall nature of your company’s business? Include details of the products that your company imports and sells.
6. Does your company undertake all functions of the importation of the goods, including lodging the import declarations, paying importation costs (e.g. duties, broker’s fees, port charges), transportation from the port of discharge. If no, please provide details of the other company and the importation functions undertaken by that company.
7. What is the role of your company in the Australian market for the goods? Include details of whether your company can be described as a trader, distributor, retailer or an end-user of the goods.
8. Complete the worksheet named “A-10 Supplier information”

* This worksheet lists your suppliers and manufacturers (if different), their contact details and an estimation of the import volumes from each supplier of the goods over the period.
* The Commission may seek to meet to discuss the case and to verify the data submitted in your import questionnaire responses between November and December 2021.
* Please consider the availability of key staff, such as your accountant, purchasing officer and sales staff.

# Section B Imports & forward orders

1. After receiving Part A of the questionnaire, the Commission will provide you with a full list of import declarations from the Australian Border Force import database of the goods imported by your company during the period. Please review this spreadsheet and confirm whether this is a complete listing of the importation of the goods during the period according your company’s records.

* If the import listing provided does not include all of your importations of the goods over the period, or you have identified any other issues, please contact the case manager as soon as possible.

1. Complete the worksheet named “B-2 Cost to import and sell” in relation to the selected importations highlighted in the full import listing that will be provided to you in question B.1 above.

* This worksheet lists the cost to import and sell of selected importations of the goods.
* Please provide the costs excluding GST.
* This worksheet also includes details of the sale where the selected importation can be directly linked to a sale.
* You must provide this list in electronic format using the template provided.
* If you have used formulas to complete this worksheet, these formulas must be retained.

1. Complete the worksheet named “B-3 Forward Orders”.

* This worksheet lists your current forward orders of the goods.
* You must provide this list in electronic format using the template provided.

# Section C Sales and SG&A

1. Does your company on-sell your imports in the same condition in which they were imported?

If no:

* Provide details on the products that you sell that contains the goods.
* You do not need to complete remaining questions in this section. Go to Section D.

If yes:

* Complete the remaining questions in this section.

1. Complete the worksheet named “C-2 Sales” in relation to importation of the goods that are subsequently sold by your company in the condition in which they were imported over the period.

* This worksheet lists all of your sales (i.e. transaction by transaction) of the goods invoiced within the period.
* If you import the goods from multiple countries, please identify the country of origin of each sale.
* If any of your customers are related to your company, please contact the case manager as soon as possible. The Commission may require your related company to also complete this worksheet if that company also subsequently sells the goods in the same condition in which they were imported.
* This worksheet must also include sales of the goods that have been exempted from anti-dumping duties under 8(7) and section 10(8) of the *Customs Tariff (Anti-Dumping) Act 1975*.
* You must provide this list in electronic format using the template provided.
* If you have used formulas to complete this worksheet, these formulas must be retained.

1. Complete the worksheet named "C-3 SG&A listing".

* This worksheet lists all selling, general and administration (SG&A) expenses by account code for the most recent accounting period and the period.
* You must provide this list in electronic format using the template provided.
* If you have used formulas to complete this worksheet, these formulas must be retained.

1. Complete the worksheet named "C-4 SG&A calculation".

* This worksheet calculates your company’s SG&A expenses as a percentage of revenue.
* You must provide this list in electronic format using the template provided.
* Please use the formulas provided.

# Section D Further company and import information

1. Is your company part of a group (e.g. parent company with subsidiaries, common ownership, joint-ventures)? If yes, provide:
2. A diagram showing the complete ownership structure; and
3. A list of all related companies and its functions
4. Is your company or parent company publically listed?

If yes, please provide:

1. The stock exchange where it is listed; and
2. Any principle shareholders[[1]](#footnote-2)

If no, please provide:

1. A list of all principal shareholders and the shareholding percentages.
2. Provide your company’s internal organisation chart.
3. Describe the functions performed by each group within the organisation.
4. Does your company produce brochures, pamphlets or other promotional material? If yes, please provide them.
5. Are your financial accounts audited? If yes, who is the auditor?
6. What is the name of your financial accounting system?
7. Do you have an electronic system to track your sales and generate invoices? If yes, what is the name of this sales system?
8. Do you have an electronic system to track your costs of imports? If yes, what is the name of this costing system?
9. If your financial accounting, sales and costing systems are different, how do the systems interact? Is it electronically or manual? Please provide a detailed explanation and include diagrams.
10. Do your accounting practices differ in any way from the generally accepted accounting principles in your country? If yes, please provide details.
11. Have there been any changes to your accounting practices and/or policies over the last two years? If yes, please provide details.
12. Please provide the two most recently completed annual reports and/or financial statements for your company.
13. If the financial statements for your company are unaudited, provide for each company:
    1. the tax returns relating to the same period; and
    2. reconciliation of the revenue, cost of goods sold, and net profit before tax between the financial statements and tax returns.
14. Does your company maintain different profit centres? If yes, provide profit & loss statements for the profit centre that the goods falls into for:
15. the most recent financial year; and
16. the period.
17. If the period is different to your financial period, please provide:
18. Income statements directly from your accounting information system covering the most recent financial period and the period; or
19. Quarterly or half yearly income statements directly from your accounting system covering the most recent financial period and the period.
20. Please provide a copy of your company’s trial balance (in Excel) covering the period and the most recent financial year.
21. Please provide your company’s chart of accounts (in Excel).
22. Does your company use product codes or stock keeping unit (SKU) codes?

If yes:

(a) Provide details of the product or SKU coding system for the goods, such as a legend or key of the meaning for each code within the product or SKU code.

(b) Provide details on how you mapped the product or SKU codes to the MCC for the purpose of completing this questionnaire.

(c) Provide a table of showing the product or SKU codes for each MCC.

If no:

(a) Provide details on the method used to identify the MCC in the sales and cost spreadsheets.

1. Provide details (and diagrams if appropriate) of the importation process of your company and representatives (e.g. agents) including:
   1. Price determination and/or negotiation process
   2. Order placement process
   3. Order fulfilment process and lead time
   4. Delivery terms and process
   5. Invoicing process
   6. Payment terms and process
2. Do you purchase the goods in Australian Dollars? If not:
3. Do your pay your suppliers from a foreign currency denominated account? If yes, provide details;
4. Do you use forward contracts to lock in the foreign exchange rate on the purchases? If yes, provide details;
5. How is the exchange rate determined in your accounting system and how often is it updated?
6. Are there any suppliers of the goods related to your company? If yes, please provide a list of each related supplier and provide details on how the selling price is set.
7. If purchases of the goods made in accordance with price lists or price extras list, provide copies of these lists.
8. Did you receive on-invoice discounts and/or off-invoice rebates from any suppliers or an associates of the suppliers in relation to the importation of the goods during the period? If yes, provide a description and explain the terms and conditions that must be met to obtain the discount and/or rebate.
9. Were you given any credit or debit notes (directly or indirectly) from any suppliers or associates of the suppliers in relation to the importation of the goods during the period? If yes, provide details of the credit/debit notes including the reasons the credit/debit notes were issued.
10. Is your company provided compensation or reimbursement for any of the costs associated with the importation of the goods from your supplier? If yes, provide details describing the operation of the compensation or reimbursement arrangements and relevant supporting documentation.
11. In relation to the selected importations highlighted in the full import listing provided in question B.2, provide the following documentation:

* Contracts
* Purchase order and order confirmation
* Commercial invoice and packing list
* Proof of payment to your supplier and the relevant accounts payable ledger
* Bill of lading
* Documents showing any bank charges
* Invoices for all importation expenses, including:
  + Import broker’s fees
  + Import duties
  + Port handling charges
  + Inland transport expenses from the port
* Invoices for ocean freight & marine insurance (if applicable, for example where purchases are made on an ex-works or free-on-board basis)
* Invoices for all exportation expenses, such as inland transport and port handling charges (if applicable, for example where purchases are made on an ex-works basis)
* Country of origin certificates (if applicable)

# Section E Further sales information

If you do not subsequently sell the goods in the same condition in which they were imported, you do not need to complete this section (i.e. you answered “No” in question C.1).

1. Provide details (and diagrams if appropriate) of the sales process of your company and any other related entities including:
   1. Marketing and advertising activities
   2. Price determination and/or negotiation process
   3. Order placement process
   4. Order fulfilment process and lead time
   5. Delivery terms and process
   6. Invoicing process
   7. Payment terms and process
2. Are any customers of the goods related to your company? If yes, please provide a list of each related customer and provide details on how the selling price is set.
3. If sales are in accordance with price lists or price extras list, provide copies of these lists.
4. Do your selling prices of the goods vary according to the distribution channel identified? If yes, provide details. Real differences in trade levels are characterised by consistent and distinct differences in functions and prices.
5. Did you provide on-invoice discounts and/or off-invoice rebates to the customer or an associate of the customer in relation to the sale of the goods during the period? If yes, provide a description; and explain the terms and conditions that must be met by the customer to obtain the discount.
6. Did you issue any credit or debit notes (directly or indirectly) to the customer or associate of the customer in relation to the sale of the goods during the period? If yes, provide details of the credit/debit notes including the reasons the credit/debit notes were issued.
7. Complete worksheet “E-7 Sales source” showing the relevant source of the data used for each column of worksheet “C-2 Sales”.
8. Select the two largest sales invoices by value and provide the following documentation:

* Contracts
* Purchase order and order confirmation
* Commercial invoice and packing list
* Proof of payment and accounts receivable ledger
* Documents showing bank charges
* Delivery invoices

1. For each document, please annotate the documents or provide a table reconciling the details in the “C-2 Sales” listing to the source documents in E.8.
2. Please complete the worksheet named “E-10 Upwards sales” to demonstrate that the “C-2 Sales” listing is complete.

* You must provide this list in electronic format using the template provided.
* Please use the currency that your accounts are kept in.
* If you have used formulas to complete this worksheet, these formulas must be retained.

1. Please provide all documents, other than those already provided in Section D, required to complete the “E-10 Upwards sales” worksheet. If the documents include spreadsheets, all formulas used must be retained.
2. For any amount in the “E-10 Upwards sales” worksheet that is hard coded (i.e. not a formula), please cross-reference by providing:

* the name of the source document, including the relevant page number, in column D of the worksheet; and
* highlight or annotate the amount shown in the source document; and
* provide the account code and sub-account code (if applicable) at column E of the worksheet.

1. Principal shareholders are those who are able to cast, or control the casting of, 5% or more of the maximum amount of votes that could be cast at a general meeting of your company. [↑](#footnote-ref-2)