

**Exporter Questionnaire**

**Case number:** 604

**Product:** 2,4-Dichlorophenoxyacetic acid (2,4-D)

**From:** The People’s Republic of China (China)

**Inquiry period:** 1 April 2021 to 31 March 2022 (the period)

**Response due by:** 20 May 2022

**Email enquiries to:** [investigations1@adcommission.gov.au](mailto:investigations1@adcommission.gov.au)

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

**Responses to the exporter questionnaire must be submitted via SIGBOX. Please contact the commission on the above email address to request access to SIGBOX.**

# Table of contents

[Table of contents 2](#_Toc100325076)

[Instructions 4](#_Toc100325077)

[Checklist 7](#_Toc100325078)

[Goods under consideration / Goods subject to Anti-dumping measures 9](#_Toc100325079)

[Model Control Code 10](#_Toc100325080)

[Section A Company information 11](#_Toc100325081)

[A-1 Company representative and location 11](#_Toc100325082)

[A-2 Company information 11](#_Toc100325083)

[A-3 General accounting information 12](#_Toc100325084)

[A-4 Financial Documents 12](#_Toc100325085)

[Section B Export sales to Australia 14](#_Toc100325086)

[B-1 Australian export sales process 14](#_Toc100325087)

[B-2 Australian sales listing 15](#_Toc100325088)

[B-3 Sample export documents 15](#_Toc100325089)

[B-4 Reconciliation of sales to financial accounts 16](#_Toc100325090)

[B-5 Reconciliation of direct selling expenses to financial accounts 16](#_Toc100325091)

[Section C Exported goods & like goods 17](#_Toc100325092)

[C-1 Models exported to Australia 17](#_Toc100325093)

[C-2 Models sold in the domestic market 17](#_Toc100325094)

[C-3 Internal product codes 17](#_Toc100325095)

[Section D Domestic sales 18](#_Toc100325096)

[D-1 Domestic sales process 18](#_Toc100325097)

[D-2 Domestic sales listing 19](#_Toc100325098)

[D-3 Sample domestic sales documents 19](#_Toc100325099)

[D-4 Reconciliation of sales to financial accounts 19](#_Toc100325100)

[**D-5** **Reconciliation of direct selling expenses to financial accounts** 20](#_Toc100325101)

[Section E Due allowance 21](#_Toc100325102)

[E-1 Credit expense 21](#_Toc100325103)

[E-2 Packaging 21](#_Toc100325104)

[E-3 Delivery 22](#_Toc100325105)

[E-4 Other direct selling expenses 23](#_Toc100325106)

[E-5 Other adjustment claims 23](#_Toc100325107)

[Section F Third country sales 24](#_Toc100325108)

[F-1 Third country sales process 24](#_Toc100325109)

[F-2 Third country sales listing 24](#_Toc100325110)

[F-3 Differences in sales to third countries 25](#_Toc100325111)

[Section G Cost to make and sell 26](#_Toc100325112)

[G-1. Production process 26](#_Toc100325113)

[G-2. Cost accounting practices 26](#_Toc100325114)

[G-3 Cost to make on domestic market 27](#_Toc100325115)

[G-4 Selling, General & Administration expenses 27](#_Toc100325116)

[G-5 Cost to make the goods exported to Australia 27](#_Toc100325117)

[G-6 Cost allocation method 28](#_Toc100325118)

[G-7 Major raw material costs 28](#_Toc100325119)

[G-8 Reconciliation of cost to make to audited financial statements 29](#_Toc100325120)

[G-9 Production volume and inventory levels 29](#_Toc100325121)

[G-10 Capacity Utilisation 30](#_Toc100325122)

[Exporter's declaration 31](#_Toc100325123)

[Appendix Glossary of terms 32](#_Toc100325124)

# Instructions

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

The Anti-Dumping Commission (the commission) is conducting a continuation inquiry into 2,4-dichlorophenoxyacetic acid (2,4-D) exported to Australia from China.

The commission will use the information you provide to determine normal values and export prices over the inquiry period (the period). [1 April 2021 to 31 March 2022]. This information will determine whether 2,4-D is dumped. The commission will also use this information to determine whether countervailable subsidies have been received in respect of 2,4-D exported to Australia over the period.

The commission will collect and use information in accordance with the commission’s Collection and Use of Information Policy.

**If you do not manufacture the goods**

If you play a role in the export of the goods but do not produce or manufacture the goods (for example, you are a trading company, broker, or vendor dealing in the goods), it is important that you forward a copy of this questionnaire to the relevant manufacturers and inform the commission of the contact details for these manufacturers **immediately**.

The commission will still require your company to complete this exporter questionnaire except Section G – Cost to make and sell.

**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, we may deem your company to be an uncooperative exporter. In that case the commission must determine a dumping margin and a subsidy margin having regard to all relevant information.

Therefore, it is in your interest to provide a complete and accurate response to this exporter questionnaire, capable of verification.

**Extension requests**

If you require a longer period to complete your response to this exporter 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.

A summary of any requests and grants of extensions to submit a response to this exporter questionnaire will be published in the public record.

**Submitting a response to the exporter questionnaire**

Responses to the exporter questionnaire should be lodged via SIGBOX, a secure online document repository. Please contact the commission on the email address listed on the cover page to request access to SIGBOX.

In submitting the response to the exporter questionnaire, you must answer all questions, include all attachments and spreadsheets, and provide a non-confidential version of your response to this exporter questionnaire.

If your response to this exporter questionnaire contains major deficiencies that, in the Commissioner’s view, cannot be quickly and easily rectified in a further response, then your company may be considered as an uncooperative exporter.

**Confidential and non-confidential responses**

You are required to lodge a confidential version (OFFICIAL: Sensitive) and a non-confidential version (for publishing on the public record) of your response to this exporter questionnaire by the due date. Please ensure that *each page* of information you provide is clearly marked either “**OFFICIAL: Sensitive**” or “**PUBLIC RECORD**”.

All information provided to the commission in confidence will be treated accordingly. The public record version of your questionnaire will be placed on the public record, and must contain sufficient detail to allow a reasonable understanding of the substance of the information without breaching confidentiality.

A person is not required to provide a summary for the public record if the commission can be satisfied that no such summary can be given that would allow a reasonable understanding of the substance of the information.

All questionnaires are required to have a bracketed explanation of deleted or blacked out information for the public record version of the questionnaire. An example of a statement to accompany deleted/blacked out text is:

[Explanation of cost allocation through the divisions, by reference to machine hours or weight].

If such an explanation is not provided, the commission may disregard the information in the submission. Where the public record version of your response to the exporter questionnaire does not contain sufficient detail, your company may be requested to resubmit your response with the required level of detail or, if deadlines have passed, the commission may not have regard to it.

**Verification of the information that you supply**

The commission may wish to conduct a verification of your questionnaire response for completeness, relevance and accuracy of the information to your company’s records.

The verification is not meant to be a chance for you to provide new or additional information. The commission expects your response to the questionnaire to be relevant, complete and accurate.

The verification may include commission staff visiting your company to conduct on onsite verification[[1]](#footnote-2). Any onsite verification typically commences approximately 2 to 4 weeks after the due date of the response to the exporter questionnaire. To assist with the planning of a verification, please contact the commission as soon as possible for a potential verification date to be scheduled.

The onsite verification is usually conducted over 4 days. However, in complex cases, it may be scheduled over 5 days. A verification will include a detailed examination of your company’s records and we will collect copies of relevant documents. The verification will require the participation of key staff, including your financial accountant, production manager and sales staff. A tour of the manufacturing facility may also be required during the verification.

The commission may elect to undertake an alternative verification methodology, rather than an onsite verification, to satisfy itself of the completeness, relevance and accuracy of the data.

Note that the commission may disregard any data or information that is not verified, including new or additional information provided after the verification visit.

A report will be prepared following the verification, which details the outcomes of the verification. This report will be placed on the public record and may include the publication of the preliminarily-assessed dumping margin and/or subsidy margin. The commission considers that the dumping margin and/or subsidy margin is not confidential information, but rather an aggregate figure derived from confidential data.

You will be provided with an opportunity to comment on the accuracy and confidentiality of the verification report prior to its publication on the public record.

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 exporter 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 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 A-4.6)
* 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.

# Checklist

This section is an aid to ensure that you have completed all sections of this questionnaire.

|  |  |
| --- | --- |
| **Section** | Please tick if you have responded to all questions |
| Section A Company information |  |
| Section B Export sales to Australia |  |
| Section C Exported goods & like goods |  |
| Section D Domestic sales |  |
| Section E  Due allowance |  |
| Section F Third country sales |  |
| Section G Cost to make and sell |  |
| Exporter's declaration |  |
| Non-confidential version of this response |  |

|  |  |
| --- | --- |
| **Attachments** | Please tick if you have provided spreadsheet |
| B-2 Australian sales |  |
| B-2.2 Australian sales source |  |
| B-4 Upwards sales |  |
| B-5 Upwards selling expenses |  |
| D-2 Domestic sales |  |
| D-2.2 domestic sales source |  |
| F-2 Third country sales |  |
| F-2.2 third country sale source |  |
| G-3 Domestic CTM |  |
| G-3.2 Domestic CTM source |  |
| G-4.1 SG&A listing |  |
| G-4.2 Dom SG&A calculation |  |
| G-5 Australian CTM |  |
| G-5.2 Australian CTM source |  |
| G-7.2 Raw material CTM |  |
| G-7.3 Raw Material CTM source |  |
| G-7.4 Raw material purchases |  |
| G-7.5 Source Data for G-7.4 |  |
| G-8 Upwards costs |  |
| G-9 Production Volume and Inventory Levels |  |
| G-10 Capacity Utilisation |  |

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

2,4-D is a selective herbicide exported to Australia from China, mainly in the forms of 2,4-D acid and 2,4-D ester.

The 2,4-D covered by the anti-dumping measures includes:

• Sodium salt;

• 2,4-D acid;

• 2,4-D intermediate products (salts and esters), including:

o iso butyl ester technical;

o ethyl ester technical;

o 2 ethyl hexyl ester technical;

o dimethylamine (DMA); and

o iso-propylamine (IPA);

• 2,4-D fully formulated products; and

• all other forms of 2,4-D.

The goods are generally, but not exclusively, classified to the following tariff subheadings of Schedule 3 to the *Customs Tariff Act 1995* (Cth):[[2]](#footnote-3)

|  |  |  |  |
| --- | --- | --- | --- |
| **Tariff classification (Schedule 3 of the *Customs Tariff Act 1995*)** | | | |
| **Tariff code** | **Statistical code** | **Unit** | **Description** |
| 2918.99.00 | 43 | Kg | 2,4-Dichlorophenoxyacetic acid (free acid) (2,4-D) (CAS 94-75-7) |
| 2918.99.00 | 44 | Kg | Salts and esters of 2,4-dichlorophenoxyacetic acid |
| 2918.99.00 | 48 | Kg | Other |
| 3808.93.00 | 61 | Kg | Herbicides, anti-sprouting products & plant-growth regulators, with a basis of 2,4-dichlorophenoxyacetic acid, its salts or esters, containing bromomethane or bromochloromethane, in forms for retail sale or as preparations or articles |
| 3808.93.00 | 71 | Kg | Herbicides, anti-sprouting products & plant-growth regulators, wholly of, or with basis of 2,4- dichlorophenoxyacetic acid, its salts or esters, in forms for retail sale or as preparations or articles |
| 3808.93.00 | 79 | Kg | Other[[3]](#footnote-4) |

**Table 1: Tariff classification[[4]](#footnote-5)**

# Model Control Code

Details of the model control code (MCC) structure for the goods are detailed in the table below. Export sales data (Section B-2), domestic sales data (Section D-2) and cost to make and sell data (Section G-3, G-4 & G-5) submitted in this response must follow this MCC structure. At a minimum, the data must report sales and cost data separately for each of the mandatory MCC categories identified by the commission.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Category** | **Sub-Category** | | **Sales Data** | **Cost Data** |
| **Form**  (of 2,4-D)[[5]](#footnote-6) | **T** | Technical | Mandatory | Mandatory |
| **F** | Formulation |
| **Product Type** | **A** | Acid | Mandatory | Mandatory |
| **E** | Esters |
| **S** | Amines/Salts |
| **M** | Mixtures[[6]](#footnote-7) |
| **Strength**  (of 2,4-D) | **###**[[7]](#footnote-8) | % (w/v) 2,4-D Acid | Mandatory | Mandatory |

**Table 2: Proposed MCC structure**

In constructing a MCC, use a "-" between each category. For example: **F-E-80%** for formulated 2,4-D esters with 80% strength.

The MCCs will be used to match export models to the identical or comparable domestic models. In addition, the MCCs will be used to determine the profitability of domestic sales in the ordinary course of trade by comparing domestic selling prices to the corresponding cost to make and sell. The MCC may also be used to compare the export price to the cost to make the exported model as part of the constructed normal value.

If there are models manufactured 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 information

## A-1 Company representative and location

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. Please provide the location of the where your company’s financial records are held.
2. Please provide the location of the where your company’s production records are held.
3. Please provide the location of your company’s production plant manufacturing the goods under consideration.

## A-2 Company information

1. What is the legal name of your business?
2. Does your company trade under a different name and/or brand? If yes, provide details.
3. Was your company ever known by a different legal and/or trading name? If yes, provide details
4. Provide a list of your current board of directors and any changes in the last two years.
5. Is your company part of a group (e.g. parent company with subsidiaries, common ownership, joint-ventures)? If yes, provide:
   1. A diagram showing the complete ownership structure; and
   2. A list of all related companies and its functions
6. 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[[8]](#footnote-9)

If no, please provide:

1. A list of all principal shareholders and the shareholding percentages.
2. What is the overall nature of your company’s business? Include details of the products that your company manufactures and sells and the market your company sells into.
3. If your business does not perform all of the following functions in relation to the goods under consideration, then please provide names and addresses of the companies which perform each function:
4. produce or manufacture;
5. sell in the domestic market;
6. export to Australia; and
7. export to countries other than Australia.
8. Provide your company’s internal organisation chart.
9. Describe the functions performed by each group within the organisation.
10. Does your company produce brochures, pamphlets or other promotional material? If yes, please provide them.

## A-3 General accounting information

1. What is your financial accounting period?
2. Are your financial accounts audited? If yes, who is the auditor?
3. What currency are your accounts kept in?
4. What is the name of your financial accounting system?
5. What is the name of your sales system?
6. What is the name of your production system?
7. If your financial accounting, sales and production systems are different, how do the systems interact? Is it electronically or manual? Please provide a detailed explanation and include diagrams.
8. Do your accounting practices differ in any way from the generally accepted accounting principles in your country? If yes, please provide details.
9. Have there been any changes to your accounting practices and/or policies over the last two years? If yes, please provide details.

## A-4 Financial Documents

1. Please provide the two most recently completed annual reports and/or financial statements for your company and any other related companies involved in the production and sale of the goods.

Please list below the name of each company for which you have provided financial documents.

Company 1 Name:

Company 2 Name:

Company 3 Name:

1. If the financial statements in A-4.1 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.
2. Does your company maintain different profit centres? If yes, provide profit & loss statements for the profit centre that the goods falls into for:
   1. the most recent financial year; and
   2. the period.
3. If the period is different to your financial period, please provide for each company identified at A-4.1:
   1. Income statements directly from your accounting information system covering the most recent financial period and the period; or
   2. Quarterly or half yearly income statements directly from your accounting system covering the most recent financial period and the period.
4. Please provide for each company identified at A-4.1 a copy of your company’s trial balance (in Excel) covering the period and the most recent financial year.
5. Please provide your company’s chart of accounts for each company identified in your response to A-4.1 (in Excel).

*If any of the documents are not in English, please provide a complete translation of the documents.*

# Section B Export sales to Australia

If your production of the goods was exported to Australia and/or any other country through a third party (intermediary) you are still required to complete this section (and G-5) as it relates to export sales to Australia and a country other than Australia.

## B-1 Australian export sales process

1. Provide details (and diagrams if appropriate) of the export sales process of your company and representatives (e.g. agents) 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. Did your production and sale of the goods exported to Australia involve an intermediary or intermediaries?

**IMPORTANT**

You must complete this section regardless of your opinion on which entity is considered the exporter of the goods to Australia.

If yes, please answer or respond to the following;

* 1. **List** the name of each intermediary involved in the exportation.
  2. Identify any of the intermediaries a related entity, such as through, your parent company with subsidiaries, common ownership (directors/family members) or joint-ventures.
  3. Does the export of your goods to Australia involve selling those goods to the intermediary prior to or close to those goods leaving the port of export?
  4. What functions does the intermediary undertake in relation to the sales and/or export of the goods to Australia?
  5. List the exportation costs incurred by the intermediary?
  6. Are the goods shipped to Australia via the port of export directly from your facility, or via a warehousing or staging location under the control of, or specified by, the intermediary?
  7. If the sales of your goods exported to Australia involved an intermediary please report the relevant sales information in the Australian listing at B-2.

**IF** your sales to the intermediary are on-sold by the intermediary in quantities that were not identical at the time you sold the goods to the intermediary please report relevant information at worksheet “B-2 Australian sales” to permit the sales of your goods to be traced through the financial records of the intermediary

1. In what currency do you invoice your customers for goods exported to Australia? If it is not in your local currency:
   1. Do your customers pay you into a foreign currency denominated account? If yes, provide details;
   2. Do you use forward contracts to lock in the foreign exchange rate relating to the export sales? If yes, provide details;
   3. How is the exchange rate determined in your accounting system and how often is it updated?
2. Are there any customers of the goods exported to Australia 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 export selling prices 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 any customer or an associate of the customer in relation to the sale of the goods exported to Australia 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 and/or rebate.
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 exported to Australia during the period? If yes, provide details of the credit/debit notes including the reasons the credit/debit notes were issued.
7. In establishing the date of sale, the commission will normally use the date of invoice as it best reflects the material terms of sale. If you are making a claim that a different date should be taken as the date of sale:
   1. What date are you claiming as the date of sale?
   2. Why does this date best reflect the material terms of sale?

## B-2 Australian sales listing

1. Complete the worksheet named “B-2 Australian sales” [[9]](#footnote-10)

* This worksheet lists all sales (i.e. transaction by transaction) exported to Australia of the goods invoiced within the period. This includes exports to Australia sold through a domestic customer.
* This worksheet must also include exports 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.
* If there are any direct selling expenses incurred in respect of the exports to Australia not listed in the spreadsheet, add a column. For example, if the delivery terms make you responsible for arrival of the goods at an agreed point within Australia (e.g. delivered duty paid), insert additional columns in the spreadsheet for all other costs incurred.

1. Complete worksheet “B-2.2 Australian sales source” showing the relevant source of the data used for each column of worksheet “B-2 Australian sales”.

## B-3 Sample export documents

1. Select the two largest invoices by invoice 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
* Invoices for inland transport
* Invoices for port handling and other export charges
* Bill of lading
* Invoices for ocean freight & marine insurance (if applicable)
* Country of origin certificates (if applicable)

*If the documents are not in English, please provide a translation of the documents.*

**IMPORTANT**

If you sold the goods to Australia via an intermediary please obtain and provide the above corresponding documents relating to the intermediary.

1. For each document, please annotate the documents or provide a table reconciling the details in the “B-2 Australian sales” listing to the source documents in B-3.1.

## B-4 Reconciliation of sales to financial accounts

1. Please complete the worksheet named “B-4 Upwards sales” to demonstrate that the sales listings in B-2, D-2 and F-2 are complete.

If you exported the goods to Australia via an intermediary or third party and if the information is available to you, please detail the sales information relevant to the intermediary or third party as provided for in “B-4 Upwards sales”.

* 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.
* State the source of the data as required by columns D and E of the worksheet.

1. Please provide all documents, other than those in A-4, B-2 and D-2, required to complete the “B-4 Upwards sales” worksheet. If the documents include spreadsheets, all formulas used must be retained.
2. For any amount in the “B-4 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.

## B-5 Reconciliation of direct selling expenses to financial accounts

1. Please complete the worksheet named “B-5 Upwards selling expense” to demonstrate that the direct selling expenses (e.g. Inland transport) in B-2 and D-2 are complete.

If you exported the goods to Australia via an intermediary or third party and if the information is available to you, please detail the selling expenses incurred by the intermediary or third party as provided for in “B-5 Upwards selling expense”.

* 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.
* State the source of the data as required by columns D and E of the worksheet.

1. Please provide all documents, other than those in A-4, B-2 and D-2, required to complete the “B-5 Upwards selling expense” worksheet. If the documents include spreadsheets, all formulas used must be retained.
2. For any amount in the “B-5 Upwards selling expense” 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 C 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 D of the worksheet.

# Section C Exported goods & like goods

The commission considers the MCC structure in and of itself is not likely to be commercially sensitive information. Any claim that disclosing the MCC information is confidential or would adversely affect your business or commercial interests must be raised by lodging a submission as soon as practicable, but no later than the time this questionnaire is due.

## C-1 Models exported to Australia

1. Fully describe all of the goods your company exported to Australia during the period. Include specification details and any technical and illustrative material that may be helpful in identifying, or classifying, the goods exported to Australia.
2. Provide a list of MCCs of the goods exported to Australia. This must cover all MCCs listed in the Australian sales listing in B-2.

* This list must be disclosed in the public record version of the response.

## C-2 Models sold in the domestic market

1. Fully describe all like goods your company sold on the domestic market during the period. Include specification details and any technical and illustrative material that may be helpful in identifying, or classifying, the like goods sold on the domestic market.
2. Provide a list of MCCs of like goods sold on the domestic market. This must cover all MCCs listed in the domestic sales listing in D-2.

* This list must be disclosed in the public record version of the response.

## C-3 Internal product codes

1. Does your company use product codes or stock keeping unit (SKU) codes?

If yes:

* 1. 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.
  2. Provide details on how you mapped the product or SKU codes to the MCC for the purpose of completing this questionnaire.
  3. Provide a table of showing the product or SKU codes for each MCC.

If no:

1. Provide details on the method used to identify the MCC in the sales and cost spreadsheets.

# Section D Domestic sales

## D-1 Domestic sales process

1. Provide details (and diagrams if appropriate) of the domestic 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
   8. agency agreements or contractual arrangement governing the conduct of the parties to the sale
2. Are any domestic customers 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. Did your production and sale of the like goods sold in your domestic market involve an intermediary or intermediaries?

**IMPORTANT**

You must complete this section regardless of your opinion on which entity is considered the exporter of the goods to Australia.

If yes, please answer or respond to the following;

1. **List** the name of each intermediary involved in the domestic sales.
2. Identify any of the intermediaries a related entity, such as through, your parent company with subsidiaries, common ownership (directors/family members) or joint-ventures.
3. What functions does the intermediary undertake in relation to the sales of like goods?
4. List any direct selling expenses that may be incurred by the intermediary in effecting the sale?
5. Are the like goods shipped to the final customer directly from your facility, or via a warehousing or staging location under the control of, or specified by, the intermediary?
6. If the sales of your like goods involved an intermediary please report the relevant sales information in the domestic listing at worksheet “D-2 Domestic sales”

**IF** your sales to the intermediary are on-sold by the intermediary in quantities that were not identical at the time you sold the like goods to the intermediary please report relevant information at worksheet “D-2 Domestic sales” to permit the sales of your goods to be traced through the financial records of the intermediary.

1. If sales are in accordance with price lists or price extras list, provide copies of these lists.
2. Do your domestic selling prices 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.
3. 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 like 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 and/or rebate.
4. 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 like goods during the period? If yes, provide details of the credit/debit notes including the reasons the credit/debit notes were issued.
5. In establishing the date of sale, the commission will normally use the date of invoice as it best reflects the material terms of sale. If you are making a claim that a different date should be taken as the date of sale:
   1. What date are you claiming as the date of sale?
   2. Why does this date best reflect the material terms of sale?

## D-2 Domestic sales listing

1. Complete the worksheet named “D-2 Domestic sales”

* This worksheet lists all domestic sales (i.e. transaction by transaction) of like goods invoiced within the period, even if they are models not exported to Australia
* If you have claimed in B-1.9 and/or D-1.8 that the date of sale is one other than the invoice date, then add the sales within your claimed date of 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.
* If there are any other costs, charges or expenses incurred in respect of the sales listed which have not been identified in the table in question D-2 above, add a column for each item. For example, certain other selling expenses incurred.

**IMPORTANT**

If you sold the like goods on your domestic market via an intermediary please report the information required in worksheet “D-2 domestic sales”.

1. Complete worksheet “D-2.2 domestic sales source” listing the source of the data used for each column in worksheet “D-2 domestic sales”.

## D-3 Sample domestic sales documents

1. Select the two largest invoices by invoice 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

*If the documents are not in English, please provide a translation of the documents.*

**IMPORTANT**

If you sold the like goods on your domestic market via an intermediary please obtain and provide the above corresponding documents relating to the intermediary

1. For each document, please annotate the documents or provide a table reconciling the details in the “D-2 Domestic sales” listing to the source documents in D-3.1.

## D-4 Reconciliation of sales to financial accounts

This section is not required if you have completed B-4.

1. Please complete the worksheet named “B-4 Upwards sales” to demonstrate that the sales listings in D-2 and F-2 are complete.

If you sold like goods on the domestic market via an intermediary or third party and if the information is available to you, please detail the sales information relevant to the intermediary or third party as provided for in “B-4 Upwards sales”.

* 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.
* State the source of the data as required by columns D and E of the worksheet

1. Please provide all documents, other than those in A-4, D-2 and F-2, required to complete the “B-4 Upwards sales” worksheet. If the documents include spreadsheets, all formulas used must be retained.
2. For any amount in the “B-4 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.

**D-5 Reconciliation of direct selling expenses to financial accounts**

1. Please complete the worksheet named “B-5 Upwards selling expense” to demonstrate that the direct selling expenses (e.g. Inland transport) reported in B-2 and D-2 are complete.

If you sold like goods on the domestic market via an intermediary or third party and if the information is available to you, please detail the sales information relevant to the intermediary or third party as provided for in “B-5 Upwards selling expenses”.

* 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.
* State the source of the data as required by columns D and E of the worksheet.

1. Please provide all documents, other than those in A-4, B-2 and D-2, required to complete the “B-5 Upwards selling expense” worksheet. If the documents include spreadsheets, all formulas used must be retained.
2. For any amount in the “B-5 Upwards selling expense” 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 C 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 D of the worksheet.

# Section E Due allowance

## E-1 Credit expense

1. Do you provide credit to any domestic customers in relation to sales of like goods (i.e. payment terms that are not on a cash or pre-payment basis)? If yes:
   1. Do you provide a rolling credit facility to your domestic customers (i.e. no specific payment terms agreed at the time of sale)? If yes:
      1. Calculate the accounts receivable turnover for each domestic customer (credit sales divided by the average accounts receivable).
      2. Calculate the average credit term for each domestic customer by dividing 365 by the accounts receivable turnover
   2. Do you have short term borrowings or an overdraft facility? If yes, what is the interest rate, or average of interest rates?
   3. Do you have term deposits or other cash product (e.g. bonds)? If yes, what is the interest rate, or average of interest rates?
2. Do you provide credit to any Australian customers in relation to sales of the goods (i.e. payment terms that are not on a cash or pre-payment basis)? If yes:
   1. Do you provide a rolling credit facility to your Australian customers (i.e. no specific payment terms agreed at the time of sale)? If yes:
      1. Calculate the accounts receivable turnover for each Australian customer (credit sales divided by the average accounts receivable).
      2. Calculate the average credit term for each Australian customer by dividing 365 by the accounts receivable turnover
   2. If your Australian customers pay you into a foreign currency denominated account (question B-1.2(a) refers):
      1. Do you have short term borrowings or an overdraft facility denominated in the same foreign currency? If yes, what is the interest rate, or average of interest rates?
      2. Do you have term deposits or other cash product (e.g. bonds) denominated in the same foreign currency? If yes, what is the interest rate, or average of interest rates?

## E-2 Packaging

1. What is the packaging used for your domestic sales of like goods?
2. What is the packaging used for your export sales of the goods to Australia?
3. If there are distinct differences in packaging between your domestic and export sales:
   1. Provide detail the differences between the packaging used for your domestic and Australian sales.
   2. Calculate the weighted average packaging cost for each model sold on the domestic market in worksheet “E-2.3 Packing Costs” ensuring to cross reference the source of the data from your accounting records (worksheet “D-2.2 Domestic sales source” refers).
   3. Calculate the weighted average packaging cost for each model exported to Australia in worksheet “E-2.3 Packing Costs” ensuring to cross reference the source of the data from your accounting records (worksheet “B-2.2 Australian sales source” refers)

## E-3 Delivery

1. Are any domestic sales of like goods delivered to the customer?
   1. If yes, how did you calculate the transportation costs reported in the domestic sales listing in D-2?
   2. Provide workings as confidential exhibit E-3.1 and cross reference relevant data sources consistent with your response to worksheet “D-2.2 domestic sales source” and “B-5 Upwards selling expense”.
2. What are the delivery terms of the export sales of the goods to Australia?

If you export the goods through an intermediary or third party what were the delivery terms relating to the intermediary or third party?

Please state all forms of delivery terms. Delivery terms reported in the Australian sales listing in B-2 will be validated against the source documentation relevant to your Australian sales

1. Do the delivery terms of your Australian sales include charges relating to transport to the port export?
   1. If yes, identify the entity that incurred the expense.
   2. How did you calculate the inland transport charges to the port of export reported in the Australian sales listing in B-2?
   3. Provide workings as confidential exhibit E-3.3 and cross reference relevant data sources consistent with your response to worksheet “B-2.2 Australian sales source” and “B-5 Upwards selling expense”.
2. Do the delivery terms of your Australian sales include charges relating to the port of export?
   1. If yes, identify the entity that incurred the expense.
   2. How did you calculate the port charges reported in the Australian sales listing in B-2?
   3. Provide workings as confidential exhibit E-3.4 and cross reference relevant data sources consistent with your response to worksheet “B-2.2 Australian sales source” and “B-5 Upwards selling expense”.
3. Do the delivery terms of your Australian sales include charges for ocean freight?
   1. If yes, identify the entity that incurred the expense.
   2. How did you calculate the ocean freight expenses reported in the Australian sales listing in B-2?
   3. Provide workings as confidential exhibit E-3.5 and cross reference relevant data sources consistent with your response to worksheet “B-2.2 Australian sales source” and “B-5 Upwards selling expense”.
4. Do the delivery terms of your Australian sales includes charges for marine insurance?
   1. If yes, identify the entity that incurred the expense.
   2. How did you calculate the marine insurance expenses reported in the Australian sales listing in B-2?
   3. Provide workings as confidential exhibit E-3.6 and cross reference relevant data sources consistent with your response to worksheet “B-2.2 Australian sales source” and “B-5 Upwards selling expense”.
5. Do the delivery terms of your Australian sales include Australian importation expenses and costs associated with the delivery to the Australian customer?
   1. If yes, identify the entity that incurred the expense.
   2. How did you calculate the Australian importation expenses and costs associated with the delivery to the Australian customer reported in the Australian sales listing in B-2?
   3. If NO, is the Australian customer compensated, reimbursed or otherwise to offset or cover the cost of Australian importation expenses and costs associated with the delivery to the Australian customer;
   4. Provide workings as confidential exhibit E-3.7 and cross reference relevant data sources consistent with your response to worksheet “B-2.2 Australian sales source” and “B-5 Upwards selling expense”.

## E-4 Other direct selling expenses

1. Do you provide sales commissions for domestic sales of like goods and/or export sales of the goods? If yes, provide details.
2. Are there any differences in tax liability between domestic and export sales? (e.g. Goods and Services Tax (GST), Value Added Tax (VAT) or any other form of taxation that exists between domestic and export sales?) If yes, provide details, for example:

* What is the rate of VAT on sales of the goods and like goods?
* How is VAT accounted for in your records in relation to sales of the goods and like goods?
* Do you receive a VAT refund in relation to sales of the goods and/or like goods?
* Do you receive a remission or drawback of import duties on inputs consumed in the productions of the goods or like goods?

1. Are there any other direct selling expenses incurred by your company in relation to domestic sales of like goods?

If yes, please specify each expense item below.

NOTE: Direct selling expenses identified in response to this question must be reported in the Australian sales listing at worksheet “B 2 Australian sales” and included in the reconciliation of direct selling expenses in B-5.

1. Are there any other direct selling expenses incurred by your company in relation to export sales of the goods to Australia?

If yes, please specify each expense item below.

NOTE: Direct selling expenses identified in response this question must be reported in the Domestic sales listing at worksheet “D 2 Domestic sales” and included in the reconciliation of direct selling expenses in B-5.

## E-5 Other adjustment claims

1. Are there any other adjustments required to ensure a fair comparison between the export price and the normal value (based on domestic sales, costs and/or third country sales)? If yes, provide details.

* An adjustment will only be made where there is evidence that the difference affects price comparability.
* Refer to Chapter 15 of the *Dumping and Subsidy Manual (November 2018)* for more information.

# Section F Third country sales

## F-1 Third country sales process

1. Are your sales processes to any third country (i.e. exports to countries other than Australia) different to the sales process described in B-1.1? If yes, provide details of the differences.
2. Are there any third country customers 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. Do your third country sales involve the use of a third party or intermediary?

If yes, please answer or respond to the following;

1. **List** the name of each intermediary involved in the exportation.
2. Identify any of the intermediaries a related entity, such as through, your parent company with subsidiaries, common ownership (directors/family members) or joint-ventures.
3. Does the export of your goods to third countries involve selling those goods to the intermediary prior to or close to those goods leaving the port of export?
4. What functions does the intermediary undertake in relation to the sales and/or export of the goods to third countries?
5. List the exportation costs incurred by the intermediary?
6. Are the goods shipped to third countries via the port of export directly from your facility, or via a warehousing or staging location under the control of, or specified by, the intermediary?
7. If the sales of your goods exported to third countries involved an intermediary please report the relevant sales information in worksheet “F-2 Third country sales”.

**IF** your sales to the intermediary are on-sold by the intermediary in quantities that were not identical at the time you sold the goods to the intermediary please report relevant information at worksheet “F-2 Third country sales” to permit the sales of your goods to be traced through the financial records of the intermediary.

1. In establishing the date of sale, the commission will normally use the date of invoice as it best reflects the material terms of sale. If you are making a claim that a different date should be taken as the date of sale:
   1. What date are you claiming as the date of sale?
   2. Why does this date best reflect the material terms of sale?

## F-2 Third country sales listing

1. Complete the worksheet named “F-2 Third country sales”

* This worksheet lists all export sales, summarised by country, customer and MCC, to third countries of like goods invoiced within the period.
* While sales may be made in different currencies and on different shipping terms the sales listing also seeks to record an Ex-works value of these sales in your local currency.
* If you have claimed in F-1.3 that the date of sale is one other than the invoice date, then add sales with your claimed date of 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 worksheet “F-2.2 third country sales source” listing the source of the data for each column in the worksheet “F-2 third country sales”.

## F-3 Differences in sales to third countries

1. Are there any differences in sales to third countries which may affect their comparison to export sales to Australia? If yes, provide details.

# Section G Cost to make and sell

## G-1. Production process

1. Describe the production process for the goods and provide a flowchart of the process. Include details of all products manufactured using the same production facilities as those used for the goods. Also specify all scrap or by-products that result from producing the goods.
2. Are any of your suppliers related to your company (regardless of whether it is relevant to the manufacture of the goods)? If yes, please provide details including the product or services supplied by the related company.

## G-2. Cost accounting practices

1. Is your company’s cost accounting system based on actual or standard costs (budgeted)?
2. If your company uses standard costs:
3. Were standard costs used as the basis of actual costs in your responses G-3.1 & G-5.1?
4. Have all variances (i.e. differences between standard and actual production costs) been allocated to the goods?
5. How were those variances allocated?
6. Provide details of any significant or unusual cost variances that occurred during the period.
7. Do you have different cost centres in your company’s cost accounting system? If yes, list the cost centres, provide a description of each cost centre and the allocation methodology used in your accounting system.
8. To what level of product specificity (models, grades etc.) does your company’s cost accounting system normally record production costs?
9. Are there any costs for management accounting purposes valued differently to financial accounting purposes? If yes, provide details of the differences.
10. Has your company engaged in any start-up operations in relation to the goods? If yes:
11. Describe in detail the start-up operation giving dates (actual or projected) of each stage of the start-up operation.
12. State the total cost of the start-up operation and the way that your company has treated the costs of the start-up operation it its accounting records.
13. What is the method of valuation for raw material, work-in-progress, and finished goods inventories (e.g. last in first out –LIFO, first in first out- FIFO, weighted average)?
14. What are the valuation methods for damaged or sub-standard goods generated at the various stages of production?
15. What are the valuation methods for scrap, by products, or joint products?
16. Are any management fees/corporate allocations charged to your company by your parent or related company? If yes, provide details

## 

## G-3 Cost to make on domestic market

1. Complete the worksheet named "G-3 Domestic CTM".

* This worksheet lists the quarterly cost to make the domestic models of like goods by MCC manufactured within the period, even if they are models not exported to Australia.
* The costs must be based on actual cost of production (i.e. not standard costs or cost of goods sold) for each MCC.
* If any imputation tax (e.g. value-added tax) is payable on the purchase of goods or services to manufacture like goods, report the costs excluding the imputation tax. All other taxes payable (e.g. import duty) must be included as ‘other costs’ if not already included, for example, under material costs.
* 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.
* If you have claimed in B-1.8 and/or D-1.7 that the date of sale is one other than the invoice date, then provide the cost for the quarters that all domestic sales are made within your claimed date of sale, even if doing so means that such cost data predates the commencement of the period.
* Ensure any supporting worksheets or calculations relating to allocations of costs or other matters are clearly marked as confidential exhibit to G-3.

1. Complete worksheet titled “G-3.2 domestic CTM source” listing the source of the data (inclusive of any supporting worksheets and relevant financial records/accounts) for each column of the worksheet “G-3 domestic CTM”.

## G-4 Selling, General & Administration expenses

1. Complete the worksheet named "G-4.1 SG&A listing".

* This worksheet lists all selling, general and administration expenses, including finance expenses, by account code for the most recent accounting period and the period.
* The SG&A listing should reconcile to the trial balance and/or income statement.
* 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.
* If the figures in worksheet "G-4.1 SG&A listing" are the result of an allocation, provide the background allocation calculations for each reported expense as **confidential** **exhibit G-4.1**.

**IMPORTANT**

If you exported the goods to Australia or sold like goods on the domestic market via an intermediary or third party and if the information is available to you, report the intermediary or third party SG&A expenses as outlined above in a separate worksheet and cross reference this data in the worksheet “B-5 Upwards selling expenses”.

1. Complete the worksheet named "G-4.2 Domestic SG&A calculation".

* This worksheet calculates the unit domestic SG&A for each MCC.
* You must provide this list in electronic format using the template provided.
* Please use the formulas provided.

**IMPORTANT**

If you exported the goods to Australia or sold like goods on the domestic market via an intermediary or third party and if the information is available to you, report the intermediary or third party SG&A calculation as outlined above in a separate worksheet.

## G-5 Cost to make the goods exported to Australia

1. Complete the worksheet named "G-5 Australian CTM".

* This worksheet lists the quarterly cost to make the Australian models of the goods under consideration by MCC manufactured within the period.
* The costs must be based on actual cost of production (i.e. not standard costs or cost of goods sold) for each MCC.
* If any imputation tax (e.g. value-added tax) is payable on the purchase of goods or services to manufacture the goods, report the costs excluding the imputation tax. All other taxes payable (e.g. import duty) must be included as ‘other costs’ if not already included, for example, under material costs.
* 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.
* If you have claimed in B-1.8 that the date of sale is one other than the invoice date, then provide the cost for the quarters that all Australian sales are made within your claimed date of sale, even if doing so means that such cost data predates the commencement of the period.
* Ensure any supporting worksheets or calculations relating to allocations of costs or other matters are clearly marked as confidential exhibit to G-5.

1. Complete worksheet titled “G-5.2 Australian CTM source” listing the source of the data (inclusive of any supporting worksheets and relevant financial records/accounts) for each column of worksheet “G-5 Australian CTM”.

## G-6 Cost allocation method

1. What is the allocation method used to complete in G-3 domestic CTM and G-5 Australian CTM for:
   1. Raw materials
   2. Labour
   3. Manufacturing overheads
2. Select the domestic model (export model if you have no domestic production of like goods) with the largest production volume over the period and provide worksheets demonstrating the allocation method described in G-6.1 from your normal cost accounting system to the cost for that model reported in G-3.1.

## G-7 Major raw material costs

1. What are the major raw materials used in the manufacture of the goods?
2. Are any raw materials sourced as part of an integrated production process or from a subsidiary company which your company exercise control? If yes, complete the worksheet named “G-7.2 Raw material CTM” for these raw materials.

* This worksheet lists the quarterly cost to make the raw material manufactured within the period.
* The costs must be based on actual cost of production (i.e. not standard costs or cost of goods sold).
* If any imputation tax (e.g. value-added tax) is payable on the purchase of goods or services to manufacture the raw material, report the costs excluding the imputation tax. All other taxes payable (e.g. import duty) must be included as ‘other costs’ if not already included, for example, under material costs.
* 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.
* Ensure any supporting worksheets or calculations relating to allocations of costs or other matters are clearly marked as confidential exhibit to G-7.2.

1. Complete worksheet titled “G-7.3 Raw Material CTM source” listing the source of the data (inclusive of any supporting worksheets and relevant financial records/accounts) reported in each column of worksheet “G-7.2 Raw Material CTM”.
2. Using the domestic cost data in “G-3 Domestic CTM” (use “G-5 Australian CTM” if you have no domestic production of like goods), calculate the weighted average percentage of each raw material cost (listed in G-7.1) as a proportion of total cost to make.
3. For each raw material identified in G-7.3, e.g. 97% 2,4-D, sodium hydroxide and purchases of other raw materials which individually account for 10% or more of the total cost to make, complete the worksheet named “G-7.4 Raw material purchases”

* This worksheet lists all raw material purchases (i.e. transaction by transaction) purchased by your company within 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. Provide a table listing the source of the data for each column of the “G-7.4 Raw material purchases” listing. Complete worksheet titled “G-7.5 Source Data for G-7.4” listing the source of the data reported in each column of the worksheet “G-7.4 Raw material purchases
2. For each raw material identified in worksheet “G-7.4 Raw material purchases” provide source documentation as instructed below:
   1. Select the two largest invoices by value and provide the commercial invoice and proof of payment.
   2. Reconcile the total value listed in “G-7.4 Raw material purchases” listing to relevant purchase ledgers or trial balances in your accounting system. Provide copies of all documents used to demonstrate the reconciliation.
3. Are any of the suppliers in “G-7.4 Raw material purchases” listing related to your company? If yes, please provide details on how the price is set.

## G-8 Reconciliation of cost to make to audited financial statements

1. Please complete the worksheet named “G-8 Upwards costs” to demonstrate that the cost listings in G-3 and G-5 are 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 any documents, other than those in A-4, G-3 and G-5, required to complete the “G-8 Upwards costs” worksheet.
2. For any amount 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 number and sub-account number (if applicable) at column E of the worksheet.

## G-9 Production volume and inventory levels

1. Please complete the worksheet named “G-9 Volume and Inventory”.

* This worksheet requests the quarterly inventory movement data relating to 2,4-D finished goods and raw materials inventory.
* The value and volume of the inventory should be based on the actual cost or value as represented in the financial accounts (i.e. not standard costs or cost of goods sold) for each MCC.
* 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.
* Ensure any supporting worksheets, calculations or documents relating to data are clearly marked as confidential exhibit to G-9.

1. Describe your company’s practices for capturing the production quantities reported at worksheets “G-3 domestic CTM” and “G-5 Australian CTM”. Consider using a flowchart in answering this question.
2. Outline the types of source documents kept by the company in relation to production quantities and how the production quantities are entered into the accounting system. Consider using a flowchart in answering this question.
3. Briefly explain the reasons for any differences between:
   1. the production quantities reported at worksheet “G-3 domestic CTM” and the sales volumes reported at worksheet “D-2 domestic sales”; and
   2. the production quantities reported at worksheet “G-5 Australian CTM” and the sales volumes reported at worksheet “B-2 Australian sales”.
4. Describe how your company determines its volume of production for the goods, product mix of production and the factors that contribute to these decisions. How frequently are production volumes determined for the goods? How frequently is the product mix determined for the goods?
5. What lead times are typically needed to adjust volumes of production for the goods?

## G-10 Capacity Utilisation

1. Please complete the worksheet named “G-10 Capacity Utilisation”.

* 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. Explain how the production capacity and capacity utilisation has been calculated.
2. Do you have warehousing facilities for the goods? If no, what do you do with excess inventory? If yes:
   1. What is the capacity of these facilities?
   2. What was the monthly amount of inventory maintained during the investigation period?
   3. What is the average period of time that inventory is retained (describe how this is calculated)?
3. Have there been any changes to the type of capital or technology utilised by your company in the manufacturing of the goods in the last five years? If yes, provide details.
4. For each plant capable of producing inputs that could be utilised to make the goods, provide the date that production facility came into operation and the production capacity of the plant over the past five years. The production capacity should be based on an actual production capacity, not a budgeted production capacity.
5. List any significant investments in the past five years to either upgrade, refurbish or build any of the plants used in the production of the goods.

# Exporter's declaration

I hereby declare that.............................................................(company)

have completed the attached questionnaire and, having made due inquiry, certify that the information contained in this submission is complete and correct to the best of my knowledge and belief.

**Name :.............................................................................**

**Signature :.............................................................................**

Position in

**Company :.............................................................................**

**Date :.............................................................................**

# Appendix Glossary of terms

This glossary is intended to provide you with a basic understanding of technical terms that appear in the questionnaire.

**Adjustments**

To enable a fair comparison between the export price and the normal value Australian legislation provides for the adjustment of the domestic price paid for like goods. Adjustments are made to account for sales occurring at different times, specification differences, and differences in the terms or circumstances of the sales. The adjustment to the normal value may be upward or downward. Areas where you believe an adjustment is necessary should be identified. Section E of the questionnaire refers*.*

Examples of adjustments that may be made include: sa*les occurring at different times*

(it is sometimes necessary to compare domestic and export sales made at different times - in these circumstances an adjustment may be made to reflect price movements during that time); s*pecification differences; packaging; taxes; level of trade; advertising; after sales services; inland freight; warehousing; export charges; credit terms; duty drawback; commissions.*

Adjustments may also be required where the normal value is based on costs to make and sell.

**Arms length**

Sales are not considered to be at “arms length” on your domestic market if there is any consideration payable for the goods other than their price, or there is an association between the buyer and the seller which affects the price, or there will be a reimbursement, compensation or benefit for, or in respect of, the price.

**Constructed value**

In cases where prices paid for like goods sold in the country of export cannot be used for the determination of normal value, i.e. when there are no or insufficient sales or where such sales were not made in the ordinary course of trade, normal value may be based on a constructed value. Constructed value is calculated on the basis of the cost of production of the goods under consideration plus a reasonable amount for selling, general and administration costs, and for profits, that are associated with sales on the domestic market of the country of export.

**Cost of production/manufacturing**

The cost of production or manufacture consists of all manufacturing costs associated with the goods. It is the sum of direct materials, direct labour and factory overheads.

**Cost to make and sell**

The cost to make and sell is the sum of the cost of production or manufacture, and the selling, general and administration costs associated with the sale of those goods.

**Country of origin**

The country in which the last significant process in the manufacture or production of the goods was performed.

**Date of sale**

The commission will normally use the invoice date as recorded in the exporter or producer’s records. Another date may be used if this better reflects the material terms of sale. The questionnaire directs attention to matching data sets of domestic and export sales where some other date is used, as well as matching cost information.

**Direct labour cost**

Direct labour is categorised as a variable cost, i.e. the value varies with the level of production.

**Dumping**

Dumping occurs when the products of one country are exported to another country at a price less than their normal value.

**Dumping margin**

Where the export price is less than the normal value the dumping margin is the amount of the difference. It can be expressed as a value or as a percentage of the export price.

**Export price**

The export price of the goods is usually the price paid or payable to the exporter in arms length transactions, in most instances calculated at the Free on Board (FOB) level.

**Exporting country**

The country of export is normally the country of origin from which the goods are shipped. The country of export may be an intermediate country, except where the products are merely transhipped through that country, or the products concerned are not produced in that country, and there is no comparable price in that country.

**Factory overheads**

Factory overheads consist of variable costs e.g. power, supplies, indirect labour and fixed costs e.g. factory rent, factory insurance, factory depreciation etc.

**Goods under consideration (the goods)**

The goods to which the application for anti-dumping action relates. That is, the goods that you have exported to Australia allegedly at dumped prices.

**Incoterms**

The following abbreviations are commonly used (comment is provided concerning costs that are normally borne by the seller):

EXW ex works (the seller’s minimum obligation as costs relate to goods being made available at the sellers premises)

FCA free carrier (main carriage not paid by seller. Pay costs until such time that the goods have been delivered at the named point into custody of a carrier named by the seller. Customs formalities, taxes etc. paid if required)

FAS free alongside ship (main carriage not paid by seller. Deliver the goods alongside the ship)

FOB free on board (main carriage not paid by seller. Deliver the goods on board, provide export clearance if required, pay loading costs to the point the goods have passed the ship’s rail, pay customs formalities, taxes etc. payable upon exportation)

CFR cost and freight (main carriage paid by seller. Pay all costs until delivered as well as freight, loading and unloading, pay customs formalities, taxes etc. payable upon exportation)

CIF cost, insurance and freight (main carriage paid by seller. Pay all costs as under CFR as well as marine insurance)

the terms CFR and CIF are only used where goods are carried by sea or waterway transport

CPT carriage paid to

CIP carriage and insurance paid to

the terms CPT and CIP are used as alternatives to CFR and CIF where the goods are carried by air, road, rail etc.

DAF delivered at frontier (goods carried by rail or road and cleared for export at the named place at the frontier. Pay costs until delivered at the frontier plus any discharge costs incurred to place the goods at the customer’s disposal)

DES delivered ex ship (goods made available to the buyer on board the ship uncleared for import at the named port of destination. Pay all costs incurred in placed at the disposal of the buyer, pay customs formalities, taxes etc. payable upon exportation, and where necessary for transit through another country)

DDU delivered duty unpaid (Pay all costs for carriage to the agreed point, pay customs formalities, taxes etc. payable upon exportation, and where necessary for transit through another country)

DDP delivered duty paid (goods made available at the named place in the country of importation – all risks and costs being incurred by the seller including duties, taxes etc. incurred upon importation)

**The period**

A period defined by the commission over which importations of the goods are examined.

**Like goods**

Like goods are goods sold on the domestic market of the country of export (or to a third country) that are identical in all respects to the goods or that, although not alike in all respects have characteristics closely resembling those of the goods. The term ‘like goods’ also refers to the goods produced by the Australian industry allegedly being injured by dumped imports.

**Normal value**

Australian legislation sets out several ways to assess "normal value".

The preferred method is to use the price paid for like goods sold for domestic consumption in the country of export. Usually, these sales are made by you, but there may be circumstances where it is appropriate to use sales made by other sellers on the domestic market.

Sale prices must be at arms length and in the ordinary course of trade. In the absence of relevant or suitable domestic sales, the normal value may be determined by constructing a price based on all costs to make and sell the goods, and an amount for profit. Alternatively the normal value may be ascertained using the price paid for like goods sold in the ordinary course of trade at arms length to customers in a country other than Australia, however this option is rarely used.

Finally, when a normal value cannot be ascertained by any of the above methods, or if no information is provided, the commission will determine the normal value by considering all the relevant information, including the applicant's information. This allows the applicant's information to be used where sufficient information has not been furnished or is not available.

Where domestic price generally, and the trade of the exporting country are determined or substantially influenced by the government of the exporting country, an alternative/surrogate market economy is selected by the commission and the normal value is determined as if the surrogate country were the export source.

**Ordinary course of trade**

Testing for "ordinary course of trade" includes a comparison of the selling price and the unit cost to make and sell for the same period. If sales in respect of a substantial quantity of goods over an extended period of time, usually 12 months, do not recover all costs and these losses are not likely to be recovered within a reasonable period of time, (again usually 12 months) then the sales are regarded as being not in the ordinary course of trade.

There may be circumstances where it is appropriate to use a period other than 12 months in assessing whether sales are in the ordinary course of trade.

Unprofitable sales are to be taken to have occurred in substantial quantities during an extended period where the unprofitable sales amount to 20% or more of the total volume of sales of the goods by the exporter over the period. An extended period of time is usually taken to be a period not less than 12 months. Where unprofitable sales are rejected, normal value is based upon remaining profitable sales provided they occur in sufficient number. Where all sales have been made at a loss, or profitable sales are insufficient, the normal value may be constructed from costs to make and sell.

**Selling, general and administration expenses (SG&A)**

The selling, general and administration expenses includes all selling, distribution, general and administration expenses including finance costs that would be incurred if the goods were sold for domestic consumption in the country of export. The amounts are determined in each case using all the available information and may include expenses incurred in:

. domestic sales of like goods;

. sale of goods of the same general category by the exporter; or

. sales in the industry in the country of export.

The expenses must, however, reflect the selling, general and administration costs of the goods. Administrative and selling expenses include: director’s fees, management salaries and benefits, office salaries and benefits, office supplies, insurance, promotion, entertainment, depreciation and corporate overheads.

1. The commission has temporarily suspended onsite verification due to the COVID-19 pandemic (refer to Anti-Dumping Notice No. 2020/29). However, your response to the exporter questionnaire may still be subject to onsite verification should the suspension of onsite verifications be lifted. [↑](#footnote-ref-2)
2. These tariff classifications and statistical codes may include goods that are both subject and not subject to the anti-dumping measures. The listing of these tariff classifications and statistical codes are for convenience or reference only and do not form part of the goods description. Please refer to the goods description for authoritative detail regarding goods subject to the anti-dumping measures. [↑](#footnote-ref-3)
3. This tariff classification is to capture products which contain 2,4-D and another herbicidal active ingredient. [↑](#footnote-ref-4)
4. Tariff classification 2918.99.00.48 was not included in the application as it now only applies to other carboxylic acids and not 2,4-D. [↑](#footnote-ref-5)
5. Technical 2,4-D:These are the active ingredient forms of 2,4-D that have herbicidal activity, but is not fit for use by end users. Note that amine/salt forms are rare as a saleable unit, as they are typically formed as part of the formulation process.

   Formulation 2,4-D:These are the products that end users apply as herbicides, which contain an active ingredient form of 2,4-D. [↑](#footnote-ref-6)
6. ‘Mixture’ formulation category are for herbicide formulations which contain a second or third active ingredient along with the 2,4-D. [↑](#footnote-ref-7)
7. Use a separate identifier for the percentage strength of 2,4-D (% w/v) e.g. 62.5%, 68%, 70%, 72%, 80%. The commission may group certain categories of ‘% strength’ in formulating a final MCC. [↑](#footnote-ref-8)
8. 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-9)
9. Referring to question B-1.2(g), if necessary use the B-2 Australian sales worksheet to separately report export sales by any relevant intermediary. [↑](#footnote-ref-10)