**Exporter Questionnaire**

**Anti-Circumvention Inquiry No. 479**

**Alleged exportation of slightly modified goods to Australia**

**Product:** Clear float glasstomatoes

**From:** The Kingdom of Thailand (Thailand)

**Period of Inquiry:** From1 January 2013

**Response due by:** 25 July 20187-November-99

**Important note:** The timeliness of your response is important. Please refer below for more information.

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

|  |  |
| --- | --- |
| **Return completed questionnaire to:** | [investigations3@adcommission.gov.au](mailto:investigations3@adcommission.gov.au)  OR  Upload to the Commission’s file sharing facility  (contact case manager if this is required)  OR  Anti-Dumping Commission  GPO Box 2013  Canberra ACT 2601  Australia  Attention: Director Operations 4Director Investigations 3 |

# THE GOODS SUBJECT TO ANTI-DUMPING MEASURES (THE GOODS)

The goods currently subject to the dumping duty notice (the goods) are described as:

*clear float glass (CFG) in nominal thicknesses of 3 to 12 millimeters (mm).*

The acceptable tolerances to these thicknesses are shown below.

**Table 1**

|  |  |  |
| --- | --- | --- |
| **Nominal thickness (mm)** | **Acceptable tolerances (mm)** | |
| **Minimum** | **Maximum** |
| 3 | 2.80 | 3.50 |
| 4 | 3.51 | 4.50 |
| 5 | 4.51 | 5.50 |
| 6 | 5.51 | 7.00 |
| 8 | 7.01 | 9.00 |
| 10 | 9.01 | 11.00 |
| 12 | 11.01 | 12.30 |

The goods have the following characteristics:

* transparent;
* flat; and
* rectangle or square in shape.

Glass with the following characteristics are not the goods:

* coated, coloured, tinted or opaque;
* absorbent, reflective or non-reflective layer;
* wired;
* bent, edge-worked, engraved, drilled, enamelled or otherwise worked;
* framed or fitted with other materials;
* toughened (tempered) or laminated;
* acid etched; or
* low iron.

The goods are currently classified to the following tariff subheading of Schedule 3 to the *Customs Tariff Act 1995*:

* 7005.29.00 (statistical codes 03, 04, 05, 06 and 09).

# GOOD SUBJECT TO THE INQUIRY (THE CIRCUMVENTION GOODS)

The goods subject to the anti-circumvention inquiry (the circumvention goods) are described as:

*Clear float glass (CFG) in nominal thicknesses of 3 to 12 millimeters (mm) (i.e. the goods currently the subject of the original anti-dumping notice) which has been edged worked along at least one side of the CFG sheet.*

**With the exception of the worked edge, it has been alleged that the circumvention goods are considered to be identical to the goods subject to the anti-dumping notice.**

The circumvention goods are allegedly being imported into Australia from Thailand under tariff subheading 7006.00.00, statistical code 49 of Schedule 3 to the *Customs Tariff Act 1995*. The following table provides the details regarding goods classified under 7006.

| **Tariff Subheading** | **Statistical Code** | **Unit** | **Description** |
| --- | --- | --- | --- |
| 7006.00.00 | 49 | Not Specified | Glass of 7003, 7004 or 7005, bent, edge-worked, engraved, drilled, enamelled or otherwise worked, but not framed or fitted with other materials |

# Table of contents

[THE GOODS SUBJECT TO ANTI-DUMPING MEASURES (THE GOODS) 1](#_Toc517089461)

[GOOD SUBJECT TO THE INQUIRY (THE CIRCUMVENTION GOODS) 3](#_Toc517089462)

[Table of contents 4](#_Toc517089463)

[Instructions 6](#_Toc517089464)

[Why you have been asked to fill out this questionnaire? 6](#_Toc517089465)

[Inquiry process 6](#_Toc517089466)

[Original investigation and measures 7](#_Toc517089467)

[Current measures 8](#_Toc517089468)

[What happens if you do not respond to this questionnaire? 8](#_Toc517089469)

[Due date for response 8](#_Toc517089470)

[Confidential and non-confidential submissions 9](#_Toc517089471)

[Exporter’s declaration 10](#_Toc517089472)

[Verification of the information that you supply 10](#_Toc517089473)

[If you do not manufacture the goods 10](#_Toc517089474)

[If you do not export the goods 11](#_Toc517089475)

[Outline of information required by this questionnaire 11](#_Toc517089476)

[Some general instructions for preparing your response 11](#_Toc517089477)

[Instructions on providing electronic data 12](#_Toc517089478)

[Further information 12](#_Toc517089479)

[Section A Company structure and operations 13](#_Toc517089480)

[A-1 Identity and communication 13](#_Toc517089481)

[A-2 Representative of the company for the purpose of inquiry 13](#_Toc517089482)

[A-3 Company information 13](#_Toc517089483)

[A-4 General accounting/administration information 14](#_Toc517089484)

[A-5 Income statement 16](#_Toc517089485)

[A-6 Sales 18](#_Toc517089486)

[Section B Sales to Australia (export price) 19](#_Toc517089487)

[Section C Exported goods and like goods 25](#_Toc517089488)

[Section D Domestic sales 26](#_Toc517089489)

[Section E Fair comparison 29](#_Toc517089490)

[E-1 Costs associated with export sales 30](#_Toc517089491)

[E-2 Costs associated with domestic sales 31](#_Toc517089492)

[E-3 Duplication 36](#_Toc517089493)

[Section F Costing information and constructed value 37](#_Toc517089494)

[F-1. Production process and capacity 37](#_Toc517089495)

[F-2. Provide information about your company's total production in the following table: 38](#_Toc517089496)

[F-3. Cost accounting practices 39](#_Toc517089497)

[F-4.1 Cost to make and sell on domestic market (like goods subject to the original notice) 39](#_Toc517089498)

[F-4.2 Cost to make and sell on domestic market (circumvention goods ‘edge worked CFG’) 41](#_Toc517089499)

[F-5.1 Cost to make and sell goods the subject of the original notice (CFG exported to Australia) 43](#_Toc517089500)

[F-5.2 Cost to make and sell goods the alleged circumvention goods (edged worked CFG exported to Australia) 44](#_Toc517089501)

[F-6 Major raw material costs 45](#_Toc517089502)

[Section G Exporter's declaration 47](#_Toc517089503)

[Section H Checklist 48](#_Toc517089504)

[Appendix Glossary of terms 49](#_Toc517089505)

# Instructions

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

On 18 June 2018 the Commissioner of the Anti-Dumping Commission initiated an   
anti-circumvention inquiry into the alleged slight modification of clear float glass (CFG) exported to Australia from Thailand. The initiation of the inquiry followed consideration of an application received from CSR Viridian Ltd, a member of the Australian industry producing like goods the subject of an anti-dumping notice (Anti-Dumping Notice (ADN) No. 2018/93 refers).

In its application, CSR alleged that the applicable anti-dumping measures in respect of CFG exported to Australia from Thailand has been circumvented by importers and exporters of the goods through the slight modification of those goods. Specifically, CSR alleged that CFG that would otherwise be subject to the anti-dumping measures, was being slightly modified through the application of a worked edge to one or more sides of the CFG sheet, which allows for those goods to no longer be considered CFG of the kind subject to anti-dumping measures. For the purpose of this inquiry, references to edged worked CFG sheet is also considered to be a reference to ‘the circumvention goods’.

The Anti-Dumping Commission (the Commission) is responsible for investigating the allegation that slightly modified clear float glass has been exported to Australia from Thailand to circumvent the anti-dumping measures.

The Commission will also use the information you provide to make recommendations about potential changes to the anti-dumping measures should a circumvention activity be found to have occurred. You may make submissions concerning any other matter.

## Inquiry process

The anti-circumvention inquiry will examine whether a circumvention activity involving a slight modification of goods exported to Australia, as outlined in subsection 48(2) of the *Customs (International Obligations) Regulation 2015,* has occurred.

The alleged circumvention goods exported to Australia during the period commencing   
1 January 2013 will be examined to determine whether the circumvention activity has occurred.

Unless the inquiry is terminated earlier, after concluding the inquiry, the Commissioner will provide a report and recommendations to the Assistant Minister for Science, Jobs and Innovation (Assistant Minister).

This report will recommend to the Assistant Minister that, pursuant to subsection 269ZDBG(1) of the Act, the original dumping duty notice in respect of CFG:

* remain unaltered; or
* be altered following a finding that circumvention activity in relation to the original notice/s has occurred; and
* the alterations to be made.

After considering the report and any other information that the Assistant Minister considers relevant, the Assistant Minister may leave the original notice unaltered or alter the original notice, specifying different goods that are subject to the notice, and altering variable factors in respect of certain exporters subject to the notice.

The Commission’s inquiry will be carried out under the provisions of the Part XVB of the *Customs Act 1901* (the Act).

## Original investigation and measures

Anti-dumping measures in the form of a dumping duty notice apply to CFG from the People’s Republic of China (other than by Xinyi Ultrathin (Donguan) Co. Ltd (Xinyi)), Indonesia and Thailand and were first imposed on 17 October 2011 following consideration of *Trade Measures Branch Report 159C* (REP 159C) by the then decision maker the Attorney General.[[1]](#footnote-2)

The calculation of the amount of dumping duty to be collected was established using the combination of fixed and variable duty method, comprising a fixed rate of duty (based on the margin of dumping found for each thickness of CFG) and a variable rate of duty (based on the confidential ascertained export price for each thickness of CFG). The statistical quantity recorded in the DIBP Integrated Cargo System is square metres (m2), and so the fixed and variable components are calculated by reference to m2.

The measures which were made applicable to exports of CFG from Thailand are outlined in the table below.

|  |  |  |
| --- | --- | --- |
| Nominal Thickness | Guardian Industries Corp Ltd | Other Thai exporters |
| 3 mm | 3.7% | 12.0% |
| 4 mm | 5.5% | 13.8% |
| 5 mm | 0.0% | 5.3% |
| 6 mm | 0.0% | 4.7% |
| 8 mm | 0.0% | 2.8% |
| 10 mm | 8.7% | 16.8% |
| 12 mm | 12.8% | 20.7% |

**CFG Anti-Dumping Measures Thailand**

## Current measures

Following the completion of a continuation inquiry which commenced on 22 February 2016, the Commission published a notice on 8 September 2016 regarding the decision of the then Parliamentary Secretary to the Minister for Industry, Innovation and Science securing the continuation of anti-dumping measures on the goods exported from China, Indonesia and Thailand for a further five years from 18 October 2017.

ADN No.2016/86, in notifying the findings of *Anti-Dumping Commission Report No.335* (REP 335) specified an effective rate of interim dumping duty for CFG exported from Thailand by Guardian Industries Corp Ltd of 8.8% using the ad valorem duty method. All other exporters from Thailand were specified an effective rate of interim dumping duty of 25.8% also using the ad valorem duty method.

## 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, the Commission may deem your company uncooperative. In that case, the Commission may be required to rely on information supplied by other parties (possibly information supplied by the Australian industry). In that case, we may assess that a circumvention activity, in the form of a slight modification, has occurred in relation to your company’s exports based on all relevant information. Non-cooperation may also impact on any recommendations to alter the anti-dumping measures should a circumvention activity be found to have occurred.

It is therefore in your company’s interest to provide a complete and accurate response capable of verification.

## Due date for response

Manufacturers and exporters are requested to respond to this questionnaire and return it to the Commission within the time specified on the cover page.

The Commissioner of the Anti-Dumping Commission (the Commissioner) must consider the direction as set out in the *Customs (Extensions of Time and Non-cooperation) Direction 2015* (the Direction). This Direction sets out the particular considerations that the Commissioner must take into account when:

* deciding whether a longer period is reasonably required or practicable under subsection 269TC(6) and 269TC(9) of the Act, or considering whether to allow any interested party a longer period to give any response;
* considering an insufficient response from an interested party;
* determining whether to have regard to a late response;
* determining whether an exporter is an uncooperative exporter;
* determining whether or not an entity is a non-cooperative entity for the purposes of section 269TAACA; and
* determining whether an entity has significantly impeded a case.

The full text of the Direction and the accompanying explanatory statement is available on the Comlaw website at [www.comlaw.gov.au](http://www.comlaw.gov.au).

## Confidential and non-confidential submissions

You are required to lodge one confidential version (for official use only) and one non-confidential version (for public record) of your submission by the due date.

Please ensure that *each page* of information you provide is clearly marked either “FOR OFFICIAL USE ONLY” or “PUBLIC RECORD”.

All information provided to the Commission in confidence will be treated accordingly. The non-confidential version of your submission will be placed on the public record.

Please note, Australia’s anti-dumping and countervailing legislation requires that to the extent that information given to the Commission is claimed to be confidential or of which publication would adversely affect a business or commercial interest, the person giving the information must ensure that a summary of that information contains sufficient detail to allow a reasonable understanding of the substance of the information, but does not breach confidentiality nor adversely affect those interests.

The legislation allows that 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. However, such a summary would add considerably to an interested party’s understanding of information contained in a document.

As provided for in Australia’s anti-dumping and countervailing legislation, all submissions are required to have a bracketed explanation of deleted or blacked out information for the non-confidential version of the submission. Note that if such an explanation is not provided, the Commission may disregard the information in the submission. An example of a statement to accompany deleted/blacked out text is:

[explanation of cost allocation through the divisions].

If, for some reason, you cannot produce a non-confidential summary, please contact the investigation case manager.

## Exporter’s declaration

At section G, you are required to make a declaration that the information contained in your submission is complete and correct. Alternatively, if you did not export the goods during the period of investigation, you may make a declaration to that effect.

You must return a signed declaration with your response to the questionnaire.

## Verification of the information that you supply

The Commission will seek to verify the information provided in your submission. The purpose of the visit is to verify the information submitted in response to this questionnaire. It 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 complete and accurate.

Verification visits take several days. We will want to examine, in detail, your company’s records in respect of the goods and will ask for copies of documents relating to the manufacture and sale of the goods. We will need to consult with your staff, particularly your financial controller (or accountant), and your domestic and export sales people. We may also need to see your factory, in which case we will need to consult with your operational managers.

After gathering the information we will prepare a report of the visit, we will provide you with a draft of the report and then respond to any questions you have. We will ask you to prepare a non-confidential copy of the report for the public record.

## If you do not manufacture the goods

You may export but not produce or manufacture the goods (for example, you are a trading company, broker, or vendor dealing in the goods).

In such cases it is important that you forward a copy of this questionnaire to the relevant manufacturers **immediately.** You should also inform the investigation case officer of the contact details for these manufacturers.

You should complete those sections of the questionnaire that you are reasonably able to complete. If, for example, you are unable to supply details of production costs, you should clearly explain why the section does not apply to your company.

## If you do not export the goods

Depending on the arrangement for sale of the goods to Australia through an intermediary, the Commission will have to determine who is the exporter of the goods for the purpose of this inquiry.

In any case, information (such as cost of production data) supplied by the manufacturer will be relevant to establishing the normal value of the goods. In the absence of verified information, the Commission may use other available information. This information may result in a decision less favourable to your company.

## Outline of information required by this questionnaire

|  |  |
| --- | --- |
| **Section A** | General information relating to your company including financial reports. |
| **Section B** | A complete list of your company’s exports to Australia. |
| **Section C** | A list of goods sold on the domestic market of the country of export (like goods) that may be compared to the goods under consideration (the goods). |
| **Section D** | A detailed list of all of your company’s sales of like goods in your domestic market. |
| **Section E** | Information to allow a fair comparison between export and domestic prices. |
| **Section F** | Costs to make and sell, for exports to Australia and for the domestic market. |
| **Section G** | Your declaration. |
| **Section H** | A checklist. |
| **Appendix 1** | A glossary of terms used in this questionnaire. |

## Some general instructions for preparing your response

* When answering the questionnaire, please carefully read all instructions. The Commission requires a response to *all* sections of this questionnaire. Please provide an explanation if a question is not relevant to your situation.
* Answer questions in the order presented in the questionnaire. Please ensure that information submitted conforms to the requested format and is clearly labelled. Please repeat the question to which you are responding and place your answer below it.
* Identify source documents and advise where they are kept. During on-site verification you should be prepared to substantiate all the information you have submitted. Every part of the response should be traceable to company documents that are used in the ordinary course of business.
* We recommend that you retain all work sheets used in answering the questionnaire, in particular those linking the information supplied with management and accounting records. This will help us to verify the information.
* Clearly identify all units of measurement and currencies used. Apply the same measurement consistently throughout your response to the questionnaire.

## Instructions on providing electronic data

* It is important that information is submitted in electronic format.
* Electronic data should be emailed or submitted on a CD-ROM, in IBM/MS-DOS format, or another operating system whose disk format is compatible with this MS-DOS version.
* Large volumes of data which do not easily transmit via email can be provided by uploading the data to the Anti-Dumping Commission’s web based SIGBOX file sharing server. Contact the case manager to arrange for SIGBOX access.
* The data must be created as spreadsheet files, preferably in Microsoft Excel, or alternatively in an Excel compatible format (for example, Excel can normally access data in Dbase or as an ASCII file).
* The Excel files must be compatible to the USA version.
* If you cannot present electronic data in the requested format contact the investigation case officer as soon as possible.

## Further information

Before you respond to the questionnaire, you should read all the documentation enclosed with this application including the applicant's non-confidential submission, and the Anti-Dumping Notice notifying the initiation of the investigation. We also advise that you read the attached glossary of terms.

If you require further assistance, or you are having difficulties completing your submission, please contact the investigation case manager. The Commission will need to know the reasons.

# Section A Company structure and operations

This section requests information relating to company details and financial reports.

## A-1 Identity and communication

Please nominate a person within your company who can be contacted for the purposes of this inquiry:

*Head Office:*

Name:

Position in the company:

Address:

Telephone:

Facsimile number:

E-mail address of contact person:

*Factory:*

Address:

Telephone:

Facsimile number:

E-mail address of contact person:

## A-2 Representative of the company for the purpose of inquiry

If you wish to appoint a representative to assist you in this inquiry, provide the following details:

Name:

Address:

Telephone:

Facsimile/Telex number:

E-mail address of contact person:

*Note that in nominating a representative, the Commission will assume that confidential material relating to your company in this inquiry may be freely released to, or discussed with, that representative.*

## A-3 Company information

1. What is the legal name of your business? What kind of entity is it (eg. company, partnership, sole trader)? Please provide details of any other business names that you use to export and/or sell goods.

1. Who are the owners and/or principal shareholders? Provide details of shareholding percentages for joint owners and/or principal shareholders. (List all shareholders 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).
2. If your company is a subsidiary of another company, list the principal shareholders of that company.
3. If your parent company is a subsidiary of another company, list the principal shareholders of that company.
4. Provide a diagram showing all associated or affiliated companies and your company’s place within that corporate structure.
5. Are any management fees/corporate allocations charged to your company by your parent or related company?
6. Describe the nature of your company’s business. Explain whether you are a producer or manufacturer, distributor, trading company, etc.
7. 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:

* produce or manufacture
* sell in the domestic market
* export to Australia, and
* export to countries other than Australia.

1. Provide your company’s internal organisation chart. Describe the functions performed by each group within the organisation.
2. Provide a copy of your most recent annual report together with any relevant brochures or pamphlets on your business activities.

## A-4 General accounting/administration information

1. Indicate your accounting period.
2. Indicate the address where the company’s financial records are held.
3. Please provide the following financial documents for the two most recently completed financial years plus all subsequent monthly, quarterly or half yearly statements:

* chart of accounts;
* audited consolidated and unconsolidated financial statements (including all footnotes and the auditor’s opinion);
* internal financial statements, income statements (profit and loss reports), or management accounts, that are prepared and maintained in the normal course of business for the goods under consideration.

These documents should relate to:

* the division or section/s of your business responsible for the production and sale of the goods under consideration, and
* the company.

1. If you are not required to have the accounts audited, provide the unaudited financial statements for the two most recently completed financial years, together with your taxation returns. Any subsequent monthly, quarterly or half yearly statements should also be provided.
2. Do your accounting practices differ in any way from the generally accepted accounting principles in your country? If so, provide details.
3. Describe:

The significant accounting policies that govern your system of accounting, in particular:

* the method of valuation for raw material, work-in-process, and finished goods inventories (eg last in first out –LIFO, first in first out- FIFO, weighted average);
* costing methods, including the method (eg by tonnes, units, revenue, direct costs etc) of allocating costs shared with other goods or processes (such as front office cost, infrastructure cost etc);
* valuation methods for damaged or sub-standard goods generated at the various stages of production;
* valuation methods for scrap, by products, or joint products;
* valuation and revaluation methods for fixed assets;
* average useful life for each class of production equipment and depreciation method and rate used for each;
* treatment of foreign exchange gains and losses arising from transactions;
* treatment of foreign exchange gains/losses arising from the translation of balance sheet items;
* inclusion of general expenses and/or interest;
* provisions for bad or doubtful debts;
* expenses for idle equipment and/or plant shut-downs;
* costs of plant closure;
* restructuring costs;
* by-products and scrap materials resulting from your company’s production process; and
* effects of inflation on financial statement information.

1. In the event that any of the accounting methods used by your company have changed over the last two years provide an explanation of the changes, the date of change, and the reasons for it.

## A-5 Income statement

Please fill in the following table. It requires information concerning all products produced, for the goods the subject of the original notice (**the goods**) and the **alleged circumvention goods** as defined in the Glossary of Terms in the appendix to this form).You should explain how costs have been allocated.

|  | **1 January 2015 to 31 December 2015** | | | **1 January 2016 to 31 December 2016** | | | **1 January 2017 to 31 December 2017** | | |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **All products** | **The Goods** | **The Circumvention Goods** | **All products** | **The Goods** | **The Circumvention Goods** | **All products** | **The Goods** | **The Circumvention Goods** |
| **Gross Sales (1)** |  |  |  |  |  |  |  |  |  |
| Sales returns, rebates  and discounts (2) |  |  |  |  |  |  |  |  |  |
| **Net Sales (3=1-2)** |  |  |  |  |  |  |  |  |  |
| Raw materials (4) |  |  |  |  |  |  |  |  |  |
| Direct Labour (5) |  |  |  |  |  |  |  |  |  |
| Depreciation (6) |  |  |  |  |  |  |  |  |  |
| Manufacturing overheads (7) |  |  |  |  |  |  |  |  |  |
| Other operating expenses (8) |  |  |  |  |  |  |  |  |  |
| **Total cost to make (9=4+5+6+7+8)** |  |  |  |  |  |  |  |  |  |
| **OPERATING INCOME**  **(10=3-9)** |  |  |  |  |  |  |  |  |  |
| Selling expenses (11) |  |  |  |  |  |  |  |  |  |
| Administrative & general expenses (12) |  |  |  |  |  |  |  |  |  |
| Financial expenses (13) |  |  |  |  |  |  |  |  |  |
| **SG&A expenses (14)=(11+12=13)** |  |  |  |  |  |  |  |  |  |
| **INCOME FROM NORMAL**  **ACTIVITIES (15)=(10-14)** |  |  |  |  |  |  |  |  |  |
| Interest income (16) |  |  |  |  |  |  |  |  |  |
| Interest expense (enter as negative) (17) |  |  |  |  |  |  |  |  |  |
| Extraordinary gains and  Losses – enter losses as negative (18) |  |  |  |  |  |  |  |  |  |
| Abnormal gains and losses – enter losses as negative (19) |  |  |  |  |  |  |  |  |  |
| **PROFIT BEFORE**  **TAX (20)=(15+16+17+18+19**) |  |  |  |  |  |  |  |  |  |
| Tax (21) |  |  |  |  |  |  |  |  |  |
| **NET PROFIT (22)=(20-21)** |  |  |  |  |  |  |  |  |  |

Note: if your financial information does not permit you to present information in accordance with this table please present the information in a form that closely matches the table.

Prepare this information on a spreadsheet named "**Income statement**". The accompanying template file “*ADC 479 Exporter Questionnaire Data.xls*” has been provided for this purpose.

*This information will be used to verify the completeness of cost data that you provide in Section F. If, because of your company’s structure, the allocations would not be helpful in this process, please explain why this is the case.*

## A-6 Sales

State your company's net turnover (after returns and all discounts), and free of duties and taxes. Use the currency in which your accounts are kept, in the following format:

|  | **1 January 2015 to 31 December 2015** | | **1 January 2016 to 31 December 2016** | | **1 January 2017 to 31 December 2017** | |
| --- | --- | --- | --- | --- | --- | --- |
|  | **Volume**  **(metric tonnes)** | **Value** | **Volume**  **(metric tonnes)** | **Value** | **Volume**  **(metric tonnes)** | **Value** |
| Total company turnover  (**all products**) |  |  |  |  |  |  |
| Domestic market |  |  |  |  |  |  |
| Exports to Australia |  |  |  |  |  |  |
| Exports to Other Countries |  |  |  |  |  |  |
| Turnover of the nearest business unit, for which financial statements are prepared, which includes the goods under consideration |  |  |  |  |  |  |
| Domestic market |  |  |  |  |  |  |
| Exports to Australia |  |  |  |  |  |  |
| Exports to Other Countries |  |  |  |  |  |  |
| Turnover of the **goods subject to the original notice (CFG)** |  |  |  |  |  |  |
| Domestic market |  |  |  |  |  |  |
| Exports to Australia |  |  |  |  |  |  |
| Exports to Other Countries |  |  |  |  |  |  |
| Turnover of the **circumvention goods (edge worked CFG)** |  |  |  |  |  |  |
| Domestic market |  |  |  |  |  |  |
| Exports to Australia |  |  |  |  |  |  |
| Exports to Other Countries |  |  |  |  |  |  |

Prepare this information in a spreadsheet named "TURNOVER". The accompanying template file “*ADC 479 Exporter Questionnaire Data.xls*” has been provided for this purpose.

*Also, you should be prepared to demonstrate that sales data shown for the goods the subject of the original notice and circumvention goods is a complete record by linking total sales of these goods to relevant financial statements.*

# Section B Sales to Australia (export price)

*This section requests information concerning your export practices and prices to Australia. You should include costs incurred beyond ex-factory. Export prices are usually assessed at FOB point, but the Commission may also compare prices at the ex factory level.*

*You should report prices of* ***all*** *goods currently the subject of the anti-dumping notice (****the goods****) and the goods the subject of this anti-circumvention inquiry (****the circumvention goods****) and* ***shipped*** *to Australia during the investigation period (1 January 2017 to 31 December 2017).*

*The invoice date will normally be taken to be the date of sale. If you consider:*

*the sale date is not the invoice date (see ‘date of sale’ column in question B4 below) and;*

*an alternative date should be used when comparing export and domestic prices*

*you* ***must*** *provide information in section D on domestic selling prices for a matching period - even if doing so means that such domestic sales data predates the commencement of the investigation period.*

**B-1** For each customer in Australia to whom you shipped both the **goods subject to the original notice** (CFG) and **the circumvention goods** (edge worked CFG) in the inquiry period list:

name;

address;

contact name and phone/fax number where known;

class of good sold (i.e. ‘CFG’ or ‘edge worked CFG’); and

trade level (for example: distributor, wholesaler, retailer, end user, original equipment).

**B-2** For each customer identified in B1 please provide the following information.

1. Describe how the goods are sent to each customer in Australia, including a diagram if required.
2. Identify each party in the distribution chain and describe the functions performed by them. Where commissions are paid indicate whether it is a pre or post exportation expense having regard to the date of sale.
3. Explain who retains ownership of the goods at each stage of the distribution chain. In the case of DDP sales, explain who retains ownership when the goods enter Australia.
4. Describe any agency or distributor agreements or other contracts entered into in relation to the Australian market (supply copy of the agreement if possible).
5. Explain in detail the process by which you negotiate price, receive orders, deliver, invoice and receive payment. If export prices are based on price lists supply copies of those lists.
6. State whether your firm is related to any of its Australian customers. Give details of any financial or other arrangements (eg free goods, rebates, or promotional subsidies) with the customers in Australia (including parties representing either your firm or the customers).
7. Details of the forward orders (include quantities, values and scheduled shipping dates).

**B-3** Do your export selling prices vary according to the distribution channel identified or as a result of the class of goods sold, i.e. CFG or edge worked CFG? If so, provide details. Real differences in trade levels are characterised by consistent and distinct differences in functions and prices.

**B-4** Prepare a spreadsheet named “Australian sales” in the accompanying file “*ADC 479 Exporter Questionnaire Data.xls*” listing all sales (i.e. transaction by transaction) to Australia of the;

* goods *currently the subject of the anti-dumping notice (****the goods****) (CFG)*; and,
* goods which are like to the *goods the subject of this anti-circumvention inquiry (****the circumvention goods****) (Edge Worked CFG),*

exported to Australia in the period **1 January 2017 to 31 December 2017**.

You must provide this list in electronic format. Include the following export related information:

|  |  |
| --- | --- |
| **Column heading** | **Explanation** |
| Customer name | names of your customers |
| Level of trade | the level of trade of your customers in Australia |
| Model/grade/type | commercial model/grade or type |
| **Nominal thickness** | thickness in millimetres |
| **Width** | Width of the glass sheet in millimetres |
| **Length** | Length of the glass sheet in millimetres |
| **Classification** | **Note the relevant product class, i.e. CFG or Edge Worked CFG** |
| **Edge treatment** | **e.g. Flat ground, flat polish, ground pencil edge, polished pencil edge, ground miter, bevel, seamed, arris, none.** |
| **No of edges worked** | **e.g., 1, 2, all** |
| Model Number | Add relevant Guardian internal model code |
| Product code | code used in your records for the model/grade/type identified. Explain the product codes in your submission. |
| Invoice number | invoice number |
| Product Description | Describe the product |
| Invoice date | invoice date |
| Date of sale | refer to the explanation at the beginning of this section. If you consider that a date *other than* the invoice date best establishes the material terms of sale, report that date. For example, order confirmation, contract, or purchase order date. |
| Order number | if applicable, show order confirmation, contract or purchase order number if you have shown a date other than invoice date as being the date of sale. |
| Shipping terms | Delivery terms eg. CIF, C&F, FOB, DDP (in accordance with Incoterms) |
| Payment terms | agreed payment terms eg. 60 days=60 etc |
| Quantity (number of pieces) | Quantity in number of pieces of each type of glass sheet as shown on the invoice. |
| Quantity (tonnes) | Quantity in tonnes as shown on the invoice. |
| Quantity (m2) | Quantity in square metres as shown on the invoice. |
| Gross invoice value | gross invoice value shown on invoice *in the currency of sale*, *excluding taxes.* |
| Discounts on the  Invoice | if applicable, the amount of any discount deducted on the invoice on each transaction. If a % discount applies show that % discount applying in another column. |
| Rebates or other allowances | the amount of any deferred rebates or allowances paid to the importer in the currency of sale |
| Other charges | any other charges, or price reductions, that affect the net invoice value. Insert additional columns and provide a description. |
| Invoice currency | the currency used on the invoice |
| Exchange rate | Indicate the exchange rate used to convert the currency of the sale to the currency used in your accounting system |
| Net invoice value in the currency of the exporting country | the net invoice value expressed in your domestic currency as it is entered in your accounting system |
| Other discounts | the actual amount of other (e.g. quantity) discounts not deducted from the invoice. Show a separate column for each type of other discount. |
| Ocean freight\*\* | the actual amount of ocean freight incurred on each export shipment listed. |
| Marine insurance | Amount of marine insurance |
| FOB export price\*\* | the free on board price at the port of shipment. |
| Packing\* | Packing expenses |
| Inland transportation costs\* | inland transportation costs included in the selling price. For export sales this is the inland freight from factory to port in the country of export. |
| Handling, loading & ancillary expenses\* | handling, loading & ancillary expenses. For example, terminal handling, export inspection, wharfage & other port charges, container tax, document fees & customs brokers fees, clearance fees, bank charges, letter of credit fees, & other ancillary charges incurred in the exporting country. |
| Warranty & guarantee expenses\* | warranty & guarantee expenses |
| Technical assistance & other services\* | expenses for after sale services, such as technical assistance or installation costs. |
| Commissions\* | Commissions paid. If more than one type is paid insert additional columns of data. Indicate in your response to question B2 whether the commission is a pre or post exportation expense having regard to the date of sale. |
| Other factors\* | **any other** costs, charges or expenses incurred in relation to the exports to Australia (include additional columns as required). See question B5. |

\*\* FOB export price and Ocean Freight:

FOB export price: An FOB export price must be calculated for each shipment - regardless of the shipping terms. FOB price includes inland transportation to the port of exportation, inland insurance, handling, and loading charges. It excludes post exportation expenses such as ocean freight and insurance. Use a formula to show the method of the calculation on each line of the export sales spreadsheet.

Ocean freight: as ocean freight is a significant cost it is important that the actual amount of ocean freight incurred on each exportation be reported. If estimates must be made you must explain the reasons and set out the basis - estimates must reflect changes in freight rates over the investigation period.

Freight allocations must be checked for consistency.

\* All of these costs are further explained in section E-1.

**B-5** If there are any other costs, charges or expenses incurred in respect of the exports listed above which have not been identified in the table above, add a column (see “other factors” in question B-4) for each item, and provide a description of each item. For example, other selling expenses (direct or indirect) incurred in relation to the export sales to Australia.

**B-6** For each type of discount, rebate, allowance offered on export sales to Australia:

provide a description; and

explain the terms and conditions that must be met by the importer to obtain the discount.

Where the amounts of these discounts, rebates etc are not identified on the sales invoice, explain how you calculated the amount shown in your response to question B4. If they vary by customer or level provide an explanation.

**B-7** If you have issued credit notes (directly or indirectly) to the customers in Australia, in relation to the invoices listed in the detailed transaction by transaction listing in response to question B4, provide details of each credit note if the credited amount has **not** been reported as a discount or rebate.

**B-8** If the delivery terms make you responsible for arrival of the goods at an agreed point within Australia (eg. delivered duty paid), insert additional columns in the spreadsheet for all other costs incurred. For example:

|  |  |
| --- | --- |
| Import duties | Amount of import duty paid in Australia |
| Inland transport | Amount of inland transportation expenses within Australia included in the selling price |
| Other costs | Customs brokers, port and other costs incurred (itemise) |

**B-9** Select two shipments each for the goods (non-edge worked CFG) and the circumvention goods (edge worked CFG), in different quarters of the period 1 January 2017 to 31 December 2017 period, and provide a complete set of all of the documentation related to the export sale. For example:

the importer’s purchase order, order confirmation, and contract of sale;

commercial invoice;

bill of lading, export permit;

freight invoices in relation to movement of the goods from factory to Australia, including inland freight contract;

marine insurance expenses; and

letter of credit, and bank documentation, proving payment.

The Commission will select additional shipments for payment verification at the time of the visit.

**B-10** The following questions relate to identifying various differences between your exports of CFG which is subject to anti-dumping tariffs and edge worked CFG which it is alleged to be slightly modified along one or more side

1. Are the models of edge worked CFG that you exported to Australia during the inquiry period part of your standard product offering to Australia, or are they only available under special circumstances (e.g. through special order)? Provide details, e.g. type of worked edge, number of sides.
2. Did your Australian customer’s specifically request/order your exports of CFG to be edge worked sheets? Provide details e.g. type of edge, how many sides are edged.
3. Do you have any minimum order requirements for:
   * non edge worked CFG;
   * edge worked CFG.
4. Is there a difference in the selling between your edge worked CFG and non-edge worked CFG products, assuming all other factors of the sale were the same (e.g. order quantity, product characteristics such as thickness, sheet size (W x L), credit terms). Provide details.

i.e. Is edge worked CFG generally an increase in the selling price to non-edge worked CFG based solely on the addition of a worked edge?

1. If the answer to the above is yes, quantify the price difference for each year of the inquiry period. Provide any documents that support this price difference (e.g. price lists, comparable invoices, etc).
2. If your company ‘shifted’ from exporting non-edge worked CFG to edge worked CFG during the inquiry period, answer the following questions:
3. Which Australian customer(s) were your supplying non-edge worked CFG prior to shifting to export of edge worked CFG?
4. What was the reason for this shift in exports?
5. What was this shift in response to?
6. What alterations to your ordering processes were needed?
7. When did you first commence exporting edge worked CFG to Australia?
8. In general, are there any specific purpose(s) and/or end use(s) that edge worked CFG you export is suitable for that non-edge worked CFG is not suitable for? Provide specific product details and supporting evidence where possible.
9. Are there any purpose(s) and/or end use(s) that edge worked CFG and non edge worked CFG can be used interchangeably for?
10. What standards/specifications are your non-edge worked CFG and edge worked CFG manufactured/supplied to when exporting to Australia?
11. If you are doing so, why are you exporting a mix of non-edge worked CFG and edge worked CFG to Australia?
12. If your customer(s) changed their preference from purchasing a non-edge worked CFG to edge worked CFG please indicate what factors may have contributed, e.g. price, end use, quality, product size (W x L), any other requirements, e.g. pre-processing at the supplier.
13. Is it likely that the end user of those products is aware that the CFG sheets were edge worked prior to exportation to Australia? If the customer(s) were aware of the edge working did this have any impact on how the product would be used?

# Section C Exported goods and like goods

**C-1** Fully describe all of the **goods the subject to the original notice** (CFG) and the **alleged circumvention goods** you have exported to Australia in the period commencing 1 January 2015. Include specification details and any technical and illustrative material that may be helpful in identifying, or classifying, the exported goods.

**C-2** List each type of goods exported to Australia (these types should cover all types listed in spreadsheet **“Australian sales**” **–** see section B of this questionnaire).

**C-3** If you sell **like goods** and goods which are like to the **alleged circumvention goods** on the domestic market, for each type that your company has exported to Australia during in the period commencing 1 January 2015, list the most comparable model(s) sold domestically;

- and provide a detailed explanation of the differences where those goods sold domestically (ie. the like goods – see explanation in glossary) are not identical to goods exported to Australia.

|  |  |  |  |
| --- | --- | --- | --- |
| **EXPORTED TYPE** | **DOMESTIC TYPE** | **IDENTICAL?** | **DIFFERENCES** |
| Product code of each model of the goods exported to Australia | Product code of comparable model sold on the domestic market of the country of export | If goods are identical indicate “YES”. Otherwise “NO” | Where the good exported to Australia is not identical to the like goods or circumvention goods sold on the domestic market, describe the specification differences. If it is impractical to detail specification differences in this table refer to documents which outline differences |

**C-4** Please provide any technical and illustrative material that may be helpful in identifying or classifying the goods that your company sells on the domestic market.

# Section D Domestic sales

*This section seeks information about the sales arrangements and prices in the domestic market of the country of export.*

*All domestic sales made during the investigation period must be listed transaction by transaction.*

*The Commission will normally take the invoice date as being the date of sale in order to determine which sales fall within the investigation period.*

*If, in response to question B4 (Sales to Australia, Export Price), you have reported that the date of sale is not the invoice date and you consider that this alternative date should be used when comparing domestic and export prices –*

*you* ***must*** *provide information on domestic selling prices for a matching period - even if doing so means that such domestic sales data predates the commencement of the investigation period.*

*If you do not have any domestic sales of* **like goods** and/or **alleged circumvention goods** *you must contact the case officer who will explain the infor*mation the Commission *requires for determining a normal value using alternative methods.*

**D-1** Provide:

a detailed description of your distribution channels to domestic customers, including a diagram if appropriate;

information concerning the functions/activities performed by each party in the distribution chain; and

a copy of any agency or distributor agreements, or contracts entered into.

If any of the customers listed are associated with your business, provide details of that association. Describe the effect, if any, that association has upon the price.

**D-2** Do your domestic selling prices vary according to the distribution channel identified? If so, provide details. Real differences in trade levels are characterised by consistent and distinct differences in functions and prices.

**D-3** Explain in detail the sales process, including:

the way in which you set the price, receive orders, make delivery, invoice and finally receive payment; and the terms of the sales; and

whether price includes the cost of delivery to customer.

If sales are in accordance with price lists, provide copies of the price lists.

**D-4** Prepare a spreadsheet named “**Domestic Sales**” listing **all** sales of

* goods of a kind like to the *goods currently the subject of the anti-dumping notice (****the goods****) (CFG)*; and,
* goods which are like to the *goods the subject of this anti-circumvention inquiry (****the circumvention goods****) (Edge Worked CFG)*

sold in the period **1 January 2017 to 31 December 2017.**

The listing must be provided in the accompanying template file “*ADC 479 Exporter Questionnaire Data.xls*” at worksheet “Domestic Sales” and include all of the following information.

|  |  |
| --- | --- |
| **Column heading** | **Explanation** |
| Customer name | names of your customers. If an English version of the name is not easily produced from your automated systems show a customer code number and in a separate table list each code and name. |
| Level of trade | the level of trade of your domestic customer |
| Model/grade/type | commercial model/grade or type of the goods |
| Nominal thickness | thickness in millimetres |
| Width | Width of the glass sheet in millimetres |
| Length | Length of the glass sheet in millimetres |
| **Classification** | **Note the relevant product class, i.e. CFG or Edge Worked CFG** |
| **Edge treatment** | **e.g. Flat ground, flat polish, ground pencil edge, polished pencil edge, ground miter, bevel, seamed, arris, none.** |
| **No of edges worked** | **e.g. 1,2, all** |
| Product code | code used in your records for the model/grade/type of the goods identified. Explain the product codes in your submission. |
| Invoice number | invoice number |
| Product Description | Describe the product |
| Invoice date | invoice date |
| Date of sale | refer to the explanation at the beginning of this section. If you consider that a date *other than* the invoice date best establishes the material terms of sale and should be used, report that date. For example, order confirmation, contract, or purchase order date. |
| Order number | show order confirmation, contract or purchase order number if you have shown a date other than invoice date as being the date of sale. |
| Delivery terms | eg ex factory, free on truck, delivered into store |
| Payment terms | payment terms agreed with the customer eg. 60 days=60 etc |
| Quantity (tonnes) | Quantity in tonnes as shown on the invoice. |
| Quantity (m2) | Quantity in square metres as shown on the invoice. |
| Gross Invoice value | gross value shown on invoice *in the currency of sale*, net of taxes. |
| Discounts on the  Invoice | the amount of any discount deducted on the invoice on each  transaction. If a % discount applies show that % discount applying in another column. |
| Rebates or other  allowances | the actual amount of any deferred rebates or allowances in the currency of sale |
| Other charges | any other charges, or price reductions, that affect the net invoice value. Insert additional columns and provide description. |
| Net invoice value in the currency of the exporting country | the net invoice value expressed in your domestic currency as recorded in your accounting system |
| Other discounts | the actual amount of other (e.g. quantity) discounts not deducted from the invoice. Show a separate column for each type of other discount. |
| Packing\* | packing expenses |
| Inland transportation  Costs\* | amount of inland transportation costs included in the selling price. |
| Handling, loading  And ancillary  Expenses\* | handling, loading & ancillary expenses. |
| Warranty &  Guarantee expenses\* | warranty & guarantee expenses |
| Technical assistance  & other services\* | expenses for after sale services such as technical assistance or installation costs. |
| Commissions\* | commissions paid. If more than one type is paid insert additional columns of data. |
| Other factors\* | **any other** costs, charges or expenses incurred in relation to the domestic sales (include additional columns as required). See question D5. |

Costs marked with \* are explained in section E-2.

**D-5** 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-4 above add a column for each item (see “other factors”). For example, certain other selling expenses incurred.

**D-6** For each type of commission, discount, rebate, allowance offered on domestic sales of like goods:

provide a description; and

explain the terms and conditions that must be met by the customer to qualify for payment.

Where the amounts of these discounts, rebates etc are not identified on the sales invoice, explain how you calculated the amounts shown in your response to question D4.

If you have issued credit notes, directly or indirectly to the customers, provide details if the credited amount has **not** been reported as a discount or rebate.

**D-7** Select two domestic sales, in different quarters of the investigation period, that are at the same level of trade as the export sales. Provide a complete set of documentation for those two sales. (Include, for example, purchase order, order acceptance, commercial invoice, discounts or rebates applicable, credit/debit notes, long or short term contract of sale, inland freight contract, bank documentation showing proof of payment.)

The Commission will select additional sales for verification at the time of our visit.

# Section E Fair comparison

Section B sought information about the export prices of **the goods** (CFG) and **the circumvention goods** (edge worked CFG) exported to Australia and Section D sought information about prices on your domestic market for like goods (CFG) and goods which are of a kind which are like to the circumvention goods (edge worked CFG).

Where the normal value and the export price are not comparable adjustments may be made. This section informs you of the fair comparison principle and asks you to quantify the amount of any adjustment.

As prices are being compared, the purpose of the adjustments is to eliminate factors that have unequally modified the prices to be compared.

To be able to quantify the level of any adjustment it will usually be necessary to examine cost differences between sales in different markets. The Commission must be satisfied that those costs are likely to have influenced price. In practice, this means that the expense item for which an adjustment is claimed should have a close nexus to the sale. For example, the cost is incurred because of the sale, or because the cost is related to the sale terms and conditions.

Conversely, where there is not a direct relationship between the expense item and the sale a greater burden is placed upon the claimant to demonstrate that prices have been affected, or are likely to have been affected, by the expense item. In the absence of such evidence the Commission may disallow the adjustment.

Where possible, the adjustment should be based upon actual costs incurred when making the relevant sales. However, if such specific expense information is unavailable cost allocations may be considered. In this case, the party making the adjustment claim must demonstrate that the allocation method reasonably estimates costs incurred.

A party seeking an adjustment has the obligation to substantiate the claim by relevant evidence that would allow a full analysis of the circumstances, and the accounting data, relating to the claim.

The investigation must be completed within strict time limits therefore you must supply information concerning claims for adjustments in a timely manner. Where an exporter has knowledge of the material substantiating an adjustment claim that material is to be available at the time of the verification visit. The Commission will not consider new claims made after the verification visit.

## E-1 Costs associated with export sales

(These cost adjustments will relate to your responses made at question B‑4, ‘**Australian sales**’)

**1. Transportation**

Explain how you have quantified the amount of inland transportation associated with the export sale (**“Inland transportation costs**”). Identify the general ledger account where the expense is located. If the amount has been determined from contractual arrangements, not from an account item, provide details and evidence of payment.

**2. Handling, loading and ancillary expenses**

List all charges that are included in the export price and explain how they have been quantified (**“Handling, loading & ancillary expenses”**). Identify the general ledger account where the expenses are located. If the amounts have been determined using actual observations, not from a relevant account item, provide details.

The various export related ancillary costs are identified in the table at question B4, for example:

* terminal handling;
* wharfage and other port charges;
* container taxes;
* document fees and customs brokers fees;
* clearance fees;
* bank charges, letter of credit fees
* other ancillary charges.

**3. Credit**

The cost of extending credit on export sales is not included in the amounts quantified at question B4. However, the Commission will examine whether a credit adjustment is warranted and determine the amount. Provide applicable interest rates over each month of the investigation period. Explain the nature of the interest rates most applicable to these export sales eg, short term borrowing in the currency concerned.

If your accounts receivable shows that the average number of collection days differs from the payment terms shown in the sales listing, *and* *if* export prices are influenced by this longer or shorter period, calculate the average number of collection days. See also item 4 in section E-2 below.

**4. Packing costs**

List material and labour costs associated with packing the export product. Describe how the packing method differs from sales on the domestic market, for each model. Report the amount in the listing in the column headed ‘**Packing’**.

**5. Commissions**

For any commissions paid in relation to the export sales to Australia:

- provide a description; and

- explain the terms and conditions that must be met.

Report the amount in the sales listing in question B-4 under the column headed **“Commissions”.** Identify the general ledger account where the expense is located.

**6. Warranties, guarantees, and after sales services**

List the costs incurred. Show relevant sales contracts. Show how you calculated the expenses (**“Warranty & guarantee expenses”** and **“Technical assistance & other services”**), including the basis of any allocations. Include a record of expenses incurred. Technical services include costs for the service, repair, or consultation. Where these expenses are closely related to the sales in question, an adjustment will be considered. Identify the ledger account where the expense is located.

**7. Other factors**

There may be other factors for which an adjustment is required if the costs affect price comparability – these are identified in the column headed **“Other factors”**. For example, other variable or fixed selling expenses, including salesmen’s salaries, salesmen’s travel expenses, advertising and promotion, samples and entertainment expenses. Your consideration of questions asked at Section F, concerning domestic and export costs, would have alerted you to such other factors.

**8. Currency conversions**

In comparing export and domestic prices a currency conversion is required. Fluctuations in exchange rates can only be taken into account when there has been a ‘sustained’ movement during the period of investigation (see article 2.4.1 of the WTO Agreement). The purpose is to allow exporters 60 days to adjust export prices to reflect ‘sustained’ movements. Such a claim requires detailed information on exchange movements in your country over a long period that includes the investigation period.

## E-2 Costs associated with domestic sales

(These cost adjustments will relate to your responses made at question D‑4, **“domestic sales”**)

The following items are not separately identified in the amounts quantified at question D‑4. However you should consider whether any are applicable.

**1. Physical characteristics**

The adjustment recognises that differences such as quality, chemical composition, structure or design, mean that goods are not identical and the differences can be quantified in order to ensure fair comparison.

The amount of the adjustment shall be based upon the market value of the difference, but where this is not possible the adjustment shall be based upon the difference in cost plus the gross profit mark-up (i.e. an amount for selling general and administrative costs (S G & A) plus profit).

The adjustment is based upon actual physical differences in the goods being compared and upon the manufacturing cost data. Identify the physical differences between each model. State the source of your data.

**2. Import charges and indirect taxes**

If exports to Australia:

- are partially or fully exempt from internal taxes and duties that are borne by the like goods in domestic sales (or on the materials and components physically incorporated in the goods), or

- if such internal taxes and duties have been paid and are later remitted upon exportation to Australia;

the price of like goods must be adjusted downwards by the amount of the taxes and duties.

The taxes and duties include sales, excise, turnover, value added, franchise, stamp, transfer, border, and excise taxes. Direct taxes such as corporate income tax are not included as such taxes do not apply to the transactions.

Adjustment for drawback is not made in every situation where drawback has been received. Where an adjustment for drawback is appropriate you must provide information showing the import duty borne by the domestic sales. (That is, it is not sufficient to show the drawback amount and the export sales quantity to Australia. For example, you may calculate the duty borne on domestic sales by quantifying the total amount of import duty paid and subtracting the duty refunded on exports to all countries. The difference, when divided by the domestic sales volume, is the amount of the adjustment).

In substantiating the drawback claim the following information is required:

- a copy of the relevant statutes/regulations authorising duty exemption or remission, translated into English;

- the amount of the duties and taxes refunded upon *exportation* and an explanation how the amounts were calculated and apportioned to the exported goods;

- an explanation as to how you calculated the amount of duty payable on imported materials is borne by the goods sold *domestically* but is not borne by the exports to Australia;

Substitution drawback systems

Annex 3 of the WTO Agreement on Subsidies provides: *“Drawback systems can allow for the refund or drawback of import duties on inputs which are consumed in the production process of another product and where the export of this latter product contains domestic inputs having the same quality and characteristics as those substituted for the imported inputs”*

If such a scheme operates in the country of export adjustments can also be made for the drawback payable on the substituted domestic materials, provided the total amount of the drawback does not exceed the total duty paid.

**3. Level of trade**

Question D-4 asks you to indicate the level of trade to the domestic customer. To claim an adjustment for level of trade differences you will need to quantify the amount by which level of trade influences price.

Trade level is the level a company occupies in the distribution chain. The trade level to which that company in turn sells the goods and the functions carried out distinguish a level of trade. Examples are producer, national distributor, regional distributor, wholesaler, retailer, end user, and original equipment.

It may not be possible to compare export prices and domestic prices at the same level of trade. Where relevant sales of like goods at the next level of trade must be used to determine normal values an adjustment for the difference in level of trade may be required where it is shown that the difference affects price comparability.

The information needs to establish that there are real trade level differences, not merely nominal differences. Real trade level differences are characterised by a consistent pattern of price differences between the levels and by a difference in functions performed. If there is no real trade level differences all sales are treated as being at the same level of trade.

A real difference in level of trade (may be adjusted for using either of the following methods:

*(a) costs arising from different functions*: the amount of the costs, expenses etc incurred by the seller in domestic sales of the like goods resulting from activities that would not be performed were the domestic sales made at the same level as that of the importer.

This requires the following information:

* a detailed description of each sales activity performed in selling to your domestic customers (for example sales personnel, travel, advertising, entertainment etc);
* the cost of carrying out these activities in respect of like goods;
* for each activity, whether your firm carries out the same activity when selling to importers in Australia;
* an explanation as to why you consider that you are entitled to a level of trade adjustment.

**or**

(b) *level discount*: the amount of the discount granted to purchasers who are at the same level of trade as the importer in Australia. This is determined by an examination of price differences between the two levels of trade in the exporter’s domestic market, for example sales of like goods by other vendors or sales of the same general category of goods by the exporter. For this method to be used it is important that a clear pattern of pricing be established for the differing trade levels. Such pattern is demonstrated by a general availability of the discounts to the level - isolated instances would not establish a pattern of availability.

**4. Credit**

The cost of extending credit on domestic sales is not included in the amounts quantified at question D-4. However, the Commission will examine whether a credit adjustment is warranted and determine the amount. An adjustment for credit is to be made even if funds are not borrowed to finance the accounts receivable.

The interest rate on domestic sales in order of preference is:

* the rate, or average of rates, applying on actual short term borrowing’s by the company; or
* the prime interest rate prevailing for commercial loans in the country for credit terms that most closely approximate the credit terms on which the sales were made; or
* such other rate considered appropriate in the circumstances.

Provide the applicable interest rate over each month of the investigation period.

If your accounts receivable shows that the average number of collection days differs from the payment terms shown in the sales listing, and if domestic prices are influenced by this longer or shorter period, calculate the average number of collection days.

Where there is no fixed credit period agreed at the time of sale the period of credit is determined on the facts available. For example, where payment is made using an open account system[[2]](#footnote-3), the average credit period may be determined as follows:

1. *Calculate an accounts receivable turnover ratio*

This ratio equals the total credit sales divided by average accounts receivable.

(It is a measure of how many times the average receivables balance is converted into cash during the year).

In calculating the accounts receivable turnover ratio, credit sales should be used in the numerator whenever the amount is available from the financial statements. Otherwise net sales revenue may be used in the numerator.

An average accounts receivable over the year is used in the denominator. This may be calculated by:

* using opening accounts receivable at beginning of period plus closing accounts receivable at end of period divided by 2, or
* total monthly receivables divided by 12.

1. *Calculate the average credit period*

The average credit period equals 365 divided by the accounts receivable turnover ratio determined above at 1.

The resulting average credit period should be tested against randomly selected transactions to support the approximation.

*The following items are identified in the amounts quantified at question D-4:*

**5. Transportation**

Explain how you have quantified the amount of inland transportation associated with the domestic sales (**“Inland transportation Costs”**). Identify the general ledger account where the expense is located. If the amount has been determined from contractual arrangements, not from an account item, provide details and evidence of payment.

**6. Handling, loading and ancillary expenses**

List all charges that are included in the domestic price and explain how they have been quantified (**“Handling, loading and ancillary Expenses”**). Identify the general ledger account where the expense is located. If the amounts have been determined using actual observations, not from a relevant account item, provide details.

**7. Packing**

List material and labour costs associated with packing the domestically sold product. Describe how the packing method differs from sales on the domestic market, for each model. Report the amount in the listing in the column headed **“Packing”**.

**8. Commissions**

For any commissions paid in relation to the domestic sales:

- provide a description

- explain the terms and conditions that must be met.

Report the amount in the sales listing under the column headed “**Commissions”**. Identify the general ledger account where the expense is located.

**9. Warranties, guarantees, and after sales services**

List the costs incurred. Show relevant sales contracts. Show how you calculated the expenses (**“Warranty & Guarantee expenses”** and **“Technical assistance & other services”**), including the basis of any allocations. Include a record of expenses incurred. Technical services include costs for the service, repair, or consultation. Where these expenses are closely related to the sales in question, an adjustment will be considered. Identify the ledger account where the expense is located.

**10. Other factors**

There may be other factors for which an adjustment is required if the costs affect price comparability – these are identified in the column headed **“Other factors”**. List the factors and show how each has been quantified in per unit terms. For example:

- *inventory carrying cost*: describe how the products are stored prior to sale and show data relating to the average length of time in inventory. Indicate the interest rate used;

- *warehousing expense*: an expense incurred at the distribution point;

- *royalty and patent fees*: describe each payment as a result of production or sale, including the key terms of the agreement;

- *advertising*; and

- *bad debt*.

## E-3 Duplication

In calculating the amount of the adjustments you must ensure that there is no duplication.

For example:

- adjustments for level of trade, quantity or other discounts may overlap, or

- calculation of the amount of the difference for level of trade may be based upon selling expenses such as salesperson’s salaries, promotion expenses, commissions, and travel expenses.

Separate adjustment items must avoid duplication.

An adjustment for quantities may not be granted unless the effect on prices for quantity differences is identified and separated from the effect on prices for level of trade differences.

# Section F Costing information and constructed value

*The information that you supply in response to this section of the questionnaire will be used for various purposes including:*

* *testing the profitability of sales of like goods on the domestic market;*
* *determining a constructed normal value of the goods under consideration (the goods) - ie of the goods exported to Australia; and*
* *making certain adjustments to the normal value.*

*You will need to provide the cost of production of both the exported goods (the goods) and for the like goods sold on the domestic market. You will also need to provide the selling, general, and administration costs relating to goods sold on the* *domestic market; the finance expenses; and any other expenses (eg. non-operating expenses not included elsewhere) associated with the goods.*

*In your response please include a worksheet showing how the selling, general, and administration expenses; the finance expenses; and any other expenses have been calculated.*

*If, in response to question B4 (Sales to Australia, Export Price) you:*

* *reported that the date of sale is not the invoice date and consider that this alternative date should be used when comparing domestic and export prices, and*
* *provided information on domestic selling prices for a matching period as required in the introduction to Section D (Domestic Sales)*

*you must provide cost data over the same period as these sales even if doing so means that such cost data predates the commencement of the investigation period.*

*At any verification meeting you must be prepared to reconcile the costs shown to the accounting records used to prepare the financial statements.*

## F-1. Production process and capacity

1. Describe the production process for the ***goods the subject of the original notice*** (CFG). 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. Describe the production process for the alleged ***circumvention goods*** (edge worked CFG sheets). 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.
3. In relation to production differences between the ***goods the subject of the original notice*** (CFG) and the alleged ***circumvention goods*** (edge worked CFG sheets) can you an explanation regarding the following;
4. What type of edge working is most commonly applied to edge worked CFG exported to Australia? Do you have production records which the Commission could use to verify this?
5. Immediately after the CFG production stage, if edge working is the immediate next step which results in a physical alteration to the glass, or is immediately after cutting to size, please specify for each type of edge worked CFG product **you exported to Australia**;
   1. How many production staff are required to work the edge onto the glass?
   2. Is the edge working integrated or streamlined with other processes, e.g. the CFG production line?
   3. What type of equipment is used for each style of edge working?
   4. For each type of edge working style what is the approximate incremental production cost increase in addition to the CFG process, i.e. direct labour, manufacturing overheads? Please express the cost unit of measure, e.g. per tonne or per square metre.
   5. Are there any common use functions within the manufacturing process which are shared across the edge worked and non-edge worked CFG exported to Australia, e.g. testing and inspection, quality control?
   6. Does the edge worked CFG exported to Australia require any special purpose treatment to prepare the goods for shipment in comparison to non-edge worked CFG?

## F-2. Provide information about your company's total production in the following table:

|  |  |  |  |
| --- | --- | --- | --- |
|  | **1 Jan 2015 to 31 Dec 2015** | **1 Jan 2016 to 31 Dec 2016** | **1 Jan 2017 to 31 Dec 2017** |
| A – Production capacity (eg kg, tonnes)\* |  |  |  |
| B – Actual production in volume (eg kg, tonnes) |  |  |  |
| C – Capacity utilisation (%)  (B/A x 100) |  |  |  |

\* rather than showing a ‘name-plate’ optimal capacity it is more meaningful to show the maximum level of production that may reasonably be attained under normal operating conditions. For example assuming: normal levels of maintenance and repair; a number of shifts and hours of operation that is not abnormally high; and a typical production mix.

Provide this information on a spreadsheet named "**Production**".

## F-3. Cost accounting practices

1. Outline the management accounting system that you maintain and explain how that cost accounting information is reconciled to your audited financial statements.
2. Is your company’s cost accounting system based on standard (budgeted) costs? State whether standard costs were used in your responses to this questionnaire. If they were state whether all variances (ie differences between standard and actual production costs) have been allocated - and describe how those variances have been allocated.
3. Provide details of any significant or unusual cost variances that occurred during the inquiry period.
4. Describe the profit/cost centres in your company’s cost accounting system.
5. For each profit/cost centre describe in detail the methods that your company normally uses to allocate costs to the ***goods the subject of the original notice*** (CFG) and the alleged ***circumvention goods*** (edge worked CFG sheets). In particular specify how, and over what period, expenses are amortised or depreciated, and how allowances are made for capital expenditures and other development costs.
6. Describe the level of product specificity (models, grades etc) that your company’s cost accounting system records production costs.
7. List and explain all production costs incurred by your company which are valued differently for cost accounting purposes than for financial accounting purposes.
8. State whether your company engaged in any start-up operations in relation to the ***goods the subject of the original notice*** (CFG) and the alleged ***circumvention goods*** (edge worked CFG sheets). Describe in detail the start-up operation giving dates (actual or projected) of each stage of the start-up operation.
9. 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.

## F-4.1 Cost to make and sell on domestic market (like goods subject to the original notice)

*This information is relevant to testing whether domestic sales are in the ordinary course of trade.[[3]](#footnote-4)*

1. Please provide (in the format shown in the table below) the actual unit cost to make and sell each model/type\* (identified in section C) of the like goods (like to the goods the subject of the original notice) (CFG) sold on the domestic market. Provide this cost data for each quarter **for the period 1 January 2017 to 31 December 2017**.

If your company calculates costs monthly, provide monthly costs.

1. Indicate the source of cost information (account numbers etc) and/or methods used to allocate cost to the goods. Provide documentation and worksheets supporting your calculations.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **1 Jan 17 to 31 Mar 17** | **1 Apr 17 to 30 Jun 17** | **1 Jul 17 to 30 Sep 17** | **1 Oct 17 to 31 Dec 17** |
| **Like Domestic**  **Model/Type – from spreadsheet LIKE GOOD (section C-3)** |  |  |  |  |
| **Production Quantity (tonnes)** |  |  |  |  |
| Material Costs1 |  |  |  |  |
| Direct Labour |  |  |  |  |
| Manufacturing Overheads |  |  |  |  |
| Other Costs2 |  |  |  |  |
| **Total Cost to Make** |  |  |  |  |
| Sales Quantity (tonnes) |  |  |  |  |
| Selling Costs |  |  |  |  |
| Administration Costs |  |  |  |  |
| Financial Costs |  |  |  |  |
| Delivery Expenses3 |  |  |  |  |
| Other Costs3 |  |  |  |  |
| **Total Cost to Sell** |  |  |  |  |
| **Unit Cost to Make and Sell (per tonne)** |  |  |  |  |

Prepare this information in a worked named "**Domestic CTMS 4.1**". The accompanying template file “*ADC 479 Exporter Questionnaire Data.xls*” has been provided for this purpose.

1 Identify each cost separately. Include indirect material costs as a separate item only if not included in manufacturing overheads.

2  Relating to costs of production only; identify each cost separately.

3  Identify each cost separately. Please ensure non-operating expenses **that relate to like goods the subject of the original notice** are included. Where gains/losses due to foreign currency exchange are incurred, please provide detail of the amounts separately for transaction and translation gains/losses.

*Provide this information for each quarter (or month if your company calculates costs on a monthly basis) over the period of the investigation.*

*Provide the information broken down into fixed and variable costs, and indicate the % total cost represented by fixed costs.*

*If you are unable to supply this information in this format, please contact the case officer for this investigation at the address shown on the cover of this questionnaire.*

*Please specify unit of currency.*

## F-4.2 Cost to make and sell on domestic market (circumvention goods ‘edge worked CFG’)

*This information is relevant to testing whether domestic sales are in the ordinary course of trade.[[4]](#footnote-5)*

1. Please provide (in the format shown in the table below) the actual unit cost to make and sell each model/type\* (identified in section C) which are like to the **alleged circumvention goods (edge worked CFG)** sold on the domestic market. Provide this cost data for each quarter for the period **for the period 1 January 2017 to 31 December 2017**.

If your company calculates costs monthly, provide monthly costs.

1. Indicate the source of cost information (account numbers etc) and/or methods used to allocate cost to the goods. Provide documentation and worksheets supporting your calculations.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **1 Jan 17 to 31 Mar 17** | **1 Apr 17 to 30 Jun 17** | **1 Jul 17 to 30 Sep 17** | **1 Oct 17 to 31 Dec 17** |
| **Like Domestic**  **Model/Type – from spreadsheet LIKE GOOD (section C-3)** |  |  |  |  |
| **Production Quantity (tonnes)** |  |  |  |  |
| Material Costs1 |  |  |  |  |
| Direct Labour |  |  |  |  |
| Manufacturing Overheads |  |  |  |  |
| Other Costs2 |  |  |  |  |
| **Total Cost to Make** |  |  |  |  |
| Sales Quantity (tonnes) |  |  |  |  |
| Selling Costs |  |  |  |  |
| Administration Costs |  |  |  |  |
| Financial Costs |  |  |  |  |
| Delivery Expenses3 |  |  |  |  |
| Other Costs3 |  |  |  |  |
| **Total Cost to Sell** |  |  |  |  |
| **Unit Cost to Make and Sell (per tonne)** |  |  |  |  |

Prepare this information in a spreadsheet named "**Domestic CTMS 4.2**". The accompanying template file “*ADC 479 Exporter Questionnaire Data.xls*” has been provided for this purpose.

1 Identify each cost separately. Include indirect material costs as a separate item only if not included in manufacturing overheads.

2  Relating to costs of production only; identify each cost separately.

3  Identify each cost separately. Please ensure non-operating expenses **that relate to the circumvention goods** are included. Where gains/losses due to foreign currency exchange are incurred, please provide detail of the amounts separately for transaction and translation gains/losses.

*Provide this information for each quarter (or month if your company calculates costs on a monthly basis) over the period of the investigation.*

*Provide the information broken down into fixed and variable costs, and indicate the % total cost represented by fixed costs.*

*If you are unable to supply this information in this format, please contact the case officer for this investigation at the address shown on the cover of this questionnaire.*

*Please specify unit of currency.*

## F-5.1 Cost to make and sell goods the subject of the original notice (CFG exported to Australia)

*The information is relevant to calculating the normal values based on costs. It is also relevant to calculating certain adjustments to the normal value.*

Provide this cost data for each quarter for the period **for the period 1 January 2017 to 31 December 2017**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **1 Jan 17 to 31 Mar 17** | **1 Apr 17 to 30 Jun 17** | **1 Jul 17 to 30 Sep 17** | **1 Jan 17 to 31 Mar 17** |
| **Model/Type exported to Australia – from spreadsheet LIKEGOOD** |  |  |  |  |
| **Production Quantity (Tonnes)** |  |  |  |  |
| Material Costs1 |  |  |  |  |
| Direct Labour |  |  |  |  |
| Manufacturing Overheads |  |  |  |  |
| Other Costs2 |  |  |  |  |
| **Total Cost to Make** |  |  |  |  |
| **Sales Quantity (Tonnes)** |  |  |  |  |
| Selling Costs |  |  |  |  |
| Administration Costs |  |  |  |  |
| Financial Costs |  |  |  |  |
| Delivery Expenses3 |  |  |  |  |
| Other Costs3 |  |  |  |  |
| **Total Cost to Sell** |  |  |  |  |
| **Unit Cost to Make and Sell (per tonne)** |  |  |  |  |

Prepare this information in a spreadsheet named "**Australian CTMS 5.1**". The accompanying template file “*ADC 479 Exporter Questionnaire Data.xls*” has been provided for this purpose.

1 Identify each cost separately. Include indirect material costs as a separate item only if not included in manufacturing overheads.

2  Relating to costs of production only; identify each cost separately.

3  Identify each cost separately. Please ensure non-operating expenses **that relate to goods the subject of the original notice** are included. Where gains/losses due to foreign currency exchange are incurred, please provide detail of the amounts separately for transaction and translation gains/losses.

*Provide this information for each quarter (or month if your company calculates costs on a monthly basis) over the period of the investigation.*

*Provide the information broken down into fixed and variable costs, and indicate the % total cost represented by fixed costs.*

*If you are unable to supply this information in this format, please contact the case officer for this investigation at the address shown on the cover of this questionnaire.*

*Please specify unit of currency.*

1 Where there are cost differences between goods sold to the domestic market and those sold for export, give reasons and supporting evidence for these differences.

2 Give details and an explanation of any significant differences between the costs shown, and the costs as normally determined in accordance with your general accounting system. Reference should be made to any differences arising from movements in inventory levels and variances arising under standard costing methods.

3 In calculating the unit cost to make and sell, provide an explanation if the allocation method used (eg number, or weight etc) to determine the unit cost differs from the prior practice of your company.

## F-5.2 Cost to make and sell goods the alleged circumvention goods (edged worked CFG exported to Australia)

*The information is relevant to calculating the normal values based on costs. It is also relevant to calculating certain adjustments to the normal value.*

Provide this cost data for each quarter for the period **for the period 1 January 2017 to 31 December 2017**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **1 Jan 17 to 31 Mar 17** | **1 Apr 17 to 30 Jun 17** | **1 Jul 17 to 30 Sep 17** | **1 Jan 17 to 31 Mar 17** |
| **Model/Type exported to Australia – from spreadsheet LIKEGOOD** |  |  |  |  |
| **Production Quantity (Tonnes)** |  |  |  |  |
| Material Costs1 |  |  |  |  |
| Direct Labour |  |  |  |  |
| Manufacturing Overheads |  |  |  |  |
| Other Costs2 |  |  |  |  |
| **Total Cost to Make** |  |  |  |  |
| **Sales Quantity (Tonnes)** |  |  |  |  |
| Selling Costs |  |  |  |  |
| Administration Costs |  |  |  |  |
| Financial Costs |  |  |  |  |
| Delivery Expenses3 |  |  |  |  |
| Other Costs3 |  |  |  |  |
| **Total Cost to Sell** |  |  |  |  |
| **Unit Cost to Make and Sell (per tonne)** |  |  |  |  |

Prepare this information in a spreadsheet named "**Australian CTMS 5.2**". The accompanying template file “*ADC 479 Exporter Questionnaire Data.xls*” has been provided for this purpose.

1 Identify each cost separately. Include indirect material costs as a separate item only if not included in manufacturing overheads.

2  Relating to costs of production only; identify each cost separately.

3  Identify each cost separately. Please ensure non-operating expenses **that relate to the alleged circumvention goods** are included. Where gains/losses due to foreign currency exchange are incurred, please provide detail of the amounts separately for transaction and translation gains/losses.

*Provide this information for each quarter (or month if your company calculates costs on a monthly basis) over the period of the investigation.*

*Provide the information broken down into fixed and variable costs, and indicate the % total cost represented by fixed costs.*

*If you are unable to supply this information in this format, please contact the case officer for this investigation at the address shown on the cover of this questionnaire.*

*Please specify unit of currency.*

1 Where there are cost differences between goods sold to the domestic market and those sold for export, give reasons and supporting evidence for these differences.

2 Give details and an explanation of any significant differences between the costs shown, and the costs as normally determined in accordance with your general accounting system. Reference should be made to any differences arising from movements in inventory levels and variances arising under standard costing methods.

3 In calculating the unit cost to make and sell, provide an explanation if the allocation method used (eg number, or weight etc) to determine the unit cost differs from the prior practice of your company.

## F-6 Major raw material costs

List major raw material costs, which individually account for 10% or more of the total production cost.

For these major inputs:

* identify materials sourced in-house and from associated entities;
* identify the supplier; and
* show the basis of valuing the major raw materials in the costs of production you have shown for the goods (eg market prices, transfer prices, or actual cost of production).

Where the major input is produced by an associate of your company the Commission will compare your purchase price to a normal market price. If the associate provides information on the cost of production for that input such cost data may also be considered.

Normal market price is taken to be the price normally available in the market (having regard to market size, whether the input is normally purchased at ‘spot prices’ or under long term contracts etc).

The term associate is defined in section 269TAA of the *Customs Act*. Included in that definition are companies controlled by the same parent company (a company that controls 5% or more of the shares of another is taken to be an associated company); companies controlled by the other company; and companies having the same person in the board of directors.

**Important note: If the major input is sourced as part of an integrated production process you should provide detailed information on the full costs of production of that input.**

# Section G Exporter's declaration

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

did, during the period of investigation export the goods under consideration and 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.

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

did not, during the period of investigation, export the goods under consideration and therefore have not completed the attached questionnaire.

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

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

Position in

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

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

# Section H 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 – general information |  |
| Section B – export price |  |
| Section C – like goods |  |
| Section D – domestic price |  |
| Section E – fair comparison |  |
| Section F – costing information |  |
| Section G – declaration |  |

|  |  |
| --- | --- |
| **Electronic Data** | Please tick if you have provided spreadsheet |
| **INCOME STATEMENT** |  |
| **TURNOVER** – sales summary |  |
| **AUSTRALIAN SALES** – list of sales to Australia |  |
| **DOMESTIC SALES** – list of all domestic sales of like goods |  |
| **PRODUCTION** – production figures |  |
| **DOMESTIC COSTS** – costs of goods sold domestically |  |
| **AUSTRALIAN COSTS** – costs of goods sold to Australia |  |

# 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; servicing/warranty; inland freight; warehousing; export charges; credit terms; duty drawback; commissions.*

Adjustments may also be required where the normal value is based upon 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.

##### Circumvention goods

The type of goods the subject of the application for the conduct of a circumvention inquiry. The circumvention goods are allegedly slightly modified clear float glass that in the absence of the slight modification would be classified as the goods the subject of the original notice.

##### Constructed value

In cases where domestic prices paid for the goods under consideration in the country of export cannot be used for the determination of normal value, ie. 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, ie. 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 eg. power, supplies, indirect labour and fixed costs eg. factory rent, factory insurance, factory depreciation etc.

##### Goods the subject of the original notice (the goods)

That is, the goods that you have exported to Australia subject to anti-dumping tariffs.

##### 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 customers 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)

##### Investigation 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 the subject of the original anti-dumping notice or that, although not alike in all respects have characteristics closely resembling those of the goods under consideration. 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 upon all costs to make and sell the goods. Profit may also be included if the sales on the domestic market are profitable. 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. REP 159C <http://www.adcommission.gov.au/cases/Pages/ArchivedCases/EPR159c.aspx>. [↑](#footnote-ref-2)
2. Under an open account system, following payment the balance of the amount owing is carried into the next period. Payment amounts may vary from one period to the next, with the result that the amount owing varies. [↑](#footnote-ref-3)
3. *The Commission applies the tests set out in s.269TAAD of the Customs Act 1901 to determine whether goods are in ordinary course of trade. These provisions reflect the WTO anti-dumping agreement – see Article 2.2.1.* [↑](#footnote-ref-4)
4. *The Commission applies the tests set out in s.269TAAD of the Customs Act 1901 to determine whether goods are in ordinary course of trade. These provisions reflect the WTO anti-dumping agreement – see Article 2.2.1.* [↑](#footnote-ref-5)