



Australian Government
Anti-Dumping Commission

**EXPORTER QUESTIONNAIRE – HOT ROLLED
STRUCTURAL STEEL SECTIONS (HRS)**

PRODUCT CONCERNED: HRS FROM JAPAN, THE REPUBLIC OF KOREA (KOREA), TAIWAN AND THAILAND

INVESTIGATION PERIOD: 1 OCTOBER 2012 TO 30 SEPTEMBER 2013

RESPONSE DUE BY: **2 DECEMBER 2013**

ADDRESS FOR RESPONSE: Director, Operations 3
Anti-Dumping Commission
1010 La Trobe St
Melbourne VIC 3008
Australia

CASE MANAGER: Mr Adam Yacono
TELEPHONE: +61-3-9244-8270
FAX: +61-3-9244-8902
EMAIL: operations3@adcommission.gov.au

TABLE OF CONTENTS

Table of contents2
Section A - Company structure and operations3
Section B - Sales to Australia (export price)4

SECTION A - COMPANY STRUCTURE AND OPERATIONS

A-1 IDENTITY AND COMMUNICATION

Mitsui & Co.,Ltd. ("**Mitsui**") as the exporter of Japanese universal beams / H sections ("**the subject goods**")

Mitsui is a corporation organized and existing under the laws of Japan, having its principal office at 2-1, Ohtemachi 1-chome, Chiyoda-ku, Tokyo, Japan

SECTION B - SALES TO AUSTRALIA (EXPORT PRICE)
--

B-1 For each customer in Australia to whom you shipped goods in the investigation period list:

- name;
- address;
- contact name and phone/fax number where known; and
- trade level (for example: distributor, wholesaler, retailer, end user, original equipment).

Mitsui has prepared a table which contains information on the name of the end user for sales of the subject goods on a contract/invoice basis which we understand were designated for Australia during the period of investigation. Please see **Exhibit B4 (For Official Use Only)**.

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

- (a) Describe how the goods are sent to each customer in Australia, including a diagram if required.

Mitsui answers in the documents **For Official Use Only**.

- (b) 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.

Mitsui answers in the documents **For Official Use Only**.

- (c) Explain who retains ownership of the goods at each stage of the distribution chain. In the case of delivered duty paid (DDP) sales, explain who retains ownership when the goods enter Australia.

Mitsui answers in the documents **For Official Use Only**.

- (d) Describe any agency or distributor agreements or other contracts entered into in relation to the Australian market (supply copy of the agreement if possible).

Mitsui answers in the documents **For Official Use Only**.

- (e) 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.

Mitsui answers in the documents **For Official Use Only**.

- (f) 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).

NON-CONFIDENTIAL

Mitsui answers in the documents **For Official Use Only**.

- (g) Details of the forward orders of the goods (include quantities, values and scheduled shipping dates).

N/A

- B-3** Do your export 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.

Nil

- B-4** Complete the spreadsheet entitled '**Australian sales**' within the *HRS Exporter Questionnaire – accompanying spreadsheet* provided alongside this questionnaire.

This spreadsheet is to list **all** shipments (i.e. transaction by transaction) to Australia **of the goods** (do not include non-goods items) in the investigation period.

Provide the completed spreadsheet in electronic format on CD-ROM or USB (or via email) with your response. If formulas are used to calculate the field within this sheet, please ensure they remain included in the submitted version.

The below table provides information as to what is meant by each column heading within the spreadsheet.

Mitsui has prepared a table which contains information on the name of the end user for sales of the subject goods on a contract/invoice basis which we understand were designated for Australia during the period of investigation. Please see **Exhibit B4 (For Official Use Only)**.

Column heading	Explanation
Customer name	names of your customers
Level of trade	the level of trade of your customers in Australia
Model	commercial model identification
Grade	Steel grade e.g. 300, 350
Shape	e.g. I, H, C, U sections
Dimension	Dimensions of the good 130mm
Alloy	If the product is an alloy steel, specify the alloy
Product code	code used in your records for the model/grade/type identified. Explain the product codes in your submission.
Finish	identify the finish of the HRS sold
Imperial or metric	Specify whether the product is manufactured to imperial or metric size
Invoice number	invoice number
Invoice date	invoice date
Date of sale	refer to the explanation at the beginning of this section. If you consider that a date <i>other than</i> the invoice date best establishes the material terms of sale, report that date. For example, order confirmation, contract, or purchase order date.

NON-CONFIDENTIAL

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	Quantity in units shown on the invoice. Show basis eg kg.
Actual weight	Actual weight of (specify units e.g. Tonnes)
Theoretical weight	Theoretical weight, if your business uses theoretical weight (specify units e.g. Tonnes)
Gross invoice value	gross invoice value shown on invoice in the currency of sale, excluding taxes.
Discounts	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	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	the net invoice value expressed in your domestic currency as it is entered in your accounting system
Other discounts	The actual amount of discounts not deducted from the invoice. Show a separate column for each type of 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.

NON-CONFIDENTIAL

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.

Notes

** 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.

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 within the 'Australian sales' spreadsheet (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.

Nil

B-6 For each type of discount, rebate, or 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.

Mitsui answers in the documents **For Official Use Only**.

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.

Nil

NON-CONFIDENTIAL

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.

Nil

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	The Commission brokers, port and other costs incurred (itemise)

B-9 Select two shipments, in different quarters of the investigation period, and provide a complete set of all of the documentation related to the export sale.

Mitsui has prepared a table which contains information on the name of the end user for sales of the subject goods on a contract/invoice basis which we understand were designated for Australia during the period of investigation. Please see **Exhibit B4 (For Official Use Only)**

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 Are your export sales of imperial or metric product (or both)? Does your selling price differ based on whether the product sold is imperial or metric product?

Mitsui has prepared a table which contains information on the name of the end user for sales of the subject goods on a contract/invoice basis which we understand were designated for Australia during the period of investigation. Please see **Exhibit B4 (For Official Use Only)**