



PUBLIC RECORD

Exporter Questionnaire

Product: Prepared or preserved tomatoes

From: Italy

Period of Investigation: 1 April 2015 to 31 March 2016

Exporter:

Responses due -

Section A of this document: 8 June 2016

Complete document plus spreadsheets: 1 July 2016

Investigation case manager: Patrick Quiggin

Phone: + 61 3 8539 2467

Fax: + 61 3 8539 2499

E-mail: operations1@adcommission.gov.au

Anti-Dumping Commission website: www.adcommission.gov.au

**Return completed
questionnaire to:**

[Operations1@adcommission.gov.
au](mailto:Operations1@adcommission.gov.au)

or

Anti-Dumping Commission
Level 35, 55 Collins Street
Melbourne Vic 3000
Australia

Attention: Director Operations 1

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 investigation:

Head Office:

Conserve Italia Soc. Coop. Agr.

Via Paolo Poggi, 11

40068 – San Lazzaro di Savena (Bo)

Name: **DAVIDE MAZZACURATI**
Position in the company: **Administrative Director**
Address: **via Paolo Poggi, 11 – 40068
San Lazzaro di Savena (Bo)**
Telephone: **+39-051-6228 311**
Facsimile number: **+39-051-6228 498**
E-mail address of contact person: davide.mazzacurati@ccci.it

Factory n.1 – POMPOSA

Address:	Via Della Cooperazione, 5
	44021 – Codigoro (Fe), Italia
Telephone:	+39-0533-727511
Facsimile number:	+39-0533-727512
E-mail address of contact person:	

Factory n.2 - RAVARINO

Address:	Via San Rocco, 420
	41017 – Ravarino (Mo)
Telephone:	+39-059-8179111
Facsimile number:	+39-059-905206
E-mail address of contact person:	

Factory n.3 - ALBINIA

Address:	Strada Regionale 74 Km.1
	58010 – Albinia (Gr)
Telephone:	+39-0564-870027
Facsimile number:	+39-0564-870120
E-mail address of contact person:	

Factory n.4 - MESAGNE

Address:

Via Vecchia Brindisi – Contrada Cavallino

72023 – Mesagne (Br)

Telephone:

+39-0831-734936

Facsimile number:

+39-0831-772685

E-mail address of
contact person:

A-2 Representative of the company for the purpose of investigation

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

Name: John McDermott and Associates Pty Ltd

ACN 071 413 360

ABN 91 071 413 360

Address: 27 Vagabond Cres

McKELLAR ACT 2617

AUSTRALIA

Telephone: 02 6258 9677

Mobile: 0412 543 792

E-mail address of contact person: jmcd49@optusnet.com.au (Mr John McDermott)

Note that in nominating a representative, the Commission will assume that confidential material relating to your company in this investigation 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.
Conserve Italia Soc. Coop. Agr. (these acronyms stand for Agricultural Cooperative Society recognized as it in force of Italian law) is a cooperative company (a second tyre cooperative consortium) that process fresh fruit and vegetables supplied by its member cooperatives, who associates about 14.000 farmers, located mainly in the northern part of Italy (Emilia-Romagna, Veneto, Lombardia regions) but also in the centre (Tuscany region) and south (Apulia region).
2. 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).

Today Conserve Italia associates 51 members, of which:

PUBLIC RECORD

4

- 39 are ordinary cooperative members (constituted by farmers who produce fruit and vegetable) that supply the raw material for the industrial processing;
- 10 are financial supporting cooperative members, or rather cooperatives that take part in the company either as financiers and as suppliers of raw materials;
- 2 [REDACTED] are Organizations that support Conserve Italia Cooperative as supporting members or financiers, but do not take part in the business of Conserve Italia even if they have some representatives in the Board of the cooperative;
- 1 is both ordinary and financial supporting cooperative member.



Share Capital owners are listed below, together with number of shares, paid-up and subscribed capital, % on subscribed capital, and votes in the General Assembly for all members of Conserve Italia, at the date of 30.06.2015, end of the last financial year.

COOPERATIVE, CONSORZI, ENTI		REGISTERED	PAYDUP	SUBSCRIBED
June 30 2015		OFFICE	CAPITAL	CAPITAL
1	APO CONERPO	Via Bruno Tosarelli, 155	40050 VILLANOVA DI CASTENASO (BO)	2.380.000,00
2	ASPORT ASS. PRODUTTORI	Via Turati, 4	57023 CECINA (LI)	416.950,00
3	CO.FR.U.TA.	Via Madonnina, 699	45020 GIACCIANO CON BARUCHELLA (RO)	101.750,00
*	COAP	Via G.G. Bronziero, 349/a	45021 BADIA POLESINE (RO)	136.300,00
4	COFT	Via Del Mare, 57	44039 TRESIGALLO (FE)	109.250,00

PUBLIC RECORD

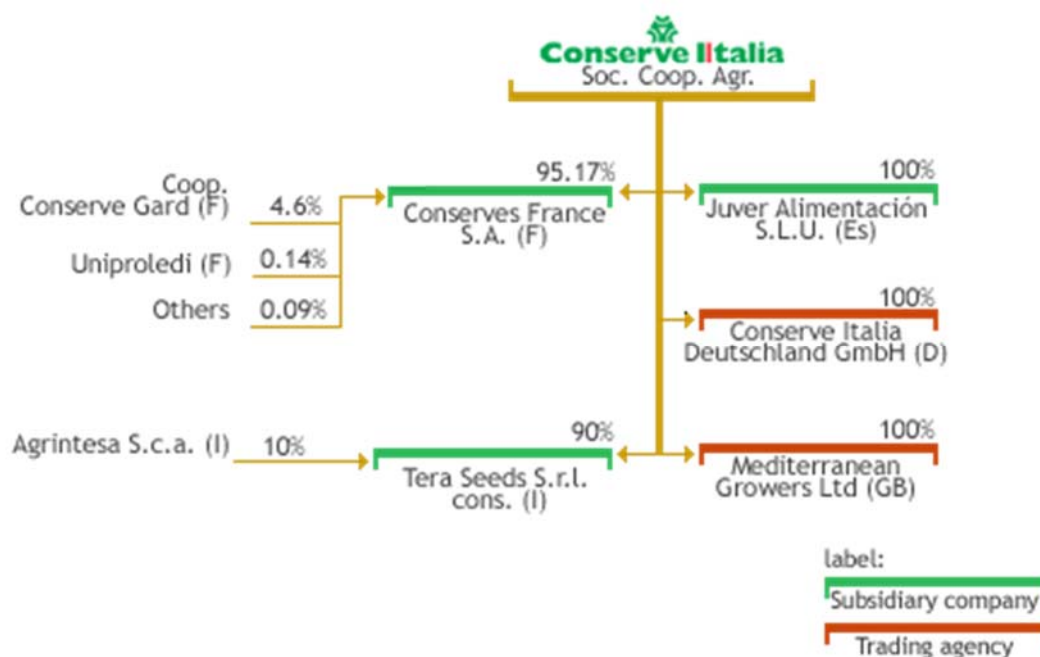
5

5	FONDOSVILUPPO S.p.A.	Borgo S. Spirito, 78	00193 ROMA	9.252.350,00	9.252.350,00
6	IL CHIARONE	P.zza della Mimose, 3	01010 PESCIA ROMANA (VT)	13.750,00	13.750,00
7	PIEMONTE ASPROFRUT	Via Praetta, 2	12030 LAGNASCO (CN)	24.850,00	24.850,00
8	REGIONE TOSCANA	Via Di Novoli, 26	50127 FIRENZE	1.231.900,00	1.231.900,00
9	TERRE DELL'ETRURIA	Via Casone Ugolino, 2	57022 DONORATICO (LI)	42.600,00	42.600,00
10	TUSCANIA	Via Tuscia, 2	01017 TUSCANIA (VT)	14.400,00	14.400,00
TOTAL FINANCING SUPPORTING MEMBERS				13.724.100,00	13.724.100,00
11	I.S.A. ISTITUTO SVILUPPO AGROALIMENTARE	Via Palestro, 64	00185 ROMA	30.000.000,00	30.000.000,00
TOTALE FINANCIER				30.000.000,00	30.000.000,00
12	AGRINTESA	Via Galilei, 15	48018 FAENZA (RA)	9.881.550,00	9.881.550,00
13	ALPO	Via Tuscia, 2	01017 TUSCANIA (VT)	28.200,00	28.200,00
14	APO CONERPO	Via Bruno Tosarelli, 155	40050 VILLANOVA DI CASTENASO (BO)	518.950,00	518.950,00
15	APOFRUIT ITALIA	Via Della Cooperazione, 400	47522 PIEVESESTINA DI CESENA (FC)	380.550,00	380.550,00
16	BAGNARESI	Viale Ravenna, 17	48024 MASSA LOMBARDA (RA)	57.150,00	57.150,00
17	C.A.S.A. MESOLA	S.S. Romea, 165	44020 BOSCO MESOLA (FE)	656.900,00	656.900,00
18	C.S.M. COOP. SERVIZI MEZZANO	Via A. Mezzano, 40	44020 OSTELLATO (FE)	715.850,00	715.850,00
19	CO.AGRI	Via Dei Barberi, 108	58100 GROSSETO	1.016.900,00	1.016.900,00
20	CO.M.A.C.ER.	Via Boncellino, 3	48012 BAGNACAVALLLO (RA)	83.550,00	83.550,00
21	COLOMBARE	Via Somma Campagna, 63 d/e	37137 VERONA (VR)	1.529.550,00	1.529.550,00
22	CONAPO	Viale Gramsci, 107/I	71122 FOGGIA (FG)	240.650,00	240.650,00
23	COOP. MODENESE ESSICCAZIONE FRUTTA	Stradello Aggazzotti, 90	41100 S. MARIA DI MUGNANO (MO)	58.900,00	58.900,00
24	COOP. MAISCOLTORI BASSO FERRARESE	Via Fronte 2° Tronco, 109/A	44020 PONTELANGORINO (FE)	1.550.350,00	1.550.350,00
25	DELTA FRUTTA S.PIETRO	Via Galliera Sud, 79	40018 S. PIETRO IN CASALE (BO)	177.900,00	177.900,00
26	FIMAGRI	Via Aldo Moro, 54	71043 MANFREDONIA (FG)	29.350,00	29.350,00
27	FRUIT MODENA GROUP	Via Torazzo, 2/G	41030 SORBARA DI BOMPORTO (MO)	2.182.850,00	2.182.850,00
28	GASPARRI	Via San Francesco, 916	40027 MORDANO (BO)	42.200,00	42.200,00
29	HORTA	Via Tarconte, 8	01016 TARQUINIA (VT)	134.800,00	134.800,00
30	IAFFA	Via Borgo dei Leoni, 21	44121 FERRARA (FE)	253.700,00	253.700,00
31	ITAL-FRUTTA	Via dell'Agricoltura, 451/B	41038 SAN FELICE SUL PANARO (MO)	2.416.250,00	2.416.250,00
32	LA FENICE	Strada per Lagosanto, 41	44022 VOLANIA DI COMACCHIO (FE)	618.800,00	618.800,00
33	LA PALMA	S.P. 41 KM 0,900 - RIPALTA	71010 LESINA (FG)	69.950,00	69.950,00
34	LUSUCO	Via Castellana, 1583	29010 LUSURASCO DI ALSENO (PC)	2.525.050,00	2.525.050,00
35	OROGEL FRESCO	Via Dismano, 2785	47522 PIEVESESTINA DI CESENA (FC)	380.250,00	380.250,00
36	ORTICOLA LOMBARDA	Viale Isonzo, 27	20135 MILANO	243.850,00	243.850,00
37	ORTOFRUTTA GROSSETO	Viale 4 Maggio 1954, 10/12	58038 ROCCASTRADA (GR)	303.550,00	303.550,00
38	ORTOLANI COFRI	Via Statale Selice, 43	40026 IMOLA (BO)	641.250,00	641.250,00
39	P.O.V.	Via Meucci, 7	48124 RAVENNA	620.600,00	620.600,00
40	PATFRUT	Via Argenta, 32/A	44040 MONESTIROLO (FE)	4.513.700,00	4.513.700,00
41	PEMPACORER	Via Ca' Del Vento, 21	48012 BAGNACAVALLLO (RA)	273.150,00	273.150,00
42	POMODORO MAREMMA 2000	Via Latina, 13	01014 MONTALTO DI CASTRO (VT)	319.650,00	319.650,00
43	PRO.PA.R.	Via Meucci, 7	48124 RAVENNA	3.436.100,00	3.436.100,00
44	RASPOLINO	Loc. Barbaruta	58100 GROSSETO	312.000,00	312.000,00
45	SAN ROCCO – Ravarino	Via San Rocco, 420	41017 RAVARINO (MO)	2.590.850,00	2.590.850,00
46	S. ADRIANO	Via Per Spilamberto, 1905	41018 S. CESARIO SUL PANARO (MO)	231.550,00	231.550,00
47	S.P.A.C.	P.zza del Comune, 9	26100 CREMONA	437.050,00	437.050,00

48	SAN ROCCO – Grosseto	Via Pisa, 7	58100 GROSSETO	294.950,00	294.950,00
49	TERREMERSE	Via Ca' del Vento, 21	48012 BAGNACAVALLLO (RA)	5.000,00	5.000,00
50	TERRE DELL'ETRURIA	Via Casone Ugolino, 2	57022 DONORATICO (LI)	453.950,00	453.950,00
TOTAL ORDINARY COOPERATIVE MEMBERS				40.227.350,00	40.227.350,00
TOTAL SHARE CAPITAL				83.951.450,00	83.951.450,00

- If your company is a subsidiary of another company, list the principal shareholders of that company.
Conserve Italia is not the subsidiary of another company.
- If your parent company is a subsidiary of another company, list the principal shareholders of that company.
Conserve Italia is not the subsidiary of another company.
- Provide a diagram showing all associated or affiliated companies and your company's place within that corporate structure.

Situation at 30 June 2015



The subsidiary companies are the results of acquisitions which have been carried out over last the 25 years.

Conserve France S.A., with its 2 plants located in the South of France, specialized in the production of tomato based products, vegetables and sweet corn.

Juver Alimentación S.L.U., acquired by Conserve Italy 2003, with a plant in Murcia, is leader in Spain for fruit juices with the Juver brand.

Conserve Italia Deutschland GmbH in Germany, acquired in 1991, is the sales subsidiary for the German, Austrian, Dutch and Scandinavian markets. The company, in July 2010, changed its principal business activity, becoming a trading agency.

Mediterranean Growers Ltd, the UK subsidiary founded in 1983, covers Great Britain's and Ireland's markets. The company, in April 2009, changed its principal business activity, becoming an agency, operating as contractor and service provider or as broker in food products for Conserve Italia.

Tera Seeds S.r.l. cons. was created in April 2009 for the production and sale of the seeds, pursuing the aim of developing a direct role in the management of seeds. It is controlled for 90% by Conserve Italia and for 10% by coop Agrintesa, member of Conserve Italia.

The companies of the Conserve Italia Group are co-ordinated strategically and operationally from the headquarters in Bologna (Italy) at all levels (Trading, I.T. and Logistics, Finance, R&D, Quality Assurance, Management control, etc.).

6. Are any management fees/corporate allocations charged to your company by your parent or related company?
None. We are the parent company
7. Describe the nature of your company's business. Explain whether you are a producer or manufacturer, distributor, trading company, etc.

Conserve Italia manage 8 plants in Italy of witch 4 process tomato.

We process tomato in summer (from 20 of July to 20 of September depending on the factory) and we stock all the finished products as "white can" i.e. cans without label, or labelled bottles, or we stock sieved tomato in aseptic tanks. We process and stock the whole production we need to face our annual contracts with super markets chains in Italy, Europe and abroad. Normally we produce what we forecast it is necessary to cope with our commercial programs until the subsequent processing campaign. Usually we don't have more than 5-10% of our annual production that is not covered by contracts or marketing programs.

Conserve Italia favors the development of its own brands with a brand strategy for Italy and Europe focused on the brands Valfrutta, Yoga, Derby Blue, Jolly Colombani, Cirio and Juver. These brands have created a stable relationship with consumers which assure important market shares in both retail and Ho.Re.Ca. sales channels in Italy and also in some strategic markets in Europe.

These brands represent part of the company's assets with the added value they create. This reflects positively on management and on paying the members for raw materials. Own brand sales account for **65%** of turnover, while production for private labels and industrial exchanges account for the remaining **35%**.

	Nectars, Fruit juices, Canned vegetables, Legume mixtures, Canned fruits, Canned tomatoes		Canned tomatoes, Canned vegetables, Ready sauces, Vinegar
	Nectars, Fruit juices Functional drinks, Soft drinks		Nectars, Fruit juices Functional drinks, Soft drinks
	Nectars, Fruit juices, Functional drinks, Soft drinks		Canned vegetables, Canned fruits, Canned tomatoes, (Ho.Re.Ca.)
	Canned tomatoes, Canned vegetables, Canned fruits and Jams		Canned vegetables, Canned tomatoes, (Ho.Re.Ca.)
	Canned fruits, Canned vegetables, Frozen vegetables, (Ho.Re.Ca.)		Ready meals
			Ethnic specialties

Conserve Italia's customers are the operators of the various sales channels through which the company's sales structures operate.

Retail – the customers are the purchasing centers of Large Supermarkets and of Organized Distribution chains, Discount Stores and small shops to which the company sells the products under its own brands (Cirio, Yoga, Valfrutta, Derbyblue, Jolly Colombani).

Private Labels – the Private Labels are those of the customers themselves who distribute through Large Supermarkets, Organized Distribution Chains and Discount Stores to which Conserve Italia sells products with the Distributors' Labels.

Ho.Re.Ca. – the customers are the wholesalers who distribute drinks and food to bars, restaurants, fast food restaurants and hotels and companies that manage food and drink machines (Vending), to which Conserve Italia sells products with its own brands.

Industrial trade – these are national and multinational companies to which Conserve Italia sells semi-processed products (mainly tomato paste).

Export Department – this represents Conserve Italia's exports outside its three domestic markets of Italy, France and Spain. The customers are the purchase centers of Large Supermarkets and distributors/importers operating in the various countries.

Conserve Italia's Export Department is a structure which is highly integrated with Conserve Italia. Its mission is to develop export sales of own branded products – especially Cirio and Valfrutta – and to maintain the sales of Private Labels.

The structure encompasses the business activities of the German trading company (Conserve Italia Deutschland), the English trading company (Mediterranean Growers), and the export departments of Conserve Italia, Conserve France and Juver Alimentation.

The sales strategy for foreign markets pursues the following targets:

a) Consolidation of the sales of own labels products in the European areas, of both Western and Eastern Europe; in Eastern Europe the company's already consolidated experience can guarantee significant space on the market.

Some European countries have been identified as potential markets for the Cirio label, taking into account name recognition, the competitive panorama and the local trade situation.

The target countries in the European area, in decreasing order of importance, are: the United Kingdom, France, Belgium, Switzerland, Romania.

d) Development of brand sales outside Europe. Great attention is being focused on the development of the Cirio brand in Australia, New Zealand, Canada, USA, Brazil, Japan and South Africa.

c) Consolidation of the private label business. Because of the strong tendency of the modern European and non-European distribution centers to favor private labels, our Group is also following this important market segment.

For more information see the latest annual Financial Statement of the company, and the institutional web site of Conserve Italia (www.conserveitalia.it), and commercial web sites for its brands: Valfrutta (www.valfrutta.it), Cirio (www.cirio.it and www.cirio1856.com), Jolly Colombani (www.jollycolombani.it).

For more information surf on Conserve Italia web site: www.conserveitalia.it

8. 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 (none)
- sell in the domestic market (none)
- export to Australia, and (none)
- export to countries other than Australia. (none)

9. Provide your company's internal organisation chart. Describe the functions performed by each group within the organisation.

Conserve Italia sells tomato products, as well as other processed fruit and vegetables, to its subsidiaries (Juver and Conserves France) and trading agency (Mediterranean Growers and Conserve Italia Deutschland) for commercialization in their specific marketing areas. It purchase, from Conserves France, some specific processed products (i.e. tomato sauces), that cannot be produced in its factories in Italy.

Management Bodies

Shareholders' Meeting

The cooperative societies which are ordinary members, the subsidising members and the financing members have the right to attend the Conserve Italia Members' Meetings. The representatives appointed by member cooperatives with voting rights, participate at the Meetings and vote on the agenda issues.

Board of Directors

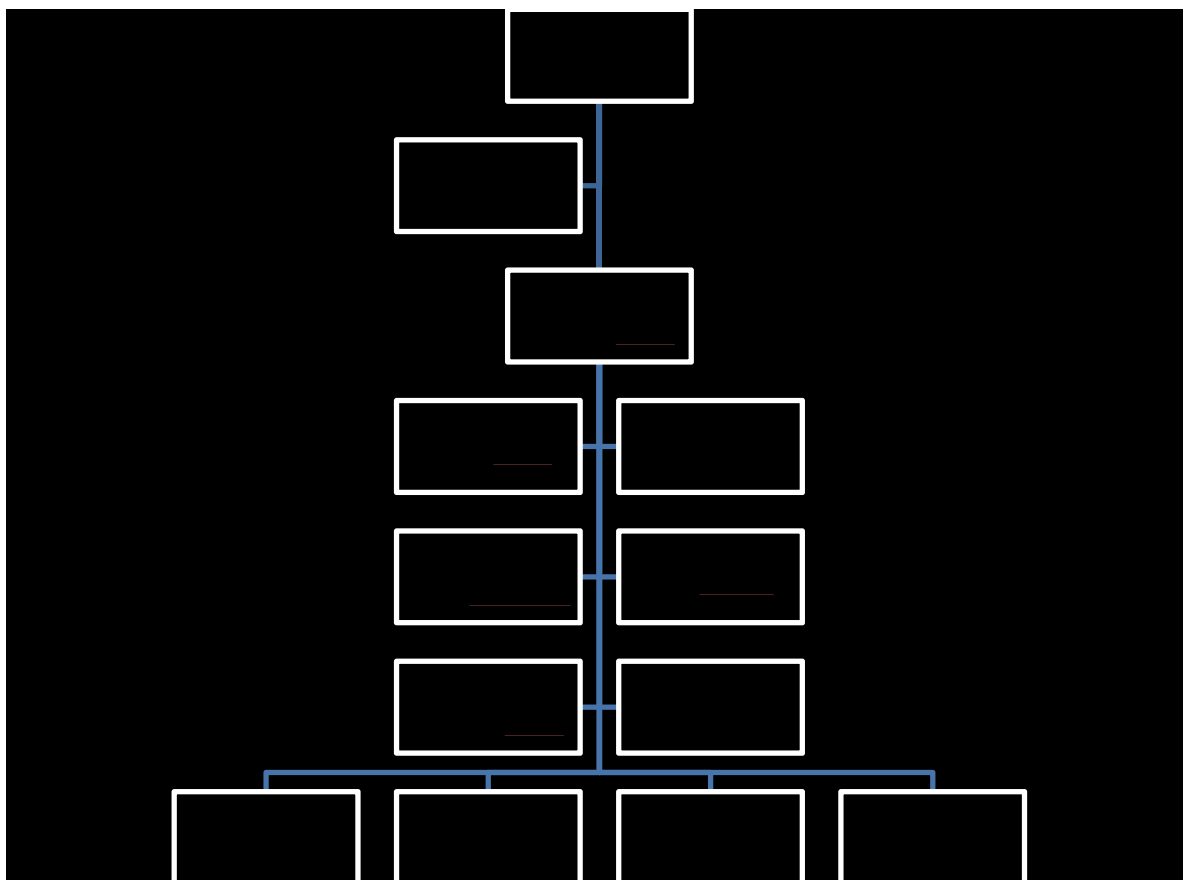
The Board of Directors is appointed by the Members' Meeting. The Board of Directors appoints the holders of offices with powers of representation, the most important of which are the Chairman and the two Deputy Chairmen.

Product Technical Committees

Relations with the cooperative societies regarding the management of agricultural products are managed and governed through ad-hoc Product Technical Committees. The Product Committees deal with problems that arise in the management of the product conferred and with sharing and managing the seeding and production programs between the member cooperative societies. On the basis of the specifications of the different types of raw materials processed by Conserve Italia, three Committees have been identified and formed for Vegetables, Fruit and Tomatoes respectively.

Organizational structure

The organizational structure adopted by Conserve Italia has 1 staff departments and 10 line departments under the Chairman and the General Management (Sales, Operations, R&D, Quality Assurance, Human Resources and Financial). Together with the President and the General Management, the managers of the main line departments sit on the company's Management Committee.



10. Provide a copy of your most recent annual report together with any relevant brochures or pamphlets on your business activities.

See Annex 1 – Conserve Italia annual report 2015 (fiscal year from 01.07.2014 to 30.06.2015)

The last annual report (fiscal year from 01.07.2015 to 30.06.2016) will be approved by the General Assembly of Members on October 28, 2016 and will be available in case of the inspection visit.

A-4 General accounting/administration information

The significant accounting policies that govern our system of accounting

General premises

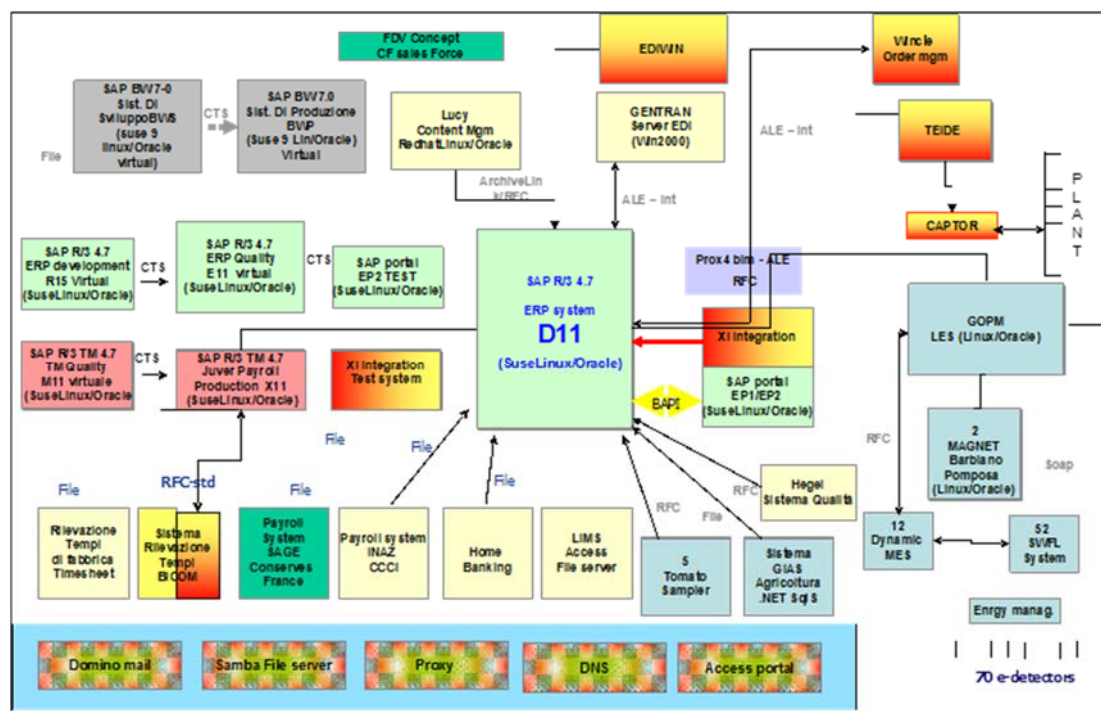
Conserve Italia Financial Statements is drawn up according to the existing rules of the Civil Code as modified by the new provisions established about the company law, as provided by the Law Decree no. 6 of January 17, 2003, and following modifications and integrations, as construed and completed by the "National Council of Professional Accountants and Accountants", by the documents issued by the "Italian Accountancy Body" (O.I.C. Organismo Italiano di Contabilità) and, whenever failing, by the international accounting principles as recommended by the I.A.S.B. (International Accounting Standards Board).

PUBLIC RECORD

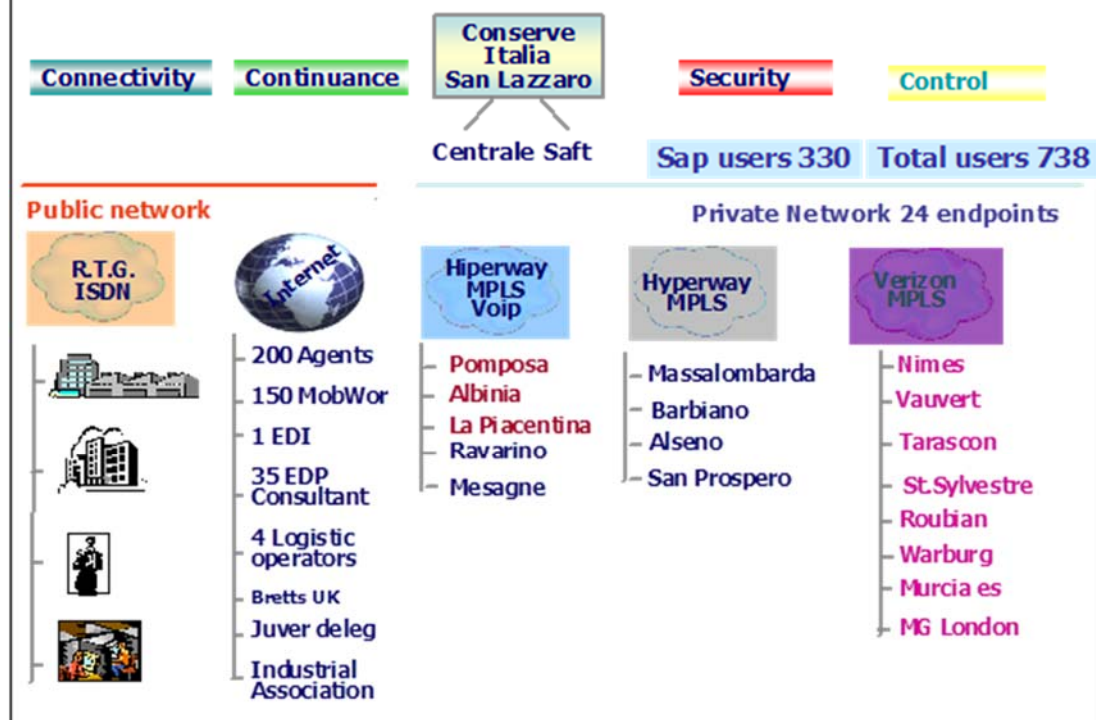
12

1. Indicate your accounting period.
The accounting period of the Society/Group runs from the 1st of July to 30 of June.
2. Indicate the address where the company's financial records are held.
Our financial record are held c/o
Conserve Italia's Headquarter
Via Paolo Poggi, 11
40068 – San Lazzaro di Savena (Bo) - Italy
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;Our financial and accounting system is based on ERP SAP R3 software from SAP AG Corporation. This system support all mission critical business process, such as sales and distribution, logistic execution, purchasing process, production process and financial and accounting system.
Every year the auditors performs "IT General Control activities" as part of the annual audit process.

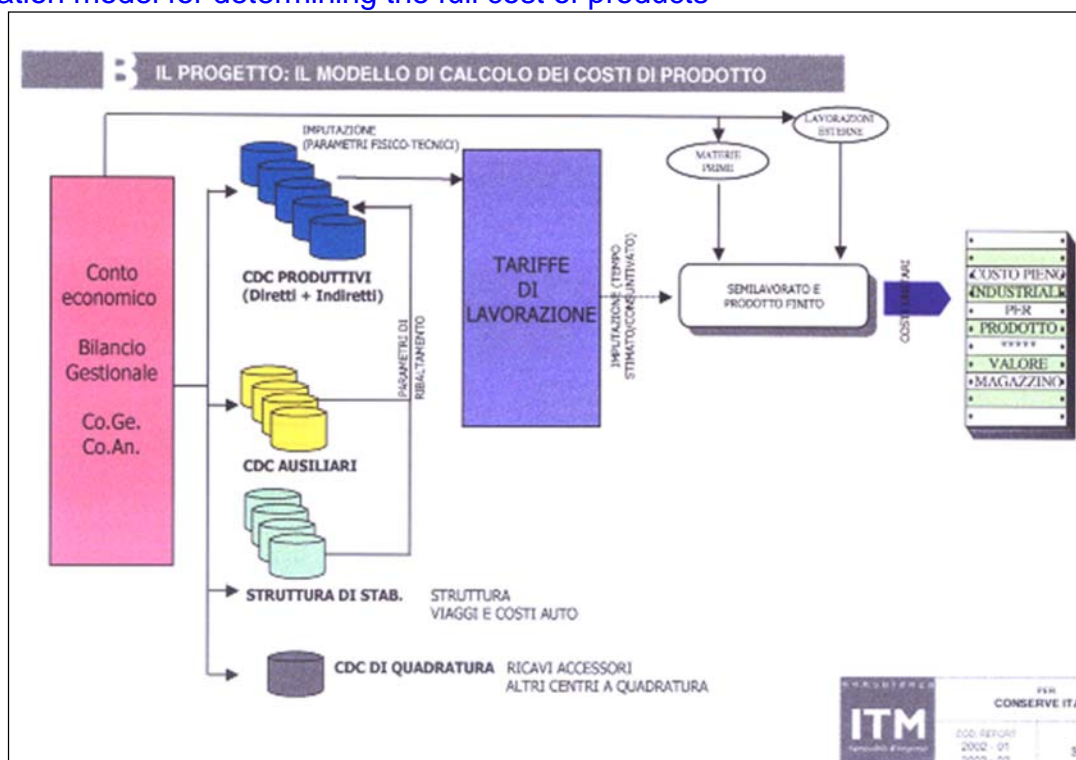
Conserve Italia SAP R3 System Architecture



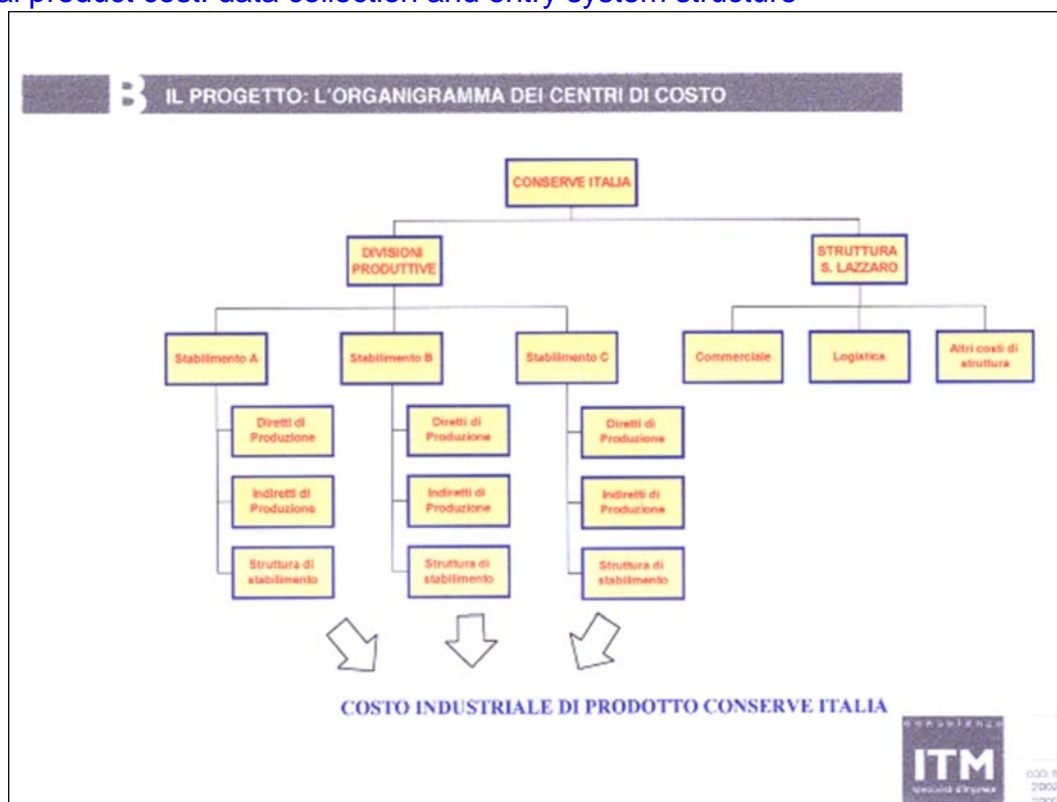
Conserve Italia ITC network



Calculation model for determining the full cost of products



Industrial product cost: data collection and entry system structure



- audited consolidated and unconsolidated financial statements (including all footnotes and the auditor's opinion);

For financial years 2013-2014 and 2014-2015 Conserve Italia's consolidated balance sheets are reported together with annual balance sheets.

See Annex 1 – Conserve Italia annual report 2015 (from 01.07.2014 to 30.06.2015).

See Annex 2 – Conserve Italia annual report 2014 (from 01.07.2013 to 30.06.2014).

Conserve Italia annual report 2016 (from 01.07.2015 to 30.06.2016), will be available at the end of October 2016, date of the General Assembly for approbation our last annual balance.

Auditor's opinion are reported in the final of each annual report, both for Conserve Italia's annual report and for consolidated annual report.

- 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.

All these internal reports will be available for inspection visit.

4. 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.

N.A.

5. Do your accounting practices differ in any way from the generally accepted accounting principles in your country? If so, provide details.

No

6. 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);

The valorization of raw materials, semi-finished products and finished products is carried out with FIFO method for each factory.

The physical inventory is performed on all materials for each fiscal year with the presence of external auditors.

- 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);

Direct production costs are allocated as follows:

Costs for raw material, packaging, labor, energy (all direct cost related to production) are allocated directly, that means we use unitary costs of each item multiplied for the quantity used and we get the direct cost for each component of the direct production cost.

Manufacturing overheads or fixed industrial costs are allocated based on physical quantities/volume.

Variable selling costs are allocated directly, that means we assign to sale values the specific cost related to selling expenses.

General overheads (structure's fixed cost, commercial and marketing costs, financial costs) are allocated based on sales (sales value method), with a specific method for marketing expenses.

- valuation methods for damaged or sub-standard goods generated at the various stages of production;

The evaluation of the semi-finished products or finished products with productive non conformity or commercial problems (out of quality standard, non-compliant packaging, short deadline. etc.) is via is through write-downs ranging from 50% to 100% of the FIFO value.

- valuation methods for scrap, by products, or joint products;

Production scraps related to packaging materials are calculated into the final cost of production.

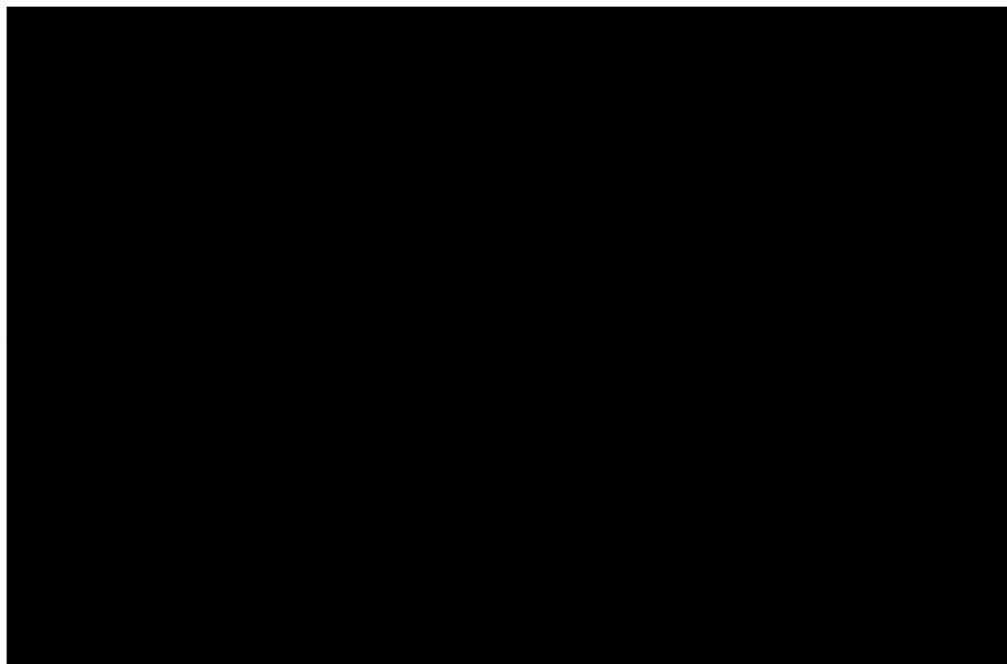
Only in the Pomposa factory we use raw materials scraps to produce electricity by a biogas power station. The value of electricity sold is deducted from cost of goods sold.

- valuation and revaluation methods for fixed assets;

Fixed assets - These are recorded at cost of acquisition or production cost, adjusted in accordance with specific revaluation laws (No. 823/73, no. 576/75, no. 72/83, n. 413/91 and no. 2 / 2009), and/or revaluations carried out in the previous mergers, as reported in the note to the relevant item. The cost includes purchase price and direct costs and indirect expenses reasonably attributable to the asset. Financial charges have not been capitalized on the value of fixed assets.

Fixed assets are depreciated on a straight-line basis using rates which are determined in relation to the remaining life of the assets. The rates are set out in the section on comments on the assets and are conventionally reduced by 50% in the year of entry into function of the asset.

- 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;

Conversion criteria of entries in foreign currency.

All accounts receivable and payable resulting from transactions effected in foreign currency have been converted into Euros at the exchange rates in force at the date of transactions. The exchange differences resulting from the collection or payment of the accounts in foreign currencies are entered in the Profit & Loss account between "financial incomes & burdens", in the specific item "exchange gains or losses".

The accounts receivable and payable in foreign currency are converted at the exchange rate of June 30 (fiscal year closing date); any profit or loss on the exchanges are entered in the profit and loss account. If a net profit results from conversion, this will be allocated to a suitable reserve and will not be distributed before its future realization.

- inclusion of general expenses and/or interest;

General expenses are accounted in Profit & Loss accounts, between Operating Costs in the item "Costs for services", line B) 7).

Interests (incomes or expenses) are accounted in Profit & Loss between "Financial incomes or burdens", line C) 17).

- provisions for bad or doubtful debts;

The accounts receivables are valued according to their estimated break-up value, net of the provisions for bad or doubtful debts.

The amount of the provision is reported in the "Explanatory Note" which part of the Balance Sheet.

- expenses for idle equipment and/or plant shut-downs;
N.A.

- costs of plant closure;
N.A.
- restructuring costs;
N.A.
- by-products and scrap materials resulting from your company's production process; and

We compute the income from by-products or activities making use of them as a reduction of cost of good sold.

- effects of inflation on financial statement information.

N.A No effects of inflation are provided in financial statement information. Conserve Italia belongs to the EURO area.

7. 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.

In the last 2 years any of the accounting methods has been changed.

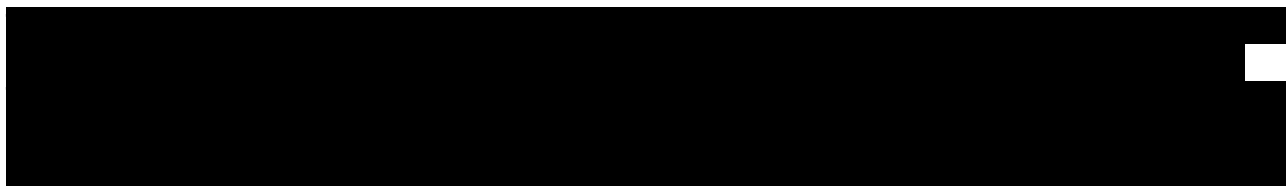
A-5 Income statement

Please fill in the following table. It requires information concerning all products produced and for the goods under consideration (*'goods under consideration'* (the goods) is defined in the Glossary of Terms in the appendix to this form). You should explain how costs have been allocated.

Preliminary statement

In the following Income statement, for what concern "Good under consideration", we have accounted all exported products to Australia that are:

- Diced tomatoes, with brand Cirio and private labels, [REDACTED];
- Crushed tomatoes, only private labels, [REDACTED];
- Peeled tomatoes, with Cirio brand and private labels, [REDACTED];
- Cherry tomatoes, with only Cirio brand, [REDACTED];



PUBLIC RECORD

19

	Most recent completed financial year (specify)		Review period 1 April 2015 – 31 March 2016	
	All products	Goods Under Consideration	All products	Goods Under Consideration
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)				

PUBLIC RECORD

20

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 in a spreadsheet named "**income statement**".

This information will be used to verify the completeness of cost data that you provide in Section G. 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

Preliminary statement

- In the following Sales spreadsheet, for what concern "Turnover of the nearest business unit" we have considered our Business Export Unit called ME-CG (means Export Sales without sales to our subsidiary companies) for which we have a specific financial statement.
- For what concern "Turnover of the goods under consideration" we have accounted all exported products to Australia as defined at point A.5 (Income Statement)
- For what concern sales on the domestic market and Export to other countries, we have accounted only sales of same products under consideration exported to Australia (Diced tomatoes, Crushed tomatoes, Peeled tomatoes) sold as Private Labels.
- WTO for what concern dumping determination (agreement on implementation of article VI of the general agreement on tariffs and trade 1994), states that:
- At art. 2.4: *"A fair comparison shall be made between the export price and the normal value. This comparison shall be made at the same level of trade, normally at the ex-factory level, and in respect of sales made at as nearly as possible the same time"* and
- At art. 2.6: *"Throughout this Agreement the term "like product" ("produit similaire") shall be interpreted to mean a product which is identical, i.e. alike in all respects to the product under consideration, or in the absence of such a product, another product which, although not alike in all respects, has characteristics closely resembling those of the product under consideration".*

To comply with provisions of WTO rules we have considered the following:



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:

	Most recent completed financial year (2014/15)		Review period 1 April 2015 – 31 March 2016	
	Volume (tons)	Value (€)	Volume (tons)	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 under consideration				
Domestic market				
Exports to Australia				
Exports to Other Countries				

Prepare this information in a spreadsheet named "**turnover**".

This information will be used to verify the cost allocations to the goods under consideration in Section G.

Also, you should be prepared to demonstrate that sales data shown for the 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 under consideration (the goods) **shipped** to Australia during the investigation period.*

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 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).

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.
- (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.
- (c) 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.
- (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).
- (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.

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

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.

B-4 Prepare a spreadsheet named “**Australian sales**” listing all shipments (i.e. transaction by transaction) to Australia of the goods under consideration in the review period. 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
Product code	code used in your records for the model/grade/type identified. Explain the product codes in your submission.
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.
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.
Gross invoice value	gross invoice value shown on invoice <i>in the currency of sale, excluding taxes</i> .
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.
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
Rebates or other	the amount of any deferred rebates or allowances paid to the importer in

allowances	the currency of sale
Quantity discounts	the actual amount of quantity discounts not deducted from the invoice. Show a separate column for each type of quantity 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 review 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, in different quarters of the review 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.

SECTION C

EXPORTED GOODS & LIKE GOODS

- C-1** Fully describe all of the goods you have exported to Australia during the review period. 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 on the domestic market, for each type that your company has exported to Australia during the investigation period, prepare a spreadsheet named “**like goods**” listing 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 MODEL	DOMESTIC MODEL	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, 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 review period must be listed transaction by transaction. If there is an extraordinarily large volume of sales data and you are unable to provide the complete listing electronically you **must** contact the case officer **before** completing the questionnaire. If the case officer agrees that it is not possible to obtain a complete listing he or she will consider a method for sampling that meets the Commission requirements. If agreement cannot be reached as to the appropriate method the Commission may not visit your company.*

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

If you do not have any domestic sales of like goods you must contact the case officer who will explain the information 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 like goods made during the review period. The listing must be provided on a CD-ROM. 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
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
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 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	quantity in units shown on the invoice eg kg.
Gross Invoice value	gross value shown on invoice <i>in the currency of sale</i> , 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.
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
Rebates or other Allowances	the actual amount of any deferred rebates or allowances in the currency of sale
Quantity discounts	the actual amount of quantity discounts not deducted from the invoice. Show a separate column for each type of quantity 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 review 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 to Australia and Section D sought information about prices on your domestic market for like goods (ie. the normal value).

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 review 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 G, 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 review 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 (SG&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 review 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 system¹, 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.

2. *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.

¹ 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.

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

EXPORT SALES TO COUNTRIES OTHER THAN AUSTRALIA (THIRD COUNTRY SALES)

Your response to this part of the questionnaire may be used by the Commission to select sales to a third country that may be suitable for comparison with exports to Australia.

Sales to third countries may be used as the basis for normal value in certain circumstances. The Commission may seek more detailed information on particular third country sales where such sales are likely to be used as the basis for determining normal value.

F-1 Using the column names and column descriptions below provide a summary of your export sales to countries other than Australia.

Column heading	Explanation
Country	Name of the country that you exported like goods to over the review period.
Number of customers	The number of different customers that your company has sold like goods to in the third country over the review period.
Level of trade	The level of trade that you export like goods to in the third country.
Quantity	Indicate quantity, in units, exported to the third country over the review period.
Unit of quantity	Show unit of quantity eg kg
Value of sales	Show net sales value to all customers in third country over the review period
Currency	Currency in which you have expressed data in column SALES
Payment terms	Typical payment terms with customer(s) in the country eg. 60 days=60 etc
Shipment terms	Typical shipment terms to customers in the third country eg CIF, FOB, ex-factory, DDP etc.

Supply this information in spreadsheet file named “**third country**”

F-2 Please identify any differences in sales to third countries which may affect their comparison to export sales to Australia.

SECTION G

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 review period.

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

G-1. Production process and capacity

1. Describe the production process for the goods. 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.

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

	PREVIOUS FINANCIAL YEAR	MOST RECENT FINANCIAL YEAR	Review Period
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**".

G-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 to the goods - and describe how those variances have been allocated.
3. Provide details of any significant or unusual cost variances that occurred during the review 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 under consideration. 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 under consideration. 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 in its accounting records.

G-4 Cost to make and sell on domestic market

This information is relevant to testing whether domestic sales are in the ordinary course of trade.²

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 sold on the domestic market. Provide this cost data for each quarter over the review period. If your company calculates costs monthly, provide monthly costs.
2. 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.

	Quarter X	Quarter X	Quarter X	Quarter X
Like Domestic Model/Type – from spreadsheet LIKE GOOD (section C-3)				
Production volume (units)				
Material Costs ¹				
<i>Raw tomato</i>				
<i>Volume (T)</i>				
<i>Value</i>				
Direct Labour				
<i>Value</i>				
<i>Hours</i>				
Manufacturing Overheads				
<i>Variable overheads</i>				
<i>Fixed overheads</i>				
<i>Depreciation charge</i>				
Other Costs ²				
Total Cost to Make				
Unit cost to make				

² 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.

Sales volume (units)				
Selling Costs				
Administration Costs				
Financial Costs				
Delivery Expenses ³				
Other Costs ³				
Total selling, general and administrative costs				
Total cost to make and sell				
Unit Cost to Make and Sell				

Prepare this information in a spreadsheet named "**domestic CTMS**".

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 goods under consideration** 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.

G-5 Cost to make and sell goods under consideration (goods 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.

	Quarter X	Quarter X	Quarter X	Quarter X
Like Domestic Model/Type – from spreadsheet LIKE GOOD (section C-3)				
Production volume (units)				
Material Costs ¹				
<i>Raw tomato</i>				
<i>Volume (T)</i>				
<i>Value</i>				
Direct Labour				
<i>Value</i>				
<i>Hours</i>				
Manufacturing Overheads				
<i>Variable overheads</i>				
<i>Fixed overheads</i>				
<i>Depreciation charge</i>				
Other Costs ²				
Total Cost to Make				
Unit cost to make				
Sales volume (units)				
Selling Costs				
Administration Costs				
Financial Costs				
Delivery Expenses ³				
Other Costs ³				
Total selling, general and administrative costs				
Total cost to make and sell				
Unit Cost to Make and Sell				

Prepare this information in a spreadsheet named "**Australian CTMS**".

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 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.

G-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.

G-7 Raw tomato purchases

Using the column names and column descriptions below provide information on your purchases of raw tomatoes during the review period.

Column heading
Date of purchase
Type of tomato
Supplier
Supplier country
Cooperative details
Does the supplier grow the tomatoes?
Grower (if not the supplier)
Quantity (Tonnes)
Purchase price (excl. VAT)
Import duties (specify currency)
Unit price (excl. VAT)
Currency
Delivery terms (ex factory, delivered, etc)

Supply this information in spreadsheet file named **"raw tomato purchases"**

**SECTION H
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 I 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	<input type="checkbox"/>
Section B – export price	<input type="checkbox"/>
Section C – like goods	<input type="checkbox"/>
Section D – domestic price	<input type="checkbox"/>
Section E – fair comparison	<input type="checkbox"/>
Section F – exports to third countries	<input type="checkbox"/>
Section G – costing information	<input type="checkbox"/>
Section H – declaration	<input type="checkbox"/>

Electronic Data	Please tick if you have provided spreadsheet
INCOME STATEMENT	<input type="checkbox"/>
TURNOVER – sales summary	<input type="checkbox"/>
AUSTRALIAN SALES – list of sales to Australia	<input type="checkbox"/>
DOMESTIC SALES – list of all domestic sales of like goods	<input type="checkbox"/>
THIRD COUNTRY – third country sales	<input type="checkbox"/>
PRODUCTION – production figures	<input type="checkbox"/>
DOMESTIC COSTS – costs of goods sold domestically	<input type="checkbox"/>
AUSTRALIAN COSTS – costs of goods sold to Australia	<input type="checkbox"/>
RAW TOMATO PURCHASES – list of all raw tomato purchases	<input type="checkbox"/>

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: *sales 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); *specification 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.

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 under consideration (the goods)

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

Incoterms

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

EXW	ex works (the seller's minimum obligation as costs relate to goods being made available at the sellers premises)
FCA	free carrier (main carriage not paid by seller. Pay costs until such time that the goods have been delivered at the named point into custody of a carrier named by the seller. Customs formalities, taxes etc paid if required)
FAS	free alongside ship (main carriage not paid by seller. Deliver the goods alongside the ship)
FOB	free on board (main carriage not paid by seller. Deliver the goods on board, provide export clearance if required, pay loading costs to the point the goods have passed the ship's rail, pay customs formalities, taxes etc payable upon exportation)
CFR	cost and freight (main carriage paid by seller. Pay all costs until delivered as well as freight, loading and unloading, pay customs formalities, taxes etc payable upon exportation)
CIF	cost, insurance and freight (main carriage paid by seller. Pay all costs as under CFR as well as marine insurance) the terms CFR and CIF are only used where goods are carried by sea or waterway transport
CPT	carriage paid to
CIP	carriage and insurance paid to the terms CPT and CIP are used as alternatives to CFR and CIF where the goods are carried by air, road, rail etc
DAF	delivered at frontier (goods carried by rail or road and cleared for export at the named place at the frontier. Pay costs until delivered at the frontier plus any discharge costs incurred to place the goods at the 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)

Review 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 under consideration 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.