

**International Trade Remedies Branch  
Exporter Questionnaire**

**Product:** Hot rolled coil steel  
**From:** Japan, the Republic of Korea, Malaysia  
and Taiwan  
**Investigation period:** 1 April 2011 to 31 March 2012  
**Response due by:** **8 August 2012**  
**Investigation case manager:** Lydia Cooke  
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**Australian Customs and Border Protection website:**

[www.customs.gov.au](http://www.customs.gov.au)

**Return completed  
questionnaire to:** International Trade Remedies Branch  
Australian Customs and Border  
Protection Service  
5 Constitution Avenue  
Canberra ACT 2601  
AUSTRALIA  
  
Attention: Director Operations 1

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**GOODS UNDER CONSIDERATION**

The goods under consideration (the goods) i.e. the goods exported to Australia, allegedly at dumped prices, is hot rolled coil. The applicant provided further details as follows:

General description

The application specifies that:

*Hot rolled coil (including in sheet form), a flat rolled product of iron or non-alloy steel, not clad, plated or coated (other than oil coated).*

*Goods excluded from this application are hot rolled products that have patterns in relief (known as checker plate) and plate products.<sup>1</sup>*

Hot Rolled Coil ("HRC") is supplied in a range of thicknesses, all of which are covered by this application.

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<sup>1</sup> Application for the publication of a dumping duty notice for Hot Rolled Coil exported from Japan, the Republic of Korea, Malaysia and Taiwan (Application), page 10.

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**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: 2-13-8, Hatchobori Chuo-ku, Tokyo, 104-8510 Japan

Name: [REDACTED]

Position in the company: [REDACTED]

Address: 2-13-8, Hatchobori Chuo-ku, Tokyo, 104-8510 Japan

Telephone: [REDACTED]

Facsimile number: [REDACTED]

E-mail address of contact person: [REDACTED]

**A-3 Company information**

Name of Company: Tokyo Boeki Steel & Materials Ltd.

Kind of entity: company

Share Holder: Tokyo Boeki Ltd. 100%

Group structure: All 17 companies 100% shares are held by Tokyo Boeki Ltd. Tokyo Boeki Ltd. is a purely holding company.

Nature of business: Tokyo Boeki Steel & Materials Ltd. is a trading company. Main businesses are Steel, Raw Materials, Refractories and Building Materials.

		<Japan> 10
		Tokyo Boeki Machinery Ltd.
		Tokyo Boeki Steel & Materials Ltd.
		Tokyo Boeki Techno-Systems Ltd.
		Nigata Loading Systems Ltd.
		TB-eye Ltd.
		Tokyo Boeki Technology Ltd.
		Tokyo Boeki Mechanics Ltd.
		Tokyo Boeki Medisys Inc.
		TB Tech Co., Ltd.
		T-Bics Inc.
		<Australia> 1
		Tokyo Boeki (Australia) Pty., Ltd.
		<China> 2
		Tokyo Boeki (China)
		Tokyo Boeki (Beijing)
		<U.S.A.> 3
		Tokyo Boeki (U.S.A.) Inc.
		Monitor Products Inc.
		Tokyo Boeki North America Inc.
		<CIS> 1
		Tokyo Boeki (RUS) Ltd.

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### A-4 General accounting/administration information

Our accounting period starts on April 1st and ends on March 31st

Company's financial records are held at 2-13-8, Hatchobori Chuo-ku, Tokyo, 104-8510, JAPAN

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

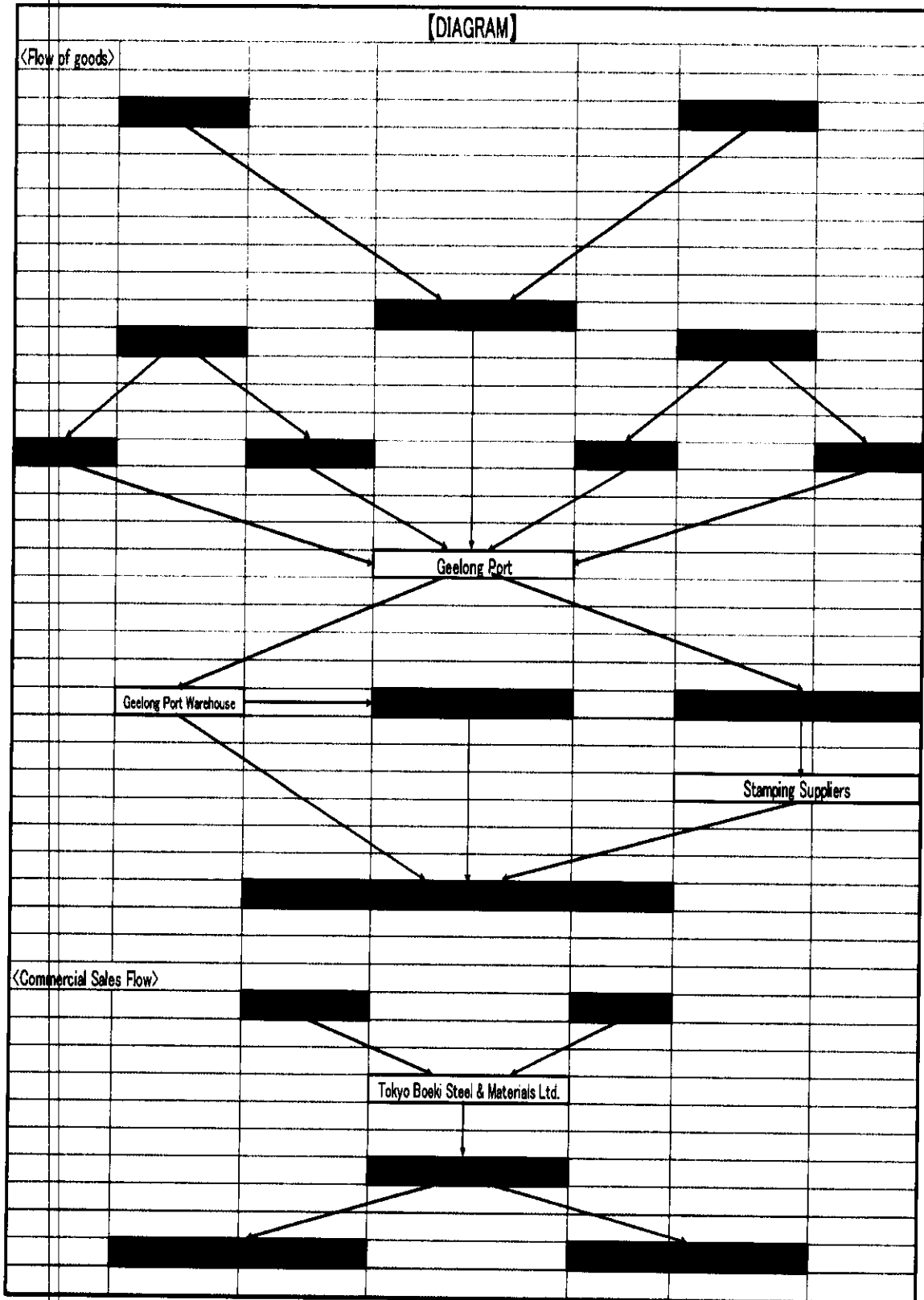
**B-1** For each customer in Australia to whom you shipped goods in the investigation period list:

Name of Customer: [REDACTED]  
Address: [REDACTED]  
Contact name: [REDACTED]  
Telephone: [REDACTED]  
Facimile: [REDACTED]  
Trade level: Importer

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

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

The goods are shipped to the importer by vessel chartered by [REDACTED]



- 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.

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Commissions are paid by [REDACTED] to us based on [REDACTED]

- 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.

Ownership of goods will transfer from Steel mill to us as follow:

In case of public berth: [REDACTED]

In case of mill berth: [REDACTED]

We retain the ownership of goods when the goods enter Australia.

Ownership of goods will be transferred from us to [REDACTED]

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

We do not appoint neither agency nor distributor for Australian market.

- 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.

- [REDACTED]
- 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).

Our customer in Australia is [REDACTED], the importer of goods.

- Details of the forward orders of the goods (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.

We have only [REDACTED] as buyer of goods. Thus, price do not vary by distribution channel.



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- B-4** Prepare a spreadsheet named "**Australian sales**" listing all shipments (i.e. transaction by transaction) to Australia of the goods in the investigation period. You must provide this list in electronic format. Include the following export related information:

We will forward the electronic format by separate excel file.

- 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.

N/A

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

N/A

- 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.

N/A

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

N/A

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

- the importer's purchase order, order confirmation, and contract of sale;
- any technical material in respect of the goods;
- 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.

Customs and Border Protection will select additional shipments for payment verification at the time of the visit.

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We have selected following shipments in different quarters.

<1<sup>st</sup> shipment>

Date of B/L: [REDACTED]

Name of vessel: [REDACTED]

Related document will be forwarded: "1st shipment docs.pdf"

<2<sup>nd</sup> shipment>

Date of B/L: [REDACTED]

Name of vessel: [REDACTED]

Related document will be forwarded: "2nd shipment docs.pdf"