



International Trade Remedies Branch

Exporter Questionnaire

Jiangsu Good Harvest-Weien Agrochemical Co., Ltd

("Good Harvest")

Product: Formulated glyphosate
From: The People's Republic of China
Investigation period: 1 January 2011 to 31 December 2011
Response due by: **19 March 2012**

(as extended April 2, 2012)

Investigation case manager: Christie Sawczuk

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Australian Customs and Border Protection website:

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 2



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: **Jiangsu Good Harvest-Weien Agrochemical Co., Ltd ("Good Harvest")**

Name: **Mr. Du Rong**

Position in the company: **Secretary to the Board of Directors**

Address: **Laogang, Qidong City, Jiangsu, China**

Telephone: **+86-513-83886698**

Facsimile number: **+86-513-83889005**

E-mail address of contact person: **ghdurong@yahoo.com.cn**

Factory: **Good Harvest**

Address: **Laogang, Qidong City, Jiangsu, China**

Telephone: **+86-513-83886698**

Facsimile number: **+86-513-83889005**

E-mail address of contact person: **ghdurong@yahoo.com.cn**

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: **Mr. LAN Xiong of Beijing B&H Associates**

Address: **RM.1205 Beiguang Plaza, No.23 Huangsi Street, Beijing, China**

Telephone: **(8610) 8223-0597**

Mobile Phone: **(86) 139-115-19500**

Facsimile/Telex number: **(8610) 8223-0598**

E-mail address of contact person: **lx@bohenglaw.com**

Note that in nominating a representative, Customs and Border Protection 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.

Answer: Jiangsu Good Harvest-Weien Agrochemical Co., Ltd ("Good Harvest") is a company limited by shares, and Good Harvest does not use any other business names to export and/or sell goods.

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).

Answer: Good Harvest's shareholders holding 5% or more shares are listed below (for information of other shareholders holding less than 5% shares, please refer to the corporate structure diagram at Exhibit A-1):

Name of Shareholder	Shareholding (%)
1	
	1

3. If your company is a subsidiary of another company, list the principal shareholders of that company.

Answer: Under Chinese law, a company is a subsidiary of another company if the other company holds more than 50% of its issued shares. On this basis Good Harvest has no parent company as no enterprise shareholder holds more than 50% issued shares of Good Harvest.

4. If your parent company is a subsidiary of another company, list the principal shareholders of that company.

Answer: Not applicable

5. Provide a diagram showing all associated or affiliated companies and your company's place within that corporate structure.

Answer: Please refer to Exhibit A-1 for corporate structure diagram.

6. Are any management fees/corporate allocations charged to your company by your parent or related company?

Answer: Not applicable, as there are no management fees/corporate allocations charged to Good Harvest by its parent or related company.

7. Describe the nature of your company's business. Explain whether you are a producer or manufacturer, distributor, trading company, etc.

Answer: Good Harvest is a producer.

8. If your business does not perform all of the following functions in relation to the goods, then please provide names and addresses of the companies which perform each function:

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



Answer: Good Harvest performs all of these functions.

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

Answer: Please refer to Exhibit A-2 for Good Harvest's internal organization chart.

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

Answer: Good Harvest is a non-public listed company and does not publish an "annual report".

Please refer to Exhibit A-3 for Good Harvest's product brochure.

A-4 General accounting/administration information

1. Indicate your accounting period.

Answer: January 1st to December 31st, per annum

2. Indicate the address where the company's financial records are held.

Answer: Laogang, Qidong City, Jiangsu, China

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;

Answer: Please refer to Exhibit A-4 for Good Harvest's chart of accounts.

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

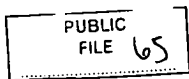
Answer: Please refer to Exhibit A-5 for Good Harvest's 2010 audited financial statements. And the 2011 audited financial statement is unavailable at this time when this questionnaire is submitted, we submit quarterly financial statements in 2011 at Exhibit A-6

- 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.

These documents should relate to:

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

Answer: Please refer to Exhibit A-6 for the quarterly financial reports during the investigation period. And we did not have division or sectors financial statements in the normal business of trade.



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.

Answer: Not applicable. See preceding response.

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

Answer: Not applicable, as Good Harvest's accounting practices is in accordance with the generally accepted accounting principles in China. See Auditor's Reports at Exhibit A-5.

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 (e.g. last in first out – LIFO, first in first out- FIFO, weighted average);

Answer: Good Harvest uses monthly weighted average method in valuation for raw materials and finished goods inventory.

- costing methods, including the method (e.g. by tonnes, units, revenue, direct costs etc) of allocating costs shared with other goods or processes (such as front office cost, infrastructure cost etc);

Answer: Good Harvest captured or calculated the costs at each production stage in consistent with its actual consumption basis. And it would allocate those shared applicable costs (if applicable) on production output at MT basis at relevant workshop or production stage.

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

Answer: Not applicable, as there were no such goods as generated.

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

Answer: Good Harvest values the scrap and by products in actual cost incurred.

- valuation and revaluation methods for fixed assets;

Answer: Good Harvest values the fixed assets according to the actual cost incurred.

- average useful life for each class of production equipment and depreciation method and rate used for each;

Answer: Good Harvest uses straight-line method in depreciation. Please refer to the following chart for the useful life and depreciation rate for each class of fixed assets.

Category	Useful life (year)	Residual rate %	Depreciation rate %
House and buildings	[
Machinery			
Transportation equipment			
Other equipment]

- treatment of foreign exchange gains and losses arising from transactions;

Answer: Foreign exchange gains and losses arising from transactions are recorded in financial expenses account.

- treatment of foreign exchange gains/losses arising from the translation of balance sheet items;

Answer: Good Harvest's account is booked in RMB, and foreign exchange gains and losses are only accounted when the actual payment is received.

- inclusion of general expenses and/or interest;

Answer: General expenses include expenses not directly associated with transactions, such as office staff salary, travel expenses, insurance, office expenses, etc. Interest income and interest cost are all recorded in financial expenses account.

- provisions for bad or doubtful debts;

Answer: Generally, Bad debt provisions are calculated using account age method, as the following chart.

Account Age	Proportion for account receivable %	Proportion for other receivables %
Within 1 year (1year included)	[
1-2 years		
2-3 years		
More than 3 years]

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

Answer: Not applicable, no such cost during POI.

- costs of plant closure;

Answer: Not applicable, no such cost during POI.

- restructuring costs;

Answer: Not applicable, no such cost during POI.

- by-products and scrap materials resulting from your company's production process; and

Answer: Good Harvest sold scrap materials.

- effects of inflation on financial statement information.

Answer: Not applicable.

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.

Answer: There is no material change to accounting policies over the last two years.

A-5 Income statement

Please fill in the following table. It requires information concerning all products produced and for the goods. You should explain how costs have been allocated.

	Most recent completed financial year (specify)		Investigation period	
	All products	The goods	All products	The goods
Gross sales (1)				
Sales returns, rebates and discounts (2)				
Net sales (3=1-2)				
Raw materials (4)				
Direct labour (5)				
Depreciation (6)				
Manufacturing overheads (7)				
Other operating expenses (8)				
Total cost to make (9=4+5+6+7+8)				
Operating income (10=3-9)				
Selling expenses (11)				
Administrative & general expenses (12)				
Financial expenses (13)				
SG&A expenses (14)=(11+12+13)				
Income from normal activities (15)=(10-14)				
Interest income (16)				

Interest expense (enter as negative) (17)				
Extraordinary gains and losses – enter losses as negative (18)				
Abnormal gains and losses – enter losses as negative (19)				
Profit before tax (20)=(15+16+17+18+19)				
Tax (21)				
N profit (22)=(20-21)				

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

Prepare this information on a spreadsheet named "Income statement".

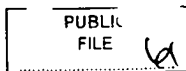
This information will be used to verify the completeness of cost data that you provide in Section G. If, because of your company's structure, the allocations would not be helpful in this process, please explain why this is the case.

Answer: Exhibit A-7 is the Income Statement completed in the prescribed format, this spreadsheet is also provided in electronic format.

A-6 Sales

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

	Most recent completed financial year (specify)		Investigation period	
	Volume	Value	Volume	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				
Domestic market				



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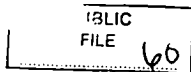
Exports to Australia				
Exports to Other Countries				
Turnover of the goods				
Domestic market				
Exports to Australia				
Exports to Other Countries				

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

This information will be used to verify the cost allocations to the goods 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.

Answer: Exhibit A-8 is the turnover spreadsheet completed in the prescribed format, and this spreadsheet is also provided in electronic format.



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 Customs and Border Protection may also compare prices at the ex factory level.

*You should report prices of all 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).

Answer: Please refer to Exhibit B-1 for the list of Australian customers.

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.

Answer: Good Harvest handled its Australian sales as listed in exhibit B-2 at several sales terms, i.e. [].

If at the FOB level, Good Harvest informs the Australian customers of the estimate goods ready date. The Australian customers will book the vessel. Upon receipt of the notice from the appointed shipping agent, Good Harvest transports goods to the designated port and loads into the vessel. Then Good Harvest forward the original documents to the Australian customers], and the delivery is completed.

If at the CIF/CFR level, Good Harvest will book the vessel after it manufactures the goods required by the customer, and Good harvest will pay the ocean freight and marine insurance (if applicable). Good Harvest arranges the goods loaded into the vessel. Then Good Harvest inform the Australian customer of the shipping date and forward the original documents to the Australian customers,]and the delivery is completed.

- 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.

Answer: Good Harvest is the producer and exporter of GUC. The Australian customers are all distributors, reselling to other Australian customers, i.e. end users. No commissions are paid by Good Harvest through this chain.

- 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.

Answer: Good Harvest sells goods to the Australian customers on [] basis, and the ownerships of the goods are transferred upon loading into the vessel at the port of exit.

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

Answer: Not applicable, as Good Harvest did not have any agency or distributor agreement with Australian customers.

- 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.

Answer: The Australian customers collect the orders in Australian market and then forward a summary offer to Good Harvest. Good Harvest negotiates price with the Australian customers on transaction basis. Upon receipt of the purchase order, Good Harvest prepares for production and delivery.

After delivery, Good Harvest issues commercial invoice and sends it to the Australian customers together with shipping documents. Upon the receipt of original shipping documents, the Australian customers make payment to Good Harvest.

- 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).

Answer: Good Harvest is not related to any Australian customers in any way.

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

Answer: Not applicable, as Good Harvest does not issue the forward order in the normal course of business.

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.

Answer: Not applicable, as Good Harvest's Australian customers are all at the same

trade level, i.e. distributors.

- 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:

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 (including formulation strength e.g. 450 gram per litre or 41%)
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 other than the invoice date best establishes the material terms of sale, report that date. For example, order confirmation, contract, or purchase order date.
Order number	If applicable, show order confirmation, contract or purchase order number if you have shown a date other than invoice date as being the date of sale.
Shipping terms	Delivery terms e.g. CIF, C&F, FOB, DDP (in accordance with Incoterms)
Payment terms	Agreed payment terms e.g. 60 days=60 etc
Quantity	Quantity in units shown on the invoice. Show basis e.g. litres or kilos.
Packaging type	E.g. 200 ml containers or 1 Litre packs
Gross invoice value	Gross invoice value shown on invoice in the currency of sale, excluding taxes.
Discounts on the invoice	If applicable, the amount of any discount deducted on the invoice on each transaction. If a % discount applies show that % discount applying in another column.
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 allowances	The amount of any deferred rebates or allowances paid to the importer 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.
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.

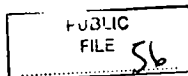
* All of these costs are further explained in section E-1.

** FOB export price and Ocean Freight:

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

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

Answer: Exhibit B-2 is the spreadsheet of Australian sales, and this spreadsheet is also provided electronically.



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.

Answer: During the investigation period, the VAT refund rate for GUC is 5%. therefore Good Harvest incurs non-refundable VAT cost for those Australia sales, as compared with the domestic sales VAT exclusive price.

We added a column named "Un-refundable VAT" and applied 8%, i.e. the difference between VAT refund rate (5%) and the normal VAT rate (13%) applicable for agrochemical products to report this cost.

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.

Answer: Not applicable, as Good Harvest did not offer any discount, rebate or allowance in Australian sales during the investigation period.

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.

Answer: Not applicable, as Good Harvest did not issue credit notes to Australian customers.

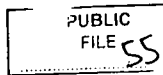
B-8 If the delivery terms make you responsible for arrival of the goods at an agreed point within Australia (e.g. delivered duty paid), insert additional columns in the spreadsheet for all other costs incurred.

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)

Answer: Not applicable, as Good Harvest is not responsible for arrival of the goods at an agreed point within Australia.

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:



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- 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.

Answer: Please refer to Exhibit B-3 for two sets of Australian exporting sales documentations during the investigation period.

SECTION C - EXPORTED GOODS & LIKE GOODS

C-1 Fully describe all of the goods you have exported to Australia during the investigation period. Include specification details and any technical and illustrative material that may be helpful in identifying, or classifying, the exported goods.

Answer: Please refer to Exhibit C-1, list of GUC as exported to Australia in the IP. And GUC as sold were glyphosate IPA salt in different content of active glyphosate technical as packed in different sizes.

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).

Answer: The model types of the goods falling within the definition of the GUC are listed in Exhibit C-1.

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, list the most comparable model(s) sold domestically;

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

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

Prepare this information on a spreadsheet named "Like goods".

Answer: Please refer to Exhibit C-1 for those formulated glyphosate products as sold in the domestic market in the IP.

However, we understand that glyphosate IPA was the most similar to those exported to Australia, while glyphosate ammonium were in different salt based, which may not be considered as "like goods" for this purpose.

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.

Answer: Please refer to Exhibit A-4 for Good Harvest's brochure.

SECTION D - DOMESTIC SALES

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

*All domestic sales made during the investigation period must be listed transaction by transaction. 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 Customs and Border Protection requirements. If agreement cannot be reached as to the appropriate method Customs and Border Protection may not visit your company.*

Customs and Border Protection will normally take the invoice date as being the date of sale in order to determine which sales fall within the investigation period.

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

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

If you do not have any domestic sales of like goods you must contact the case officer who will explain the information Customs and Border Protection 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.

Answer: All domestic were sold to domestic distributors and end users.

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.

Answer: Prices vary according to the volume purchased by each customer. Generally, distributors enjoy lower prices than the end users since their purchase volume is much bigger.

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.

Answer: Prices are influenced mostly by the cost of raw materials. Customer orders are taken over the telephone. The goods are delivered to domestic customers. Good Harvest does not use price lists in the normal business process, and it was negotiated on transaction basis.

D-4 Prepare a spreadsheet named "Domestic sales" listing all sales of like goods made during the investigation 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 other than the invoice date best establishes the material terms of sale and should be used, report that date. For example, order confirmation, contract, or purchase order date.
Order number	Show order confirmation, contract or purchase order number if you have shown a date other than invoice date as being the date of sale.
Delivery terms	E.g. ex factory, free on truck, delivered into store
Payment terms	Payment terms agreed with the customer e.g. 60 days=60 etc
Quantity	Quantity in units shown on the invoice e.g. litres or kilos.
Packaging type	E.g. 200 ml containers or 1 Litre packs
Gross Invoice value	Gross value shown on invoice in the currency of sale, net of taxes.
Discounts on the Invoice	The amount of any discount deducted on the invoice on each transaction. If a % discount applies show that % discount applying in another column.
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 (including VAT) incurred in relation to the domestic sales (include additional columns as required). See question D5.

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

Answer: Exhibit D-1 is the Domestic Sales spreadsheet which is also provided to Customs electronically. And in this database we reported all formulated glyphosate in the domestic market, either glyphosate IPA or ammonium salt, though we understand those glyphosate ammonium may not be considered as "like goods" with products as sold to Australia.

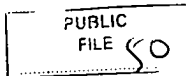
D-5 If there are any other costs, charges or expenses incurred in respect of the sales listed which have not been identified in the table in question D-4 above add a column for each item (see "other factors"). For example, certain other selling expenses incurred.

Answer: There is no any other cost, charge or expense incurred in respect of the sales listed which have not been identified in the table in question D-4

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.



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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.

Answer: Not applicable, as Good Harvest did not offer any commission, discount, rebate or allowance in domestic sales beyond the invoice prices as reported.

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

Customs and Border Protection will select additional sales for verification at the time of our visit.

Answer: Please refer to Exhibit D-2 for two sets of domestic sales documentations during the POI. And please note that since the domestic customers make payment on running balance, the payment amounts do not match the invoices value transaction by transaction.

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. Customs and Border Protection 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 Customs and Border Protection 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. Customs and Border Protection 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.

Answer: Sales terms for Good Harvest's direct Australian sales are on [] basis, we reported its applicable ocean freight and marine insurance for each transaction in the Exhibit B-2 database.

In addition, since Good Harvest would be responsible for transportation from the factory to the port of exit and thus pay the inland freight. And we reported its inland freight on a transaction basis.

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.

Answer: Good harvest would be responsible for handling, loading expense at the port of exit, and we reported on a transaction basis.

3. Credit

The cost of extending credit on export sales is not included in the amounts quantified at question B4. However, Customs and Border Protection will examine whether a credit adjustment is warranted and determine the amount. Provide applicable interest rates over each month of the investigation period. Explain the nature of the interest rates most applicable to these export sales e.g., 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.

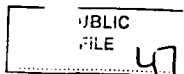
Answer: As shown in the Australian Spreadsheet, we generally have payment term ranged from [], and Good Harvest intends to quantify the adjustment, to the best of its ability, at the verification if necessary.

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'.

Answer: Export GUC is generally filled in drum, whereas small bottles are generally used on domestic market. However, Material costs associated with packing have been reported in Australian CTMS or domestic CMTS, and the labour costs associated have been included in "direct labour" in Australian CTMS or domestic CMTS.

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.

Answer: No commission was paid by Good Harvest to any party in relation to sales to Australia.

6. Rebates

For any rebates 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 "**Rebates or any other allowances**". Identify the general ledger account where the expense is located

Answer: Not applicable, as Good Harvest didn't pay any rebates to any party in relation to sales to Australia.

7. 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.

Answer: No such cost has resulted from the Australian sales during the investigation period.

8. 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.

Answer: Not applicable.

9. 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 investigation period (see article 2.4.1 of the WTO Agreement). The purpose is to allow exporters 60 days to adjust export prices to reflect 'sustained' movements. Such a

claim requires detailed information on exchange movements in your country over a long period that includes the investigation period.

Answer: Not applicable.

E-2 Costs associated with domestic sales

(These cost adjustments will relate to your responses made at question D-4, "domestic sales")

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

1. Physical characteristics

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

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

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

Answer: Different product codes were assigned to products with different physical characteristics. See Exhibit C-1. In other words, there was no difference for the same product code, either for export or domestic.

And different costs were captured for different product codes in the normal business of cost accounting, as provided in Australian or Domestic CTMS.

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.

Answer: During the investigation period, the VAT refund rate for GUC is 5% and the VAT rate for agrochemical products is 13%, therefore Good Harvest incurs VAT cost for those Australian sales, compared with domestic selling VAT exclusive price. The difference between VAT refund rate (5%) and the VAT rate (13%) is 8%. We have reported "Un-refundable VAT" 8% for export sales in Australian sales spreadsheet.

Good Harvest sourced materials entirely within China in IP, and there were no imported raw materials.

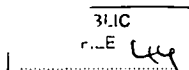
3. Level of trade

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.

Answer: Good Harvest sells to domestic distributors and end users.

4. Credit

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

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

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

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

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

Where there is no fixed credit period agreed at the time of sale the period of credit is determined on the facts available. For example, where payment is made using an open account 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:

Answer: Generally the payment terms on domestic sales were ranged from []. And the customers of the domestic sales would pay at a running balance basis, rather than against a particular invoice. Good Harvest intends to qualify the adjustment, to the best of its ability, in order to present that adjustment at verification, if required.

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.

Answer: Since it sold in the domestic market on [].

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.

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.

Answer: Not applicable, since no separate costs incurred.

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**".

Answer: Packing for domestic products is different from export products. Domestic products are filled individually into small bottles which are then put into paper boxes. The size of the paper box is dependent on the customer's requirement. Such packing method requires more materials and labour than the packing for export. The cost of packing for domestic products is therefore much higher than the packing cost for export products. The packing cost for domestic products has been reported in "packing materials" in domestic CTMS and the labour cost is reported as a component in direct labour.

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.

Answer: Not applicable.

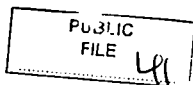
9. Warranties, guarantees, and after sales services

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.

Answer: Not applicable.

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:



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- *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*.

Answer: In respect of domestic sales:

- **Generally sell from inventory but Australia sales were made to order; And inventory carrying cost should be adjusted downward for the normal value of Australian Sales. We intend to quantify it, to its best ability, at the verification, if required.**

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.

Answer: As the inland freight & handling expenses were reported in the Australian Sales Spreadsheet and/or Domestic Sales Spreadsheet, in order to avoid duplication, we excluded those costs from the selling expenses in the Australian CTMS Spreadsheet and Domestic CTMS Spreadsheet.

SECTION F - EXPORT SALES TO COUNTRIES OTHER THAN AUSTRALIA (THIRD COUNTRY SALES)

Your response to this part of the questionnaire may be used by Customs and Border Protection 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. Customs and Border Protection 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 investigation period.
Number of customers	The number of different customers that your company has sold like goods to in the third country over the investigation 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 investigation 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 investigation 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"

Answer: A list of sales of the GUC to countries other than Australia during the investigation period is included as Exhibit F-1.

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

Answer: No such differences in sales to third countries for the same product codes.

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 the goods - ie of the goods exported to Australia; and*
- *making certain adjustments to the normal value.*

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

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

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

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

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

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

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.

Answer: Please refer to Exhibit G-1 for production flowchart.

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

	PREVIOUS FINANCIAL YEAR	MOST RECENT FINANCIAL YEAR	INVESTIGATION 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".

Answer: Please refer to Exhibit G-2 for Production spreadsheet.

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.

Answer: Good Harvest maintains a highly integrated computerized ERP software system, i.e. [], in its normal production record or cost accounting. Exhibit G-3 is an accounting system flowchart.

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.

Answer: Not applicable. Good Harvest uses the weighted average actual costing method to value goods from raw material to finished goods.

3. Provide details of any significant or unusual cost variances that occurred during the investigation period.

Answer: There was no significant or unusual cost variances occurred during investigation period.

4. Describe the profit/cost centres in your company's cost accounting system.

Answer: Not applicable, as Good Harvest does not use profit/cost centres.

5. For each profit/cost centre describe in detail the methods that your company normally uses to allocate costs to the goods. 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.

Answer: Not applicable, as Good Harvest does not use profit/cost centres.

6. Describe the level of product specificity (models, grades etc) that your company's cost accounting system records production costs.

Answer: Generally, Good Harvest calculates the cost model by model, and the model can be identified by the product code. The cost fell upon each model is the cost actually incurred to that model.

7. List and explain all production costs incurred by your company which are valued differently for cost accounting purposes than for financial accounting purposes.

Answer: Not applicable, as Good Harvest does not value costs differently for cost accounting purposes and financial accounting purposes.

8. State whether your company engaged in any start-up operations in relation to the goods. Describe in detail the start-up operation giving dates (actual or projected) of each stage of the start-up operation.

Answer: Not applicable, as Good Harvest did not engaged in any start-up operations in relation to the GUC during the investigation period.

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.

Answer: Not applicable, as Good Harvest did not engaged in any start-up operations in relation to the GUC during the investigation period.

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 trade².

1. Please provide 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 investigation period. If your company calculates costs monthly, provide monthly costs.

Answer: provided as requested on monthly basis.

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.

² Customs 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.

	Quarter X	Quarter X	Quarter X	Quarter X
Like domestic model/type – from spreadsheet "like goods"				
Material costs ¹				
Direct labour				
Manufacturing overheads				
Other costs ²				
Total cost to make				
Selling costs				
Administration costs				
Financial costs				
Delivery expenses ³				
Other costs ³				
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** 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.

If your financial information does not permit you to present information in accordance with this table please present the information in a form that best reflects your financial reporting.

Please specify unit of currency.

Answer: Exhibit G-4 is the Domestic CTMS spreadsheet which is also provided electronically. Its unit cost was reported based on MT in consistent with its accounting books.

And since we captured the cost on production stages basis in its normal accounting, we reported its Cost to Make for the final finished goods stage in Exhibit G-4; the materials cost as reported would include the associated cost components in the upstream production or semifinished goods stage.

As for Unit CTS calculation, please see below, as we allocated company wide SG&A by the GUC sales revenue in POI, and derived a unit SG&A.

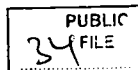
Item	All Products	GUC
Sales revenue	1	
other operation income		
total		
Selling costs (1)		
Inland freight & Handling expenses (2)		
Selling costs excluding inland freight & handling expenses (3)=(1)-(2)		
Administration cost (4)		
Financial cost (5)		
Total cost to sell (6)=(3)+(4)+(5)		
Sales quantity (7)		
Unit cost to sell (8)=(6)/(7)		1

G-5 Cost to make and sell 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
Model/type exported to Australia- from spreadsheet "like goods"				
Material costs ¹				
Direct labour				
Manufacturing overheads				
Other costs ²				
Total cost to make				
Selling costs				
Administration costs				
Financial costs				
Delivery expenses ³				
Other costs ³				
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 investigation period.

If your financial information does not permit you to present information in accordance with this table please present the information in a form that best reflects your financial reporting.

Please specify unit of currency.

Answer: Please refer to Exhibit G-5 for Australian CTMS spreadsheet which is also provided electronically. And unit cost was reported based on actual weight basis in consistent with its accounting books.

And since we captured the cost on production stages basis in its normal accounting, we reported its Cost to Make for the final finished goods stage in Exhibit G-4; the materials cost as reported would include the associated cost components in the upstream production or semifinished goods stage.

As for Unit CTS calculation, please see below, as we allocated company wide SG&A by the GUC sales revenue in POI, and derived a unit SG&A.

Item	All Products	GUC
Sales revenue	[
other operation income		
total		
Selling costs (1)		
Inland freight & Handling expenses (2)		
Selling costs excluding inland freight & handling expenses (3)=(1)-(2)		
Administration cost (4)		
Financial cost (5)		
Total cost to sell (6)=(3)+(4)+(5)		
Sales quantity (7)		
Unit cost to sell (8)=(6)/(7)]

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.

Answer: The Cost to make was captured on product codes basis in its normal cost accounting.

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.

Answer: Not applicable.

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.

Answer: Not applicable.

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 Customs and Border Protection 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.

If the major input is purchased from an integrated production process you should provide detailed information on the full costs of production of that input.

Answer: A list of main suppliers is provided at Exhibit G-6.



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JIANGSU GOOD HARVEST-WEIEN AGROCHEMICAL CO., LTD.

Http://www.good-harvest.cn

E-mail: wechem@pub.nt.jsinfo.net

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Declaration

I hereby declare that Jiangsu Good Harvest-Weien Agrochemical Co., Ltd. (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.

Name : Du Rong

Signature : Du Rong

Position in

Company : Secretary of board of directors

Date : March 15, 2012

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	√
Section B – export price	√
Section C – like goods	√
Section D – domestic price	√
Section E – fair comparison	√
Section F – exports to third countries	√
Section G – costing information	√
Section H – declaration	√

Electronic Data	Please tick if you have provided spreadsheet
Income statement	√
Turnover – sales summary	√
Australian sales – list of sales to Australia	√
Domestic sales – list of all domestic sales of like goods	√
Third country – third country sales	√
Production – production figures	√
Domestic costs – costs of goods sold domestically	√
Australian costs – costs of goods sold to Australia	√

LIST OF EXHIBITS
Good Harvest

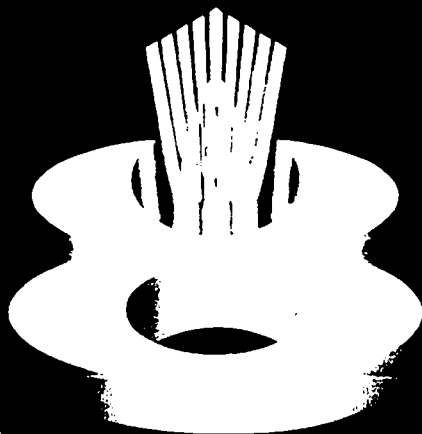
Exhibit A-1	Corporate Structure Diagram (CONFIDENTIAL)
Exhibit A-2	Internal Organization Chart (CONFIDENTIAL)
Exhibit A-3	Company Brochure (PUBLIC)
Exhibit A-4	Chart of Accounts (CONFIDENTIAL)
Exhibit A-5	2010 Audited Reports (CONFIDENTIAL)
Exhibit A-6	Quarterly Financial Reports during the Investigation Period (CONFIDENTIAL)
Exhibit A-7	Income Statement Spreadsheet (CONFIDENTIAL)
Exhibit A-8	Turnover Spreadsheet (CONFIDENTIAL)
Exhibit B-1	List of Australian Customers (CONFIDENTIAL)
Exhibit B-2	Australian Sales Spreadsheet (CONFIDENTIAL)
Exhibit B-3	Sample Australian Sales Documentation Package (CONFIDENTIAL)
Exhibit C-1	Like Products (CONFIDENTIAL)
Exhibit D-1	Domestic Sales Spreadsheet (CONFIDENTIAL)
Exhibit D-2	Sample Domestic Sales Documentation Package (CONFIDENTIAL)
Exhibit F-1	Third Country Spreadsheet (CONFIDENTIAL)
Exhibit G-1	Production Flowchart (CONFIDENTIAL)
Exhibit G-2	Production Spreadsheet (CONFIDENTIAL)
Exhibit G-3	Accounting System Flowchart (CONFIDENTIAL)
Exhibit G-4	Domestic CTMS Spreadsheet (CONFIDENTIAL)
Exhibit G-5	Australian CTMS Spreadsheet (CONFIDENTIAL)
Exhibit G-6	List of Raw Materials Suppliers (CONFIDENTIAL)

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Exhibit A-3 Company Brochure

Herbicide

Chemical
Intermediates



GOOD HARVEST

csc

<http://www.good-harvest.cn>
<http://www.w-echem.com>

Best Manufacturer

**JIANGSU GOOD HARVEST-WEIEN
AGROCHEMICAL CO.,LTD.**

About us

jiangsu good harvest

-weien agrochemical Co., Ltd. 江苏好收成威恩农药股份有限公司

JIANGSU GOOD HARVEST-WEIEN AGROCHEMICAL CO., LTD. specializes in development and production of agrochemical products with "high efficiency, low toxicity, low pollution".

Founded in 2001 and has been one of the biggest pesticide manufacturers in china.

Covers about 263,000 square meters and the floor space is approximate 50,000 square meters.

Accredited with ISO9001& ISO1400.

Main products are Glyphosate Tech. 97% min. (IDA), Ethofumesate, Desmedipham, Phensmedipham, PMIDA etc.

Good Harvest owns Intellectual Property for Glyphosate Tech 97% Min., the only manufacturer to produce it in batches, and the first company to export Glyphosate Tech 97% Min, PMIDA, Glyphosate Ammonium 98% in China.

Capacity of Glyphosate Tech is 32000MTS/Y. Capacity of Ethofumesate, Phenmedipham, Desmedipham is 1000MTS/Y separately.

GOOD HARVEST also has earned enough experience to produce the Mixture of Ethofumesate, phenmedipham and Desmedipham.

Sales revenue in 2008 is more than 130 million US Dollars.

We are developing in Glufosinate-Ammonium Technical, Tebuconazole and so on ,which come onto the market soon.

GOOD HARVEST coordinates business benefits and social benefits, such as charity and environment protection.

Established a good sales network in domestic market. Owing to high level quality and good reputation, our products have been reached all over the world, such as North America, South America, Australia, Europe, Southeast Asia and so on.

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**CHINA
GOOD
HARVEST
GROUP**



Affiliated enterprise **JIANGSU GOOD HARVEST-WEIEN AGROCHEMICAL CO.,LTD.**
QIDONG WEIEN YINONG CHEMICAL CO.,LTD.

Shanghai office **Room 802 shengSuo International Building no.137,
xianxia Road,shanghai,China**

Changzhou office **Room 901,Suncity Business Building,Changzhou,Jiangsu,China**

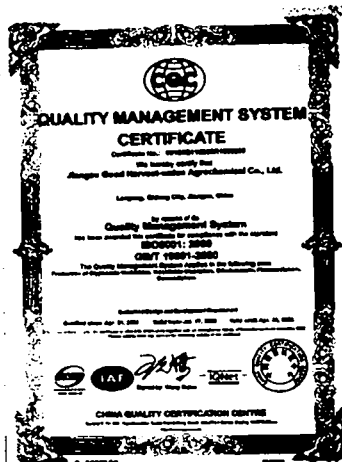


**GOOD
PESTICIDE**



**GOOD
HARVEST**

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- The manufacturing facilities are accredited with ISO 9001:2000 and ISO 14001.

NEW PRODUCTS COMING INTO MARKET

Herbicide

1. Glufosinate-Ammonium Tech.
Specification: 95% Min
2. Benoxacor Tech.
Specification: 95% Min

Insecticide

1. Diafenthiuron Tech.
Specification: 96% Min
2. Metaldehyde
Specification: 6% Min

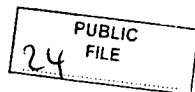
Fungicide

1. Tebuconazole Tech.
Specification: 97% Min
2. Epoxiconazole Tech.
Specification: 95% Min

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Top
Quality products
come from
Good Harvest



Herbicide

1	Glyphosate Tech. (IDA method)	Capacity: 32000	MT per year
	Specification: 95%, 96%, 97%		
2	Glyphosate IPA SL	Capacity: 50000	MT per year
	Specification: 41% w/w, 51% w/w, 62% w/w		
3	Ammonium salt of glyphosate WG & Tech.	Capacity: 10000	MT per year
	Specification: 31.5%, 77.7% WG & 98% Tech.		
4	Ethofumesate Tech.	Capacity: 1000	MT per year
	Specification: 97%		
5	Phenmedipham Tech.	Capacity: 1000	MT per year
	Specification: 97%		
6	Desmedipham Tech.	Capacity: 1000	MT per year
	Specification: 97%		
7	Ethofumesate (112G/L) + Phenmedipham (91G/L) + Desmedipham (71G/L) EC	Capacity: 1000	MT per year

Insecticide

1	Malathion	Capacity: 500	MT per year
	Specification: 45% EC		
2	Phoxim	Capacity: 500	MT per year
	Specification: 40% EC & 87% Tech.		
3	Metaldehyde Tech.	Capacity: 2000	MT per year
	Specification: 80% Tech. Min		
4	P6'-Carbary + Metaldehyde WG	Capacity: 2000	MT per year
	Specification: Carbary ($\geq 1.5\%$) + Metaldehyde ($\geq 4.5\%$) WG		

Chemical Intermediate

1	N-(phosphonomethyl) iminodiacetic acid (PMIDA)	Capacity: 50000	MT per year
	Specification: 98%		
2	Phenyl hydrazine hydrochloride (PHD)	Capacity: 5000	MT per year
	Specification: 85%		
3	Phenylzole Alcohol (PHT)	Capacity: 2000	MT per year
	Specification: 98%		



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Glyphosate Technical (草甘膦原药)

Common name: N-(phosphonomethyl) glycine Molecular formula: $C_3H_8NO_5P$
Index

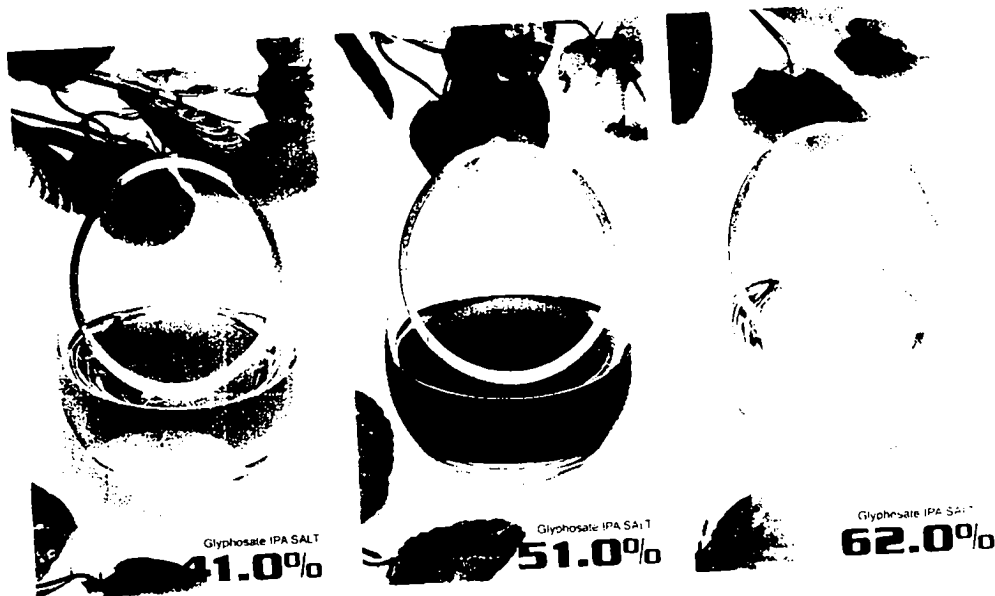
Item	95.0% Min	96.0% Min	97.0% Min
A.I. Content(UV)	95.0% Min	96.0% Min	97.0% Min
Appearance	white powder	white powder	white powder
Insoluble in 1M NaOH	0.10% Max	0.08% Max	0.05% Max
Loss on drying	0.50% Max	0.50% Max	0.50% Max
Packing	25kgs/bag 600kgs/bag	25kgs/bag 600kgs/bag	25kgs/bag 600kgs/bag
Loading(20GPFCT)	25kgs/bag 800bags = 20MT 600kgs/bag 30bags = 18MT	25kgs/bag 800bags = 20MT 600kgs/bag 30bags = 18MT	20kgs/bag 800bags = 16MT 550kgs/bag 30bags = 16.5MT

Usage: This product is a kind of nonselective weed killer with high efficiency, little poison and wide self-absorbing. It can be widely used for the prevention and elimination of weeds in the tea plantation, orchard, rubber plantation, corn, sugarcane and forests. It can also prevent and kill nearly 100 kinds of weeds and has better effect on some vicious weeds.

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Glyphosate IPA SALT

41.0%

Glyphosate IPA SALT

51.0%

Glyphosate IPA SALT

62.0%

Glyphosate IPA SALT (草甘膦异丙胺盐)

Common name: Glyphosate Isopropylamine

Molecular formula: $C_3H_8NO_3P$

Item	41% Min	51% Min	62% Min
A.I Content(W/W)	41% Min	51% Min	62% Min
Appearance	sticky liquid of slightly yellow	blue liquid	sticky liquid of slightly yellow
PH value	4-6	4-6	4-6
Insoluble in 1N NaOH	0.50% Max.	0.50% Max	0.50% Max
Surfactant	Jinling-petrochemical Geronol CF/AS30 Tallow amine: Akzo Nobel(Witcamine4130A) Huntsman (Terwet 3780) Rhodia(Rhodameen CF/15-H)	Jinling-petrochemical Geronol CF/AS30 HL Tallow amine: Akzo Nobel(Witcamine4130A) Huntsman (Terwet 3780) Rhodia(Rhodameen CF/15-H)	without surfactant
packing	200L/drum, 120L/drum, 20L/drum, 10L/drum, 5L/drum	1000L/IBC (Schütz/Mauser) 20L, 110L/drum 1000L/IBC 1818CS=18KL 20L/drum, 800drums=16KL	250kgs/PE drum 250kgs/drum 80drums=20M1
Loading(20GPFCL)	12KL-16KL		

Usage: Glyphosate IPA salt is the isopropylamine salt of glyphosate, it is a systemic, non selective, post emergent herbicide with no soil activity or residual action, it is absorbed on foliage application through the plant to the roots and storage organs in enough quantities to kill the entire plant. It can be widely used for the prevention and elimination of weeds in the tea plantation, orchard, rubber plantation, corn, sugarcane and forests.

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Ammonium salt of Glyphosate (草甘膦鹽類殺草劑, 原藥)

Common name: Ammonium salt of Glyphosate Molecular formula: $C_3H_8NO_3P$

Item	Index		
A. 1. content	31.5% Min.	77.7 %Min	98% Min
PH value	4-7	4-7	4.5-8
Insoluble in 1M NaOH	0.50% Max	0.50% Max.	0.10% Max
Moisture	0.50% Max.	0.50% Max.	0.10% Max.
Packing	Package as per requirement of customers		

Usage: Ammonium salt of Glyphosate exists as Ammonium salt form, is a kind of nonselective weed killer with high efficiency, little poison and wide self-absorbing, it can be widely used for the prevention and elimination of weeds.

Ethofumesate technical (乙氧呋草胺原藥)

Common name: Ethofumesate Molecular formula: $C_8H_{10}N_2O_5S$

Item	Index	
A. 1. Content	97.0% Min	
Appearance	off white powder	
Loss on drying	0.40% Max.	
Acetone insoluble	0.50% Max	
Packing	25kgs/drum	
Loading (20GPHCI)	25kgs/drum : 400drums = 10M ³ (Without shrink wrapped)	
	25kgs/drum : 360drums = 9M ³ (With shrink wrapped)	

Usage: Ethofumesate is one kind of pre- and post-emergence herbicide particularly for sugar beet and other beet crops.



Phenmedipham Technical (PMP) (甜菜宁)

Common name: Phenmedipham

Molecular formula: C₁₂H₁₁N₃O₂

Item	Index
A. I. Content	97.0% Min
Appearance	off-white powder
Loss on heating	0.60% Max
Acetone insoluble	0.50% Max
PH value	5.0-7.0
Packing	25kgs/drum
Loading(20GPFCL)	25kgs/drum · 400drums = 10MT (Without shrink wrapped) 25kgs/drum · 360drums = 9MT (With shrink wrapped)

Usage: Phenmedipham is one kind of pre- and post-emergence herbicide particularly for sugar beet and other beet crops

Desmedipham Technical (DMP) (甜菜安)

Common name: Desmedipham

Molecular formula: C₁₂H₁₁N₃O₂

Item	Index
A. I. Content	97.0% Min
Appearance	off-white powder
Loss on heating	0.60% Max
Acetone insoluble	0.50% Max
PH value	5.0-7.0
Packing	25kgs/drum
Loading(20GPFCL)	25kgs/drum · 400drums = 10MT (Without shrink wrapped) 25kgs/drum · 360drums = 9MT (With shrink wrapped)

Usage: Used post-emergence to control broad-leaved weeds in beet crops, in particular sugar beet. Usually sprayed in combination with phenmedipham

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Malathion
45.0%



Phoxim
40.0%

Malathion (马拉硫磷)

Common name: Malathion

Item

A. I. Content

Appearance

Water content

Acidity (as H₂SO₄)

EC Stability

Molecular formula: C₄H₉O₂PS

Index

45% EC

brown oil liquid

0.30%

0.50%

Qualified

Usage: Malathion is used on a variety of agricultural food and feed crops. There are non-agricultural uses on commodities such as Christmas trees and agricultural premises.

Phoxim (孚硫磷)

Common name:

O,O-diethyl-O-(a-cyanobenzylideneamino)phosphorothioate

Item

A. I. Content

Appearance

Water content

Acidity (as H₂SO₄)

EC Stability

Chloride(as(C₂H₃O)₂PSCl)

Packing

Index

40% EC

Brown clear liquid

0.50% Max

0.30% Max

Qualified

1.0% Max

200Kgs/Iron drum

Molecular formula

C₁₂H₁₁N₂O₂PS

87%Min

Red brown liquid

0.50% Max

0.30% Max

Qualified

1.0% Max

200Kgs/Iron drum

Usage: Control stored product insects in granaries, silos, mills, vessels, port facilities etc, controls soil-inhabiting pests in a range of crops, including cotton, bananas, grain, maize, nuts, potatoes and tobacco. Mainly used in crops as wheat, peanut and soybean to prevent underground pests



Metalddehyde (四氢乙醛)

Common name: Metalddehyde	Molecular formula: $C_4H_8O_2$
Item	Index
A. 1. Content	80%Min.
Appearance	white powder
Water content	0.5%Max.
PH value	4.0-7.0
Granularity(4 μ m screen)	95%Min.
Packing	25g/bag

Usage: Metalddehyde is applied as a molluscicide bait for controlling slugs and snails in a very wide range of agricultural and horticultural crops, and by members of the public to control slugs and snails in their gardens and allotments. In the UK, along with methiocarb (another slug and snail killer), metalddehyde is the only pesticide approved for use on all crops.

Carbaryl+Metalddehyde (甲萘威+四氢乙醛)

Common name: Metalddehyde	Molecular formula: $C_4H_8O_2$
Item	Index
A. 1. Content	6%Min.
Appearance	Blue Crystal
Water content	7.0%Max.
PH value	5.0-7.0
Granularity(4 μ m screen)	95%Min.
Packing	180g/200g/300g/350g/400g/bag

Usage: This product is a pesticide for mullusk, special for snail. It has the power to lure and trap the mullusk. This product is low-residue and safe to use.



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PMIDA (雙甘氨酸)

Common name: N-(phosphonomethyl)-iminodiacetic acid (PMIDA) Molecular formula: C₂H₄NO₆P
Index

Item	Index
A 1. Content	98% Min
Appearance	white powder
Loss on drying	0.50% Max.
Insoluble in 1M NaOH	0.10% Max.
packing	25kgs bags
	600kgs bags
Loading (20GPFCL)	25kgs/bag × 720bags = 18MT
	600 kgs/bag × 30bags = 18MT

Usage: PMIDA is the material and the medium of the weed killer Glyphosate and other chemicals. It is widely welcomed by manufacturers who want to process PMIDA to IDA route glyphosate technical directly.

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Phenyl Hydrazine Hydrochloride (肼酸苯腓)

Common name: Phenyl Hydrazine Hydrochloride (PHD) Molecular formula: $C_6H_7N_2Cl$
Index

A. 1. Content	85.0% Min
Appearance	White or slightly reddish tabular crystal
Residue after burning	1.5% Max
Insoluble in 1M NaOH	0.1% Max
Packing	25kgs/bag
Loading (20G°FCL)	25kgs/bag × 480bags = 12MT

Usage: Used as intermediates for synthesis dyes, medicine, pesticide and etc

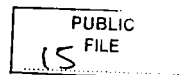
Phenylzoic Alcohol(PHT)

(苯肼醇)

Common name: 1-phenyl-3-hydroxy-1,2,4-triazol (PHT) Molecular formula: C_6H_7NO
Index

A. 1. Content	98% Min
Appearance	off-white powder
Water content	0.50%
Acidity (H ₂ SO ₄)	0.30%
Packing	25kgs/bag
Loading(20G°FCL)	25kgs/bag × 440bags = 11MT

Usage: Mainly used as the intermediate for triazophos pesticides and be applied in producing triazole-type pharmaceuticals and pesticides



OUR NEW PRODUCTS COMING INTO MARKET

Herbicide

Glufosinate-Ammonium Technical (草胺磷)

Common name:	Glufosinate-Ammonium	Molecular formula:	C ₈ H ₁₈ N ₂ O ₆ P
Item		Index	
A. I. Content		95.0%Min	
Appearance		Crystalline solid	
Packing		50kgs/Plastic drum	

Usage: Non-selective herbicide for use in tree crops (fruit trees, vines, oil palm, rubber and tea), vegetables, non-crop areas (paddy dykes, pre-planting application) and as desiccant of potatoes and other crops

Herbicide

Benoxacor Technical (解草酮)

Common name:	Benoxacor Technical	Molecular formula:	C ₁₁ H ₁₁ Cl ₂ NO ₂
Item		Index	
A. I. Content		95.0%Min	
Appearance		Off-white power	
Packing		25kgs/cardboard drum	

Usage: As a herbicide safener, benoxacor increases tolerance of maize to metolachlor under both normal and adverse environmental conditions. Does not affect activity of metolachlor on susceptible species. Available only in mixture with metolachlor, as a 30:1 ready mix

Insecticide

Metalddehyde (四氢乙醛)

Common name:	Metalddehyde	Molecular formula:	C ₄ H ₈ O ₂
Item		Index	
A. I. Content		6%Min	
Appearance		Blue Crystal	
Water content		7.0%Max	
PH value		5.0-7.0	
Granularity(4µm screen)		95%Min	
Packing		180g/200g/300g/350g/400g/bag	

Usage: Metalddehyde is applied as a molluscicide bait for controlling slugs and snails in a very wide range of agricultural and horticultural crops, and by members of the public to control slugs and snails in their gardens and allotments. In the UK, along with methiocarb (another slug and snail killer), metalddehyde is the only pesticide approved for use on all crops

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OUR NEW PRODUCTS COMING INTO MARKET

Product name

Diafenthiuron Technical (丁硫磷)

Common name: Diafenthiuron	Molecular formula: $C_{12}H_{11}NO_3S$
Item	Index
A. I. Content	95.0%Min
Appearance	Off-white power
Packing	25kgs/bag

Usage: It is widely applied in the fruit tree, the grain cotton and kapok, the vegetables and decorative plants. Can effectively control the aphid-sensitive, strains as well as carbamates, pyrethroids and imidacloprid produced by aphids, leathopper, spider, and the evening whitefly, such as whitefly, have been on resounding nature of the disomdback moth, piens, and the type of army worm pest control effect of a higher, the plants have been resistant mites.

Product name

Tebuconazole Technical (戊唑醇)

Common name: Tebuconazole	Molecular formula: $C_{12}H_{11}N_3O_3S$
Item	Index
A. I. Content	97.0%Min
Appearance	white powder
Packing	25kgs/cardboard drum

Usage: Tebuconazole is a fungicide for the control of smuts, bunt, seed rots and seedling blights on barley, oats and wheat as a seed treatment and for the control of Fusarium Head Blight on wheat as a post-emergent treatment.

Product name

Epoxiconazole Technical (烯唑醇)

Common name: Epoxiconazole	Molecular formula: $C_{17}H_{15}ClFN_3O_2$
Item	Index
A. I. Content	95.0%Min
Appearance	white crystalline powder
Packing	25kgs/cardboard drum

Usage: Broad-spectrum fungicide, with preventive and curative action, for control of diseases caused by Ascomycetes, Basidiomycetes, and Deuteromycetes in cereals, sugar beet, peanuts, oilseed rape, and ornamentals. Moreover, epoxiconazole provides excellent control of bean rust straightly and in the mixture with strobilurin fungicides

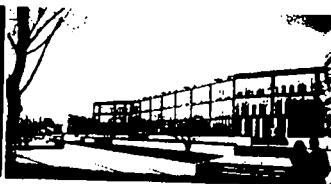
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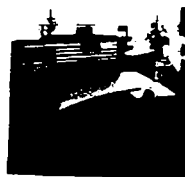
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FILE

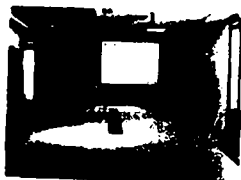
13



Qidong Factory



Shanghai Office



Changzhou Office



PUBLIC
FILE 12



- One of the biggest bases of Glyphosate(DDA Processing Route)in China
- The producer of Ethofumesate Phenmedipham and Desmedipham in China.
- We had earned rich experience in producing the mixture of Ethofumesate,Phenmedipham and Desmedipham
- Ammonium salt of Glyphosate;We can compete with any manufacturers in the world market by technique advantage
- ★ Our products have been registered all over the world.Such as USA,Brazil,Argentina and Australia...



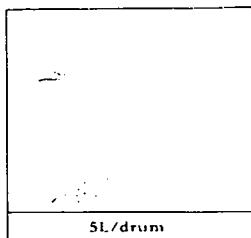
PUBLIC
FILE

11

江苏好收成农恩农化股份有限公司



Succeed in satisfying customers' requirements with excellent quality and various packing.



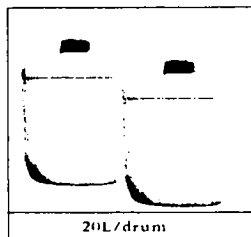
5L/drum



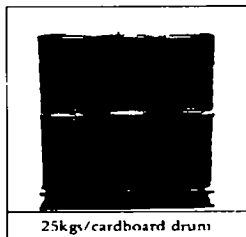
25kgs/woven bag



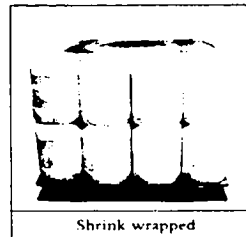
550kgs 600kgs 840kgs/bag



20L/drum



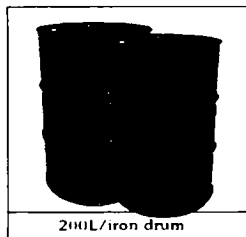
25kgs/cardboard drum



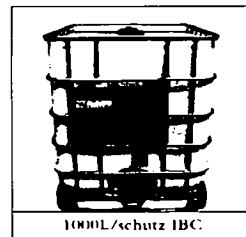
Shrink wrapped



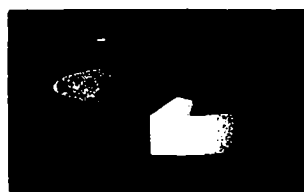
250kgs/drum 200L/drum



200L/iron drum



1000L/schutz IBC





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