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Wynca新安
国家之道 科技有灵魂



新安文化手册

WYNCA Culture Manual

浙江新安化工集团股份有限公司

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Wynca 新安



董事长致辞

Message from the Chairman

新安已经走过了40多年的风雨历程，几辈新安员工为了公司的发展壮大，付出了智慧与汗水，不但积累了丰厚的物质财富，同时也留下了宝贵的精神财富，是所有新安人都引以为豪的。企业发展历史，不仅是产业结构、经济规模的发展史，也是组织、制度的变迁史，更重要的是文化、精神的成长史。

今天，新安站在了一个新的起点，集团已经具备了相当的经济规模和发展实力，新安的愿景是美好的，目标是宏大的，未来的

道路充满艰险，有许多不确定性，在复杂多变的经济社会形势下，面对激烈竞争的市场环境，需要全体新安人的共同努力和不懈奋斗，把自己的事情做好，才能把握好每一个机遇，战胜一个个困难，取得一个又一个胜利。

用什么来凝聚、引导我们的未来？因素很多，但文化是基础的、核心的、首要的因素。新安文化是新安的灵魂，新安的使命、愿景、精神和价值观等等构成了我们的核心价值体系，是企业凝聚力、向心力的基石，对企业管理的引导、对未来战略的支撑都有巨大的作用。同时，企业文化明确地告诉员工应该干什么、不应该干什么；提倡什么、反对什么；能够让员工产生内在的规范性约束，通过文化的引领，能够使员工的个人目标与组织目标结合起来，在实现企业愿景的同时，实现自我价值。

整合提炼后的新安文化是全体员工智慧的结晶和价值观集成，是企业文化发展支持创新的成果，希望各位员工认真学习，用心体会，并自觉践行新安文化。树立崇高的使命，弘扬企业精神，遵守员工行为规范，增强对企业价值目标的认同感，并在实践中丰富、发展企业文化，共同为实现新安的美好愿景而努力奋斗。

董事长签名：

王峰

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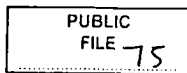
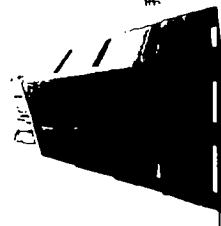
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新安之歌

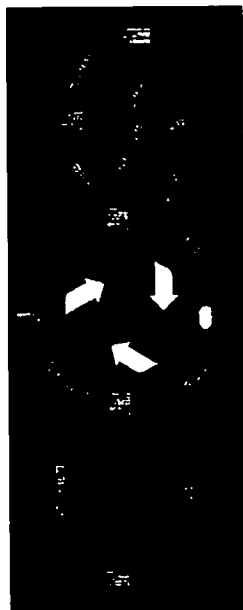
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做绿色化学的先行者与领跑者

地球是人类繁衍生存的家园，环境是我们生存发展的基础。新安人用心呵护地球，将保护环境视为企业发展生命。

过去，新安通过不懈探索，独创钛元素循环利用技术，实现了农药化工与硅基新材料两大主导产业的良性互动与协调发展，成为行业内循环经济模式约先行者。



未来，新安人将秉承“绿色化学、生命恒远”的理念，坚持走资源节约型、环境友好型的发展道路。通过创新科技、精益管理，开发出更多更好的产品，实现资源利用最大化，更好地服务社会、造福人类。

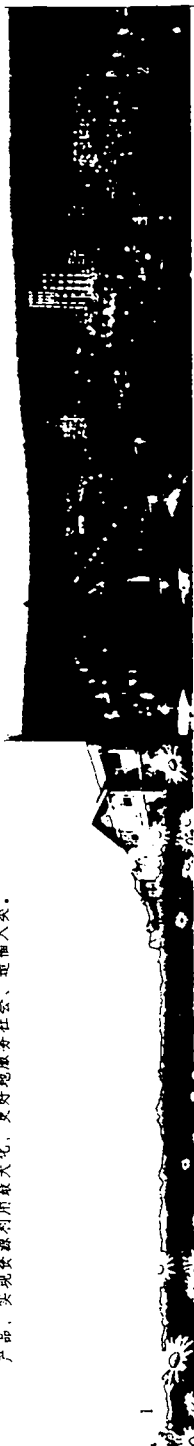
打造具有国际竞争力 和持续生命力的现代知名企业集团

国际竞争力，是指在国际市场上与世界一流跨国公司同台竞争的實力，持续生命力，是指在竞争中不断完善自我、超越自我，始终保持旺盛的生机和活力。

只有具备国际竞争力和持续生命力，才能确保新安在市场大潮中永立潮头，取得成功，使员工快乐工作、幸福生活。

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同创共享 新久安长

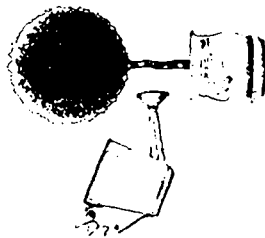
事业同创、利益共享、持久创新、和谐发展，是新安人的核心价值取向。

同创共享是新久安长的基础。

同创共享，就是员工、股东、客户三者共创事业，共同分享利益。员工为新久安成长付出劳动，股东为新久安搭建平台，客户为新久安经营创造市场，这是新久安事业大厦的基石。在创造财富的过程中，新久安坚持以价值激励员工，以效益回报股东，以精品奉献客户，认真履行社会责任。

新久安长是同创共享的成果。

新久安长，就是通过不断创新，使企业永葆恒久活力，通过建设和谐“心安”文化，实现企业长足发展。同创共享，才能使新安成为员工自豪、客户尊重、同行敬仰、政府支持、社会信任的优秀企业，确保新久安事业之树常青。



执着追求 持续创新

执着追求，就是坚持不懈、坚定从容，专注于自己的事业，把能做的事情做好，不断克服困难、把握机遇，赢得未来。

持续创新，就是生命不息、创新不止，通过持续实施技术创新、管理创新、市场创新，获取持续的竞争优势。



严 细 实 快

“严、细、实”是新安在历史发展中积累形成的精神财富与文化底蕴基因，“快”是新安在瞬息万变的市场竞争环境中必须具备的风格。

严：严谨组织，严谨管理，严格执行，
细：关注细节，重视细节，追求精细，
实：说实话，办实事，求实效，
快：快速高效，迅速灵敏。



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用我的智慧与您共赢未来

新安人用勤奋与智慧，致力于创造优质的产品、优良的服务和优秀的文化，让您优秀的品牌，让客户享有高品质、高附加值的精品，在创新中满足客户需求的过程中实现自身效益的最大化。

新安始终秉承合作共赢的理念，关注客户价值的实现，共享资源，互惠互利，实现双赢多赢，与合作者共同成长。

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新安是家庭 新安是学校 新安是舞台 新安是沃土

新安是温馨的家庭，新安人和睦相处，
互敬互爱，快乐分享，幸福生活，

新安是成才的学校，新安人敏而好学，
思进图强，学有所为，学以致用，

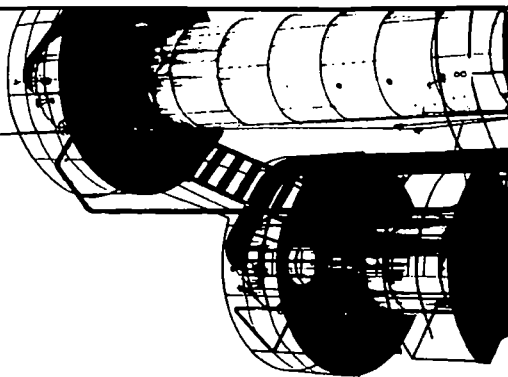
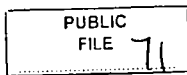
新安是广阔的舞台，新安人公平竞争，
协作共进，人尽其才，各展宏图，

新安是成长的沃土，每一粒希望的种子
都能在这里生根、发芽、结出累累硕果，



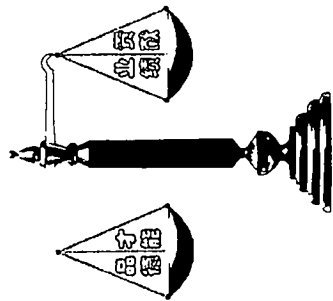
一切事故都是可以预防的

关爱生命，关注健康，让安全行动发自内心，
规范细节，从我做起，使安全行为成为习惯，
勇于担当，强化执行，使本质安全得以保障。



品德至上 绩效为先

选人用人不唯资历、不唯学历，重品德和才能，重业绩和贡献。不拘一格选拔、使用人才，做到人尽其才，才尽其用，给有德有才者以最大的发展空间，提供广阔的干事平台。

雄心谋略 定心应变
公心论事 虚心纳谏

有 雄心谋略之心，胸怀大志，善谋全局，做到顺应潮流、敢作敢为，
有 虚心纳谏之心，冷静沉着，处变不惊，做到深谋远虑、科学决策，
有 公心论事之心，明理律已，清正廉洁，做到公正对人、公平处事，
有 虚心纳谏之心，豁达开朗，虚怀若谷，做到从善如流、求同存异。

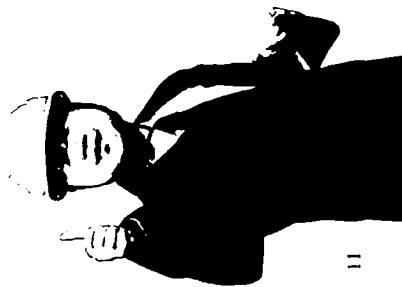
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诚实做人 认真做事

做事先做人，做事即做人。
做人“诚”字当头，做事认真第一。只
有诚实谦虚做人，才能认真踏实做事。



一、企业行为总则

坚持自力更生，艰苦奋斗，构建新安和谐。
坚持科学发展，促进新安发展。
坚持民生为本，提升新安管理。
坚持以人为本，彰显新安魅力。

二、生产经营规范

- 一、坚持产品质量和公共安全最重原则。
坚持管理创新，确保产品质量，努力提升售后服务水平。
坚持诚信经营，严禁弄虚作假，不以次充好，不短斤缺两。
坚持尊重用户，对用户意见及时反馈。若确系本公司的问题，应以其诚挚态度承担责任，若因用户产品使用不当，给予合理赔偿，不管用户投诉是否合理。
- 二、坚持节能环保原则，充分落实节能减排。
坚持产品节能与节能减排相结合，确保用户需要。
坚持设备维护与节能减排相结合，应尽快派出工程技术人员，提供上门服务。
坚持资源节约与节能减排相结合，力求用户满意。
坚持物资采购与节能减排相结合，不随意停放车辆。
坚持办公用品与节能减排相结合，纸张双面使用，无油垢，各种物品摆放整齐。
坚持节能减排与节能减排相结合，确保设备完好率符合要求，无跑冒滴漏。
坚持节能减排与节能减排相结合，共同创造美好环境。

三、企业决策规范

1. 遇到重大问题、应及时果断地做出决策。
2. 决策要大胆假设、小心求证，不要急躁冒进，一危孤行，也不能胆小怯事，错失良机。
3. 重大决策应按程序进行，对各种方案的筛选要有论证过程，并记录在案。
4. 作出重大决策时，应充分发扬民主精神，集思广益，汲取群众智慧，尽最大可能做到决策无严重失误。
5. 在实施决策过程中，要追踪考核，如造成失误，应追究相关人员的责任。
6. 所有涉及企业决策的机密文件必须妥善保管。

四、公关管理规范

1. 内求团结，外求发展，内聚人心，外取公信，内增实力，外塑形象，营造良好的公众舆论环境。
2. 有效策划公关活动，提高企业知名度美誉度，企业处于逆境时，要居安思危，并做好纾解危机的思想准备，做到有备无患。
3. 如遇公关危机，切勿惊慌失措，大家应齐心协力，同舟共济，共渡难关，公司领导更应以身作则，发挥模范带头作用。
4. 积极开展行之有效的公关活动，努力争取社会各界的支持，包括人力、财力、物力和舆论的支持。
5. 把事实真相告知全体员工，唤起员工的危机感、紧迫感与责任感，形成强大的向心力和集体归属感。

五、工作例会规范

1. 例会应定期举行，出席会议由相应层次的人员在规定的时间内参加，无故缺席者，应予以通报。
2. 会议主持人应在会前通知，不拖泥带水，一般会议不超过1小时，重要会议不得超过1小时10分钟。
3. 会议主持人应在会前，将议题、议程、议程顺序，汇报时间，坚持用事实说话，用数据说话。
4. 对会上问题，应充分讨论，细致、反复讨论，又要不失时机地作出决策。
5. 会后应进一步，并在下次会议上重复提出同一问题。
6. 主持人要如实报告中心议题，把问题讨论得透彻明了，对问题解决方案，要明确提出可行的指令，指定落实的人员和期限，并提出考核、检查、反馈和奖惩措施。
7. 会议结束后，主持人应简要总结，重申几点结论，引起注意，强化记忆，确保会议决定的落实执行。
8. 会后应及时将会议内容整理完善，需要向下级或员工传达的内容，要及时传达。
9. 应有专人负责会议的记录、编号、存档。

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六、接待工作规范

1. 接到来访信息，应做好接待准备。重大接待应做好计划安排，包括了解来访者的来访目的和要求，安排来访活动时间、安排会场、准备好投影或视听设备以及书面资料，安排接待领导和相关人员等。
2. 对重要客人，接待人员应在公司大门口迎接，一般客人可在楼厅迎接，应微笑并有礼貌地握手致意。
3. 重大接待应做好摄影、录像、记录等工作，并请来访者留言或题词。
4. 接待人员在仪表、仪容、举止、语言方面应成为一般员工的楷模，应熟悉公司和经营业务发展的情况，熟练回答来访者的提问。
5. 接待人员应始终陪同客人，并应事先计划进行各项活动。
6. 接待过程应热情大方，做到有礼有节。

七、信息沟通规范

1. 公司建立健全信息上传下达、信息上传的信息沟通机制，各类信息有明确的沟通渠道和管理体系。
2. 信息沟通有规范的程序，信息的面面及电子邮件格式统一完备，资料齐全，装订统一，检索方便。
3. 信息沟通应当力求准确、完整、及时、高效。
4. 建立宣传思想工作责任制，定期交流员工思想动态，对员工出现的困难和问题采取有效措施，对员工中出现的突发事件应迅速宣传和推广。
5. 由专人负责对外宣传报道等，反映公司发展最新动态，宣传公司的基本理念。
6. 新闻媒体保持最丰富的联系与合作，积极宣传企业重要信息，以高度认真负责的态度做好宣传报导工作。

一、工作行为规范

- 按规定时间到岗，清洁工作环境，做好进入工作状态的准备，上班铃响，办公室清扫应完毕，开始正常工作，保持良好状态。
- 按规定时间下班，清理收拾好文件、办公用品，保持好的工作环境。
- 按期完成工作任务及领导交办的临时性事务，并不断总结提高。
- 本职工作尽职尽责，对其他部门的工作多提建设性建议。
- 厂区内、办公区一律严禁吸烟。
- 上班期间不看与工作无关的书刊。
- 保持工作环境舒适整洁，有序摆放各种工作资料、工具，准确及时完成工作交接和信息传递。

二、交往行为规范

- 上级对下级要乐于并善于进行工作指导，下级要虚心听取，并维护上司的权威性，对于有异议之处，通过合适方式进行沟通交流。
- 尊敬并学习先进代表，老师傅、老同志，关心并勉励后进成员、新员工、新同志。
- 切忌背后非议同事，捕风捉影，揭人隐私。
- 严格保守公司机密，维护公司利益，严禁以不负责任的态度，不全面的信息向公司外的组织、个人发表自己对公司的评价。
- 恪守信用，尊重客户，诚恳、平等、公正地对待客户，自觉树立和维护公司形象。
- 任何情况下严禁与客户争吵，对于客户提出的合理意见，要虚心接受，对于不合理意见甚至是无理批评，也要忍让宽容，得理让人。

7. 开展正当竞争，以自身实力与信誉去争取客户，忌夸大、虚构别人的长处，或掩蔽、诋毁别人的长处。

三、个人形象规范

1. 提倡讲普通话，对外交往不得使用方言。
2. 不讲粗话、脏话、蔑视人的话，严禁给人取绰号。
3. 工作场所保持安静，严禁聊天与高声喧哗。
4. 严禁酗酒，严禁赌博、吸烟。不在上班时问做与工作无关或不文明的行为。
5. 全体员工必须着工作装上岗。
6. 面貌整洁，妆容得体，不佩戴过多过于耀眼的饰物。
7. 站姿自然、挺拔，坐姿文雅、端正，不要趴在桌上或斜躺在椅子上。

四、个人情绪规范

1. 培养良好稳定的工作情绪，打造健康开放的阳光心态，营造宽松友好的企业氛围，提高工作效率。
2. 不因工作中的成绩或其他喜事而沾沾自喜，甚至得意忘形，始终保持危机感与紧迫感。
3. 不因受到批评或其它败兴之事而怨天尤人，要自我反省，努力改进。
4. 不因工作中的挫折、失败而自怨自艾，情绪消沉，要总结教训，百折不挠。
5. 不在工作中发牢骚、摆脸色、拿架子、发脾气、人为设置障碍。

员工职业道德规范

忠诚、敬业、服务、奉献

职业道德规范

- 有崇高的职业理想
- 有高尚的职业情操
- 有纯正的职业作风
- 有严格的职业纪律
- 有娴熟的职业技能
- 有遵纪守法的职业意识
- 有社会责任感 and 自尊心

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职业道德规范

一、新安七戒

- 一戒损企利私，二戒推卸责任，三戒打击报复，四戒本位主义，五戒因循守旧，六戒骄傲自大，七戒铺张浪费。

二、品德高尚

- 1、遵守社会公德、家庭美德，
- 2、任何活动中都要严格遵守相关纪律，
- 3、不以工作之便谋求私利、假公济私、贪污腐化，
- 4、诚实守信，履行承诺服务要言而有信，说到做到。

三、团结协作

- 1、认同新安化工核心价值观，
- 2、奉行集体奋斗原则，做到团结协作，勇往直前，不因个人私利而相互拆台，
- 3、任何个人利益都必须服从公司利益，将个人努力融入集体奋斗之中。

四、尊重沟通

- 1、尊重知识、尊重人才、尊重创造、尊重个人尊严，
- 2、上下级之间、同事之间要善于沟通，经常交流，坦诚相待，
- 3、不诋毁同事声誉，不诋毁他人成功和失败，
- 4、对人对事公正、客观，实事求是。

五、开放胸怀

- 1、不断学习国内外有益于企业发展的经验和技巧，
- 2、不搞封闭的小圈子，
- 3、勇于承认错误，正视自身弱点和不足，并尽力改变，
- 4、勇于培养和推荐比自己强的人。

六、拼搏进取

- 1、不断学习，永不满足，
- 2、不但要适应现阶段的发展，更要清醒认识到未来的需要，
- 3、艰苦奋斗、勤奋好学，自强不息。

七、主动热情

- 1、以主人翁姿态，保持高度的热情投入到每一项工作之中，
- 2、待客礼貌、热情，耐心联系相关工作部门，主动服务，无过改过行，
- 3、服务耐心周到，主动了解客户需求、不满和愿望，努力使其满意，
- 4、耐心倾听客户投诉，找出事情发生的原委，并迅速解决和报告。

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Wynca新安

赢家之道 新化学集团

标识以企业英文名“WYNCA”的五个字母与“新安”两个字
的组合为设计元素，形象地表达了深刻的设计理念。
造型上，为追求Wynca整体设计的精神，故将Wynca
小写，视觉效果简洁大方，清新自然，在中文环境
中作为视觉识别的核心符号。“新安”两个字
的字体和笔触设计，在追求与英文“Wynca”风格协调的同时，加强了
有力点图形的独特有专用设计。

“Wynca”是对英文组合“WYNCA”的缩写，
表达“赢家之道新化学先锋”的深刻内涵。具体诠释如下

源自英文词“WIN”，取其“赢”意。新安关于“赢”的立
人，战胜自我，实现客户、股东、员工以及企业的共赢。

源自英文词“WAY”，取其“道”意。新安关于“道”的立
然，崇尚科学，缔造和谐，持续发展。

源自英文词“NEW”，取其“新”意。新安关于“新”的立
安，以心致远，争创一流，新久安长。

源自英文词“CHEM”，取其“化学”意。新安关于“化学”的立
洞察物质本质，提高生活品质，倡导科学精神，追求生态和谐，以“绿色
化学，生命和谐”为目标，实践绿色“新化学”。

源自英文词“LEADER”，取其“先锋”意。新安关于“先锋”的立
优质化工产品的制造者，优选解决方案的提供者，优势发展方向的探索
者。

“Wynca”二字，一方面是公司的名字，另一方面则突出了寄寓在名字
中的丰厚思想。

“Wynca”二字，一方面是新安化工要实现企业的安定团结，

“Wynca”二字，一方面是新安化工要实现企业的持续生命力，

“Wynca”二字，一方面是新安化工要实现企业的发展让每个员工安居乐业，
享美好生活。

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1997年时开化合成材料

1993年股份制改造,夏

浙江省新安化工(集团)股份有限

1981年成立“浙江省新安江化学工业集团公司”

创建于1965年

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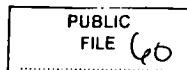
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**打造具有国际竞争力
和持续生命力的现代知名企业集团**

2012年2月 印制



Australian Government
Australian Customs and
Border Protection Service



Wynca

**International Trade Remedies Branch
Exporter Questionnaire**

Zhejiang Xinan Chemical Industrial Group Co., Ltd
and
Zhejiang Wynca Import & Export Co., Ltd

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**
Extended to 2 April 2012
Investigation case manager: Christie Sawczuk
Phone: +61 2 6275 5965
Fax: +61 2 6275 6990
E-mail: tmops2@customs.gov.au

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

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GOODS UNDER CONSIDERATION

The goods under consideration (the goods) i.e. the goods exported to Australia, allegedly at dumped prices, are formulated glyphosate. The applicant provided further details as follows:

General description

The application specifies that:

*"The imported product the subject of this application is formulated glyphosate, a non-selective herbicide, imported in varying strengths of the active glyphosate acid ingredient ("glyphosate technical"). A non selective herbicide is one that controls weeds in all situations"*¹.

Formulated glyphosate products are used for the non-selective control of weeds and are absorbed by the leaves and green tissue of susceptible plants. Translocated throughout the plant, formulated glyphosate based herbicides inhibit a specific enzyme, EPSP synthase, which plants need in order to grow. Without that enzyme, plants are unable to produce other proteins essential to growth, so they yellow and die over the course of several days or weeks.

Glyphosate formulations

The application states that in the Australian market the different formulations (of glyphosate) are described according to grams of glyphosate technical per litre (g/L) or kilogram, whereas on the global market the formulations are commonly described by the percentage of glyphosate technical contained in the formulations on a weight for weight basis. The application contains the following indicative comparison of the glyphosate formulations described by grams per litre / kilogram or percentage basis of glyphosate technical.

Unit of product	Glyphosate content – measured as g/L or grams per kilogram	Glyphosate content – measured on a weight per weight basis (expressed as a percentage)
Litre	360	41.6%
Litre	450	50.6%
Litre	570	61.5%
Kilogram	680	75.7%

This table is indicative only².

¹ Application for the publication of a dumping duty notice for formulated glyphosate exported from China (Application), page 7.

² Application, page 8.

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The application specifies that:

"This application is concerned with imported Glyphosate in all its fully formulated liquid forms including Glyphosate 360, Glyphosate 450 and Glyphosate 570 and the fully formulated dry form including Glyphosate 680"³.

The applicants claim that:

- the imported formulated glyphosate products (at varying strengths) have the same end use;
- all formulations strengths are substitutable;
- the imported dry formulation can be substituted for liquid forms; and
- all imported formulations are applied within the approved application rates indicated on the product label, expressed on a litre per hectare basis.

Therefore, at this consideration stage, the Australian Customs and Border Protection Service (Customs and Border Protection) considers that the goods covered by this application, and thus any subsequent investigation, includes formulated glyphosate in any form (i.e. not limited to liquid forms) and at any concentration (whether described according to weight of glyphosate technical by volume or percentage of glyphosate technical).

Exclusion of certain goods from investigation

The application specifies that it is important to distinguish between formulated glyphosate (i.e. the goods) and glyphosate acid, which is the primary ingredient in the manufacture of formulated glyphosate. Glyphosate acid is not the subject of the application.

Customs and Border Protection considers that the goods covered by this application, and any subsequent investigation does not include glyphosate acid"

In relation to these matters, Zhejiang Xinan Chemical Industrial Group Co., Ltd. ("ZXC") wishes to advise Customs that the Australian industry does not produce granulated glyphosate. Granulated glyphosate cannot be considered to be "like goods" to liquid forms of glyphosate.

ZXC respectfully submits that they are radically different in the context of likeness required for anti-dumping analysis, and expresses its surprise and concern that the contrary has been submitted by the applicants.

ZXC requests that granular forms of glyphosate be excluded from this investigation.

ZXC will be providing a further, separate submission in this regard shortly.

³ Application, page 8.

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

Name: Madam Weng Xinhong
Position in the company: Legal Department Manager
Address: No.555 East Xinan Road
Xinan Jiang Street
Jiande City
Zhejiang Province
China
Telephone: +86 571 6478 7372
Facsimile number: +86 571 64787372
E-mail of contact person: weng_xh@wynca.com

Factory

Address: No.111 Zhongtan Road
Mamu Industrial Park, Xiaya Town
Jiande City
Zhejiang Province
China
Telephone: +86 571 6478 7372
Facsimile number: +86 571 6478 7372
E-mail of contact person: weng_xh@wynca.com

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: Daniel Moulis
Address: 6/2 Brindabella Circuit
Brindabella Business Park
Canberra International Airport
Australian Capital Territory 2609
Australia
Telephone: +61 2 6163 1000
Facsimile number: +61 2 6162 0606
E-mail of contact person: daniel.moulis@moulislegal.com
All communications in relation to this matter should be directed to Moulis Legal in the first

instance.

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.

This Exporter Questionnaire ("EQ") response relates to two entities.

The first is Zhejiang Xinan Chemical Industrial Group Co., Ltd. ("ZXC"). ZXC is a share limited company, and is listed on the Shanghai Stock Exchange ("SSE"). Its stock code is 600596. ZXC was the manufacturer and domestic seller of the goods at all relevant times. It was also the exporter of the goods until August 2011.

The second entity is Zhejiang Wynca Import & Export Co., Ltd ("Wynca I/E"). Wynca I/E is a limited liability company, and is a wholly owned subsidiary of ZXC. It was established to handle import and export activities on behalf of its parent company. Wynca I/E has no domestic sales. It was the exporter of the goods to Australia from September 2011.

Whether an answer is made on behalf of ZXC or Wynca I/E should be self-explanatory from the text. Where a question in this EQ needs to be answered differently for Wynca I/E, this is indicated.

Please see **Attachment 1** for copy of the business certificates of ZXC and Wynca I/E.

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).

The principal shareholders of ZXC are:

- Transfar Group Co., Ltd. ("Transfar"), with a shareholding of [CONFIDENTIAL TEXT DELETED]%; and
- KaiHua State Owned Assets Management Co., Ltd, with a shareholding of [CONFIDENTIAL TEXT DELETED]%.

Wynca I/E is a wholly owned subsidiary of ZXC.

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

ZXC is not a subsidiary of another company.

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

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Not applicable.

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

Please see the diagram at **Attachment 2. [CONFIDENTIAL ATTACHMENT]**

Please note that, amongst the associated companies listed in the diagram, the following companies undertook activities related to the production or sale of the GUC in the POI:

- **[CONFIDENTIAL TEXT DELETED]** produced glyphosate acid and 41% liquid formulated glyphosate during the POI;
- **[CONFIDENTIAL TEXT DELETED]** was responsible for the production and/or initial purchase of some of the packaging used by ZXC (plastic bottles, cartons and iron drums);
- Wynca I/E sold the GUC for export; and
- **[CONFIDENTIAL TEXT DELETED]** was responsible for some of the transportation activities involved with the GUC.

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

No

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

The nature of ZXC's business is producing and selling agrochemical, organosilicon and inorganic silicon products.

Wynca I/E undertakes import procurement and export selling activities for ZXC. These activities previously took place within ZXC.

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.

ZXC performed all of these functions during the POI.

From September 2011, the export selling functions of ZXC were handled by Wynca I/E.
[CONFIDENTIAL TEXT DELETED]

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

ZXC's internal organisation chart and the explanation of functions performed by each department is at **Attachment 3 [CONFIDENTIAL ATTACHMENT]**. The functions performed by each group are as follows:

Name	Function
[CONFIDENTIAL TEXT DELETED]	

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

Please refer to www.wynca.com for general information concerning ZXC.
A business brochure which explains Wynca's business culture is at **Attachment 4**.

A-4 General accounting/administration information

1. Indicate your accounting period.

ZXC's accounting period is from January 1 to December 31 of each year.

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

The financial records of ZXC and Wynca I/E are either held at or are accessible from its office address, as indicated in A-1.

3. Please provide the following financial documents for the two most recently completed financial years plus all subsequent monthly, quarterly or half yearly statements:

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

See **Attachment 5 [CONFIDENTIAL ATTACHMENT]** for ZXC's chart of accounts.

See **Attachment 6 [CONFIDENTIAL ATTACHMENT]** for ZXC's 2010 audited accounts.

See **Attachment 7 [CONFIDENTIAL ATTACHMENT]** for ZXC's financial statements for the year 2011.

Please note that the 2011 financial statements have not yet been audited. ZXC is a public company and cannot release its audited accounts until they are publicly disclosed to the SSE. The audited accounts for the 2011 calendar year are likely to be released not later than 23 April and will be immediately provided to Australian Customs at that time.

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.

Both ZXC and Wynca I/E are required to have their accounts audited.

Wynca I/E will issue its first audited set of accounts by 23 April 2012.

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

No

6. Describe the significant accounting policies that govern your system of accounting, in particular:

- the method of valuation for raw material, work-in-process, and finished goods inventories (e.g. last in first out – LIFO, first in first out- FIFO, weighted average);

ZXC's method of valuation for raw material, work-in-process, and finished goods inventories is [CONFIDENTIAL TEXT DELETED]

- 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);

ZXC's costing method is [CONFIDENTIAL TEXT DELETED]

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

Income on damaged or sub-standard goods is [CONFIDENTIAL TEXT DELETED]

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

Scrap materials will be [CONFIDENTIAL TEXT DELETED].

Sales income for by-products will [CONFIDENTIAL TEXT DELETED]

ZXC does not have [CONFIDENTIAL TEXT DELETED]

- The valuation and revaluation methods for fixed assets;

The valuation and revaluation methods for fixed assets are according to [CONFIDENTIAL TEXT DELETED]

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

The average useful life for each class of production equipment is according to the national standard of fixed assets. Depreciation method is [CONFIDENTIAL TEXT DELETED]. Estimated salvage value rate is [CONFIDENTIAL TEXT DELETED]

The yearly depreciation rates are as follows:

Type of fixed asset	Useful life (years)	Yearly depreciation rate (%)	Residual value rate (%)
Machinery equipment	[CONFIDENTIAL TEXT DELETED]		
Electronic equipment			
Transportation equipment			

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

Foreign currency transactions are recorded as RMB which is translated at [CONFIDENTIAL TEXT DELETED]. Foreign currency closing balance and monetary items are translated at [CONFIDENTIAL TEXT DELETED]. Foreign exchange gains and losses are recorded into [CONFIDENTIAL TEXT DELETED].

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

Assets and liabilities items in the balance sheet are translated at [CONFIDENTIAL TEXT DELETED]. Among the owner's equity items, except the undistributed profits item, others are translated at [CONFIDENTIAL TEXT DELETED]. The balance arising from the translation of foreign currency financial statements in compliance with the said items is [CONFIDENTIAL TEXT DELETED].

- inclusion of general expenses and/or interest;

Total cost is composed of [CONFIDENTIAL TEXT DELETED].

- provisions for bad or doubtful debts;

Provision for bad debts accords to the account age analysis method as follows:

Age of debt	Accrual rate (%)
Less than 1 year	[CONFIDENTIAL TEXT DELETED]
1 to 2 years	

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2 to 3 years	
Over 3 years	

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

Idle equipment is [CONFIDENTIAL TEXT DELETED]. Depreciation is [CONFIDENTIAL TEXT DELETED].

- costs of plant closure;

There were no plant closures during the investigation period.

- restructuring costs;

There were no restructuring costs during the investigation period

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

Please see ZXC's response above in relation to "valuation methods for scrap, by products, or joint products".

- effects of inflation on financial statement information.

Inflation was not a relevant factor during the POI.

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.

ZXC's accounting methods have not changed 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)				

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Raw materials (4)				
Direct labour (5)				
Depreciation (6)				
Manufacturing overheads (7)				
Other operating expenses (8)				
Total cost to make (9)=(4+5+6+7+8)				
Operating income (10=3-9)				
Selling expenses (11)				
Administrative & general expenses (12)				
Financial expenses (13)				
SG&A expenses (14)=(11+12+13)				
Income from normal activities (15)=(10-14)				
Interest income (16)				
Interest expense (enter as negative) (17)				
Extraordinary gains and losses – enter losses as negative (18)				
Abnormal gains and losses – enter losses as negative (19)				
Profit before tax (20)=(15+16+17+18+19)				
Tax (21)				
Net profit (22)=(20-21)				

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

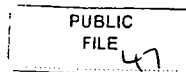
See Attachment 8. [CONFIDENTIAL ATTACHMENT]
[CONFIDENTIAL TEXT DELETED]

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				

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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				
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.

See Attachment 9. [CONFIDENTIAL ATTACHMENT]

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).

Name	Address	Contact name	Trade level
[CONFIDENTIAL TEXT DELETED]			

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.

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Goods are sent to each customer in Australia as follows:

[CONFIDENTIAL TEXT DELETED]

- 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.

Please see answer immediately above.

- 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.

ZXC and Wynca I/E adopt a variety of trading terms for the different export customers. Transactions are based on [CONFIDENTIAL TEXT DELETED]. Ownership is transferred on [CONFIDENTIAL TEXT DELETED].

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

[CONFIDENTIAL TEXT DELETED]

- 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.

Sales are on a spot basis. ZXC will be contacted by a prospective customer and will negotiate price according to [CONFIDENTIAL TEXT DELETED]. Once the price is acceptable to both parties, a sales agreement with the customer will be entered into.

ZXC will then arrange for the production or sale from stock and delivery of the goods according to the agreed terms. [CONFIDENTIAL TEXT DELETED]

The same sales process applies to sales made through Wynca I/E.

- State whether your firm is related to any of its Australian customers. Give details of any financial or other arrangements (eg free goods,

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rebates, or promotional subsidies) with the customers in Australia (including parties representing either your firm or the customers).

[CONFIDENTIAL TEXT DELETED]

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

[CONFIDENTIAL TEXT DELETED]

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.

All Australian sales are of [CONFIDENTIAL TEXT DELETED]. There is [CONFIDENTIAL TEXT DELETED] no level variations are apparent.

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

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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.

See Attachment 10 [CONFIDENTIAL ATTACHMENT].

Wynca I/E export sales are identified in a separate worksheet in this Attachment.

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.

[CONFIDENTIAL TEXT DELETED] In this regard please also refer to Section E-1, below.

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

- provide a description; and

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- 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.

[CONFIDENTIAL TEXT DELETED]

- 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.

[CONFIDENTIAL TEXT DELETED]

- 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)

The trading terms for Australian customers during the POI [CONFIDENTIAL TEXT DELETED]

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

- the importer's purchase order, order confirmation, and contract of sale;
- any technical material in respect of the goods;
- commercial invoice;
- bill of lading, export permit;
- freight invoices in relation to movement of the goods from factory to Australia, including inland freight contract;
- marine insurance expenses; and
- letter of credit, and bank documentation, proving payment.

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

See Attachments 11(a) and 11(b) [CONFIDENTIAL ATTACHMENTS] – one example

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set for ZXC and Wynca I/E respectively.

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.

Exported product name	Export unit	Glyphosate content measured as g/L or grams per kilogram	Glyphosate isopropylamine and ammonium content measured on a weight per weight basis (expressed as a percentage)	Glyphosate content measured on a weight per weight basis (expressed as a percentage)
[CONFIDENTIAL TEXT DELETED]				

Note

- 1 [CONFIDENTIAL TEXT DELETED] it is included in the above chart for completeness.

A Exported and domestic goods – comparisons for margin calculation purposes

[CONFIDENTIAL TEXT DELETED].⁴

B Exported and domestic goods – comparisons for purposes of likeness with products claimed to be produced by the applicants

[CONFIDENTIAL TEXT DELETED] in order to emphasise the differences between the liquid and granular forms. The Australian industry applicants do not produce the granular form. ZXC submits that the granular products should be excluded from the scope of this investigation.

[CONFIDENTIAL TEXT DELETED]

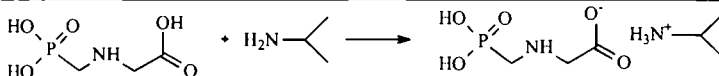
1 Process difference

41% and 51% glyphosate are two kinds of glyphosate isopropylammonium product. A simple description of the process is that glyphosate acid (CAS 1071-83-6) reacts with the monoisopropylamine (CAS 75-31-0) in water, to which surfactants are also added. Filter pressing then follows, and packing.

The chemical reaction formula is as follows:

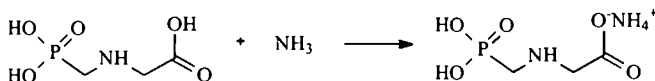
⁴ [CONFIDENTIAL TEXT DELETED]

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757 glyphosate is a kind of ammonium glyphosate product. A simple description of the process is that ammonium glyphosate is mixed with ammonium chloride/ammonium sulphate, surfactants and dyes in the mixer. It is then granulated and packed. The main material of 757 glyphosate is ammonium glyphosate, which is from the glyphosate acid reaction with ammonia. This crystallizes after methanol extraction. ZXC's ammonium glyphosate production technology is patented. The patent is named *Preparation of solid ammonium glyphosate using organic solvent in extraction*. The Australian patent code is 2003261610. The US patent code is US7435847.

The chemical reaction formula is as follows:



Please also refer to ZXC's response to G-1.1 in this EQ for more information in this regard.

2 Production facilities difference

A key point to note is that the production facilities for the 41% and 51% products cannot be used to produce the granular product.

Product	41%, 51% glyphosate	757 glyphosate
Main facilities	Reactor	Reactor and crystallizer
	Filter press	Mixer
	Filler	Granulator, dryer

3 Chemical composition difference

Product	41%, 51% glyphosate	757 glyphosate
Substance	Glyphosate isopropylammonium	Ammonium glyphosate
CAS	38641-94-0	114370-14-8
Molecular weight	228.1	186.1
Molecular formula	$\text{HO}-\text{P}(=\text{O})(\text{OH})-\text{NH}-\text{CH}_2-\text{COO}^- \text{H}_3\text{N}^+-\text{CH}(\text{CH}_3)_2$	$\text{HO}-\text{P}(=\text{O})(\text{OH})-\text{NH}-\text{CH}_2-\text{COO}^- \text{NH}_4^+$
Other materials	Water	Ammonium chloride/ammonium sulphate
	Surfactant	Surfactant

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4 Form and packing difference

Product	41%, 51% glyphosate	757 glyphosate
Form	Liquid	Solid granular
Packing	Drum/barrels/bottles	From bulk bags to various sizes of retail packs

According to Table A-3.1 (Application, page 8) and Australian channel to market diagram (Application, page 14), the applicants do not produce 757 glyphosate. Instead, it is imported by them from USA.

ZXC maintains that the granular 757 glyphosate product is not a "like product" to the 41% and/or 51% liquid product mixed by the applicants, and that it should be excluded from the scope of this anti-dumping investigation.

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).

Product Name
[CONFIDENTIAL TEXT DELETED]

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;

Export	Domestic
[CONFIDENTIAL TEXT DELETED]	

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	If goods are identical indicate "YES".	Where the good exported to Australia is not identical to the like goods, describe the specification differences. If it

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	country of export	Otherwise "NO"	is impractical to detail specification differences in this table refer to documents which outline differences
--	-------------------	----------------	------------------------------------------------------------------------------------------------------------------------

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

The differences have been explained in this Section C. Please also refer to E-2.1 below.

[CONFIDENTIAL TEXT DELETED] A picture of these products is below:



[CONFIDENTIAL TEXT DELETED]

- 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.

See Attachment 12.

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.

In basic terms, [CONFIDENTIAL TEXT DELETED]

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.

[CONFIDENTIAL TEXT DELETED]

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- 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.

[CONFIDENTIAL TEXT DELETED]

- 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.

[CONFIDENTIAL TEXT DELETED]

- 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

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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.

See Attachment 13 [CONFIDENTIAL ATTACHMENT].

- 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.

[CONFIDENTIAL TEXT DELETED]

See also Section E for further information regarding adjustments.

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

- provide a description; and
- explain the terms and conditions that must be met by the customer to qualify for payment.

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

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

[CONFIDENTIAL TEXT DELETED] Regarding these matters, please refer to Section E-2.10.

- 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.

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See Attachment 14 [CONFIDENTIAL ATTACHMENT].

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

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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.

Export inland transportation costs are located in the selling expenses account [CONFIDENTIAL TEXT DELETED]. These costs have been identified and allocated to export sales in the [CONFIDENTIAL TEXT DELETED]

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.

Handling, loading and ancillary expenses are also located in the selling expenses account [CONFIDENTIAL TEXT DELETED]. As explained, export inland transportation expenses are included in the same account and have been allocated across the export sales

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 eg, short term borrowing in the currency concerned.

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

There are a variety of export credit terms agreed at the time of purchase, as shown in column M of the Australian sales spread sheet at Attachment 11. [CONFIDENTIAL TEXT DELETED]

ZXC's short term borrowing interest rates ("one year working capital loan rate") during the POI were as follows:

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Month	One year working capital loan rate (2011)	Month	One year working capital loan rate (2011)
January	[CONFIDENTIAL TEXT DELETED]	July	[CONFIDENTIAL TEXT DELETED]
February		August	
March		September	
April		October	
May		November	
June		December	

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'**.

[CONFIDENTIAL TEXT DELETED]

In the Australian sales spread sheet these are shown in column AC.

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.

[CONFIDENTIAL TEXT DELETED]

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

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[CONFIDENTIAL TEXT DELETED]

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.

[CONFIDENTIAL TEXT DELETED]

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.

[CONFIDENTIAL TEXT DELETED]

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.

ZXC does not consider that there was a sustained movement in currency during the investigation period.

E-2 Costs associated with domestic sales

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

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

1. **Physical characteristics**

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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.

[CONFIDENTIAL TEXT DELETED] These differences have been costed and are included in column AE of the domestic sales spread sheet at **Attachment 13 [CONFIDENTIAL ATTACHMENT]**.

Please refer to **Attachment 15 [CONFIDENTIAL ATTACHMENT]** for details.

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.

A VAT rebate of 5% is payable to an exporter when the goods under consideration are exported from China. The internal VAT rate in China on formulated glyphosate is 13%.

[CONFIDENTIAL TEXT DELETED] Column AD of the domestic sales spread sheet at Attachment 13 [CONFIDENTIAL ATTACHMENT] incorporates the 8% adjustment which is called for in these circumstances.

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.

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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.

[CONFIDENTIAL TEXT DELETED]

Product	Level/date of sale	Price/volume	Difference
[CONFIDENTIAL TEXT DELETED]			

[CONFIDENTIAL TEXT DELETED]

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 borrowings 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.

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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 system⁵, 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.

There are a variety of domestic credit terms agreed at the time of purchase, as shown in column L of **Attachment 13 [CONFIDENTIAL ATTACHMENT]. [CONFIDENTIAL TEXT DELETED]**

ZXC's short term borrowing interest rates ("one year working capital loan rate") during the POI are set out in E-1.3 above.

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

5. Transportation

⁵ 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.

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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.

Inland transportation costs for domestic sales are located in the selling expenses/freight account [CONFIDENTIAL TEXT DELETED]. Freight is recorded into the account in accordance with the invoice. These costs have been allocated across domestic sales and are recorded in column W of Attachment 13 [CONFIDENTIAL ATTACHMENT].

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.

[CONFIDENTIAL TEXT DELETED]

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**".

These are reflected in column W of Attachment 13.
Generally, please see our comments in E-1.4 above.

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.

[CONFIDENTIAL TEXT DELETED]

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

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adjustment will be considered. Identify the ledger account where the expense is located.

[CONFIDENTIAL TEXT DELETED]

10. Other factors

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

- *inventory carrying cost*: describe how the products are stored prior to sale and show data relating to the average length of time in inventory. Indicate the interest rate used;
- *warehousing expense*: an expense incurred at the distribution point;
- *royalty and patent fees*: describe each payment as a result of production or sale, including the key terms of the agreement;
- *advertising*; and
- *bad debt*.

[CONFIDENTIAL TEXT DELETED]

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.

No duplication of the requested adjustments is apparent.

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"

See Attachment 16 [CONFIDENTIAL ATTACHMENT].

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

ZXC does not believe that Australian Customs will need to reference to third country sales information.

SECTION G - COSTING INFORMATION AND CONSTRUCTED VALUE

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

- testing the profitability of sales of like goods on the domestic market;
- determining a constructed normal value of the goods - 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.

See **Attachment 17 [CONFIDENTIAL ATTACHMENT]** for:

- a flowchart of the process of producing glyphosate acid, the basic raw material common to all the products;
- flowcharts for the production of 41% and 51% glyphosate;
- a flowchart for **[CONFIDENTIAL TEXT DELETED]** granular glyphosate production, which includes a flowchart for ammonium glyphosate, the intermediate raw material for granular glyphosate.

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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".

See Attachment 18 [CONFIDENTIAL ATTACHMENT].

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.

ZXC uses the UFIDA software accounting system.

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.

ZXC's cost accounting system is based on [CONFIDENTIAL TEXT DELETED] were used in our responses to this questionnaire.

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

There were no significant or unusual cost variances that occurred during the investigation period

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

There are cost centres and profit centres in ZXC's accounting system.

The sales departments are the profit centres and the plants are the cost centres. The cost accounting is conducted by cost centre and the cost is posted as actual dealing

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price based on the actual system.

Finished products are transferred to the sales departments based on [CONFIDENTIAL TEXT DELETED]

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.

1 Direct selling expenses

In ZXC, direct selling expenses are [CONFIDENTIAL TEXT DELETED]

2 Indirect selling expenses

In ZXC, selling expenses which cannot be separated to the benefitted department are considered as indirect selling expenses. Book indirect selling expenses are accumulated into [CONFIDENTIAL TEXT DELETED]. The allocation formula of GUC's indirect selling expenses as follows:

[CONFIDENTIAL TEXT DELETED]

3 Administrative and financial expenses

In ZXC, administrative and financial expenses cannot be separated for the benefitted departments. Book administrative and financial expenses are accumulated into [CONFIDENTIAL TEXT DELETED]. The allocation formula of GUC's administrative expenses and financial expenses as follows:

[CONFIDENTIAL TEXT DELETED]

4 Allocation methods of costs and expenses

ZXC allocate cost and expenses according to the following method and principles:

- (a) The allocation methods shall be matched with the company's production and technology conditions, and show the beneficial principle.
- (b) The selection principle of allocation standard stresses that there must be some relationship between selection standard with deferred expenses, and can be got easily.
- (c) If the costs and expenses, which can be separated with the benefitted objects, shall be directly recorded into the account. If not, it shall be recorded into the account in accordance with some standards:
 - (1) If the expenses can be assigned to a kind of product, such as raw materials, it shall be directly accumulated into this kind of product account.
 - (2) Other costs and expenses are allocated in accordance with the ratio method of output value, which is allocated with the ratio of each product's output value in the total output value. Work-in-process is accounted in accordance with the fixed costs.

5 Manufacturing overheads accounting

- (a) If manufacturing overheads can be matched with the specific product, they are accounted to that product.
- (b) If manufacturing overheads cannot be matched with the specific product, they are allocated with [CONFIDENTIAL TEXT DELETED] of several products' raw materials costs which are included in the manufacturing overheads.

6 Capital expenditure

According to the accounting regulations, expenditure which brings benefit for more than

one fiscal year is treated as capital expenditure. This includes expenditure for purchase of fixed assets, expenditure related to capital construction and the loan interest for the unfinished construction project.

7 R&D expenses

These are the expenses incurred for the development of new product, new technology and new process, the expenses for drawing up technical process, equipment, testing cost of raw materials and work-in-process, expenses of technical reference books and information, expenses of pilot test not listed in the wages of R&D personnel, depreciation of R&D instrument, other expenses related to new product development and technical research, R&D expenses paid to the contracting parties and loss due to R&D failure.

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

The level of product specificity of ZXC's cost accounting system for production costs is at [CONFIDENTIAL TEXT DELETED].

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

Production costs incurred by ZXC are not valued differently for cost accounting purposes as compared to 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. 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.

ZXC did not engage in any start-up operations in relation to the goods.

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 trade⁶.

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.

⁶ 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.

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

	Quarter X	Quarter X	Quarter X	Quarter X
Like domestic model/type – from spreadsheet "like 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.

See Attachment 19 [CONFIDENTIAL ATTACHMENT].
 [CONFIDENTIAL TEXT DELETED]

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				

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Selling costs				
Administration costs				
Financial costs				
Delivery expenses ¹				
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.

See Attachment 20 [CONFIDENTIAL ATTACHMENT]

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.

[CONFIDENTIAL TEXT DELETED]

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.

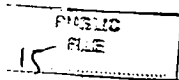
No significant differences have been identified in this context.

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

G-6 Major raw material costs

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

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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.

The major raw material costs of production of 41% and 51% glyphosate (above 10%) are 95% glyphosate acid and isopropyl amine.

- In 41% glyphosate there is [CONFIDENTIAL TEXT DELETED]% of the glyphosate acid, and [CONFIDENTIAL TEXT DELETED]% of isopropyl amine.
- In 51% glyphosate, there is [CONFIDENTIAL TEXT DELETED]% of the glyphosate acid, and [CONFIDENTIAL TEXT DELETED]% of the isopropyl amine.

Surfactant is a major raw material as well [CONFIDENTIAL TEXT DELETED].

The major raw material in [CONFIDENTIAL TEXT DELETED] glyphosate is ammonium glyphosate, which constitutes [CONFIDENTIAL TEXT DELETED]% of the production cost.

Of these raw materials:

- glyphosate acid and ammonium glyphosate are self-manufactured by ZXC; and
- isopropyl amine is supplied by [CONFIDENTIAL TEXT DELETED].

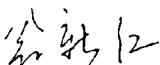
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SECTION H - EXPORTER'S DECLARATION

- ☒ I hereby declare that Zhejiang Xinan Chemical Industrial Group Co., Ltd and Zhejiang Wynca Import & Export Co., Ltd did, during the period of investigation export the goods under consideration and have completed the attached questionnaire and, having made due inquiry, certify that the information contained in this submission is complete and correct to the best of my knowledge and belief.
- ☐ I hereby declare that.....(company) did not, during the period of investigation, export the goods under consideration and therefore have not completed the attached questionnaire.

Name Madam Weng (Martha) Xinhong

Signature


.....

Position in Company Legal Department Manager

Date 2 April 2012

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SECTION I - CHECKLIST

This section is an aid to ensure that you have completed all sections of this questionnaire.

Section	Please tick if you have responded to all questions
Section A – general information	<input checked="" type="checkbox"/>
Section B – export price	<input checked="" type="checkbox"/>
Section C – like goods	<input checked="" type="checkbox"/>
Section D – domestic price	<input checked="" type="checkbox"/>
Section E – fair comparison	<input checked="" type="checkbox"/>
Section F – exports to third countries	<input checked="" type="checkbox"/>
Section G – costing information	<input checked="" type="checkbox"/>
Section H – declaration	<input checked="" type="checkbox"/>

Electronic Data	Please tick if you have provided spreadsheet
Income statement	<input checked="" type="checkbox"/>
Turnover – sales summary	<input checked="" type="checkbox"/>
Australian sales – list of sales to Australia	<input checked="" type="checkbox"/>
Domestic sales – list of all domestic sales of like goods	<input checked="" type="checkbox"/>
Third country – third country sales	<input checked="" type="checkbox"/>
Production – production figures	<input checked="" type="checkbox"/>
Domestic costs – costs of goods sold domestically	<input checked="" type="checkbox"/>
Australian costs – costs of goods sold to Australia	<input checked="" type="checkbox"/>

Enterprise Legal Person Business License (Duplication)

0631566

Registration No.: 330000000023163(1/1)

Name: Zhejiang Xinan Chemical Industrial Group Co., Ltd.

Address: Xinnanjiang Town, Jiande City, Zhejiang Province

Legal Representative: Wang Wei

Registered Capital: RMB 679,184,633.00

Paid-In Capital: RMB 679,184,633.00

Business Type: Joint Stock Limited Company (Listed Company)

Business Scope:

License Business: Producing chemical reagent, phosphoric acid, phosphorus trichloride, phosphorus oxychloride.

General Business: Manufacturing and operating chemical raw materials and products, chemical machinery, pesticide, fertilizer, packing materials; The export business of enterprise self-producing chemical raw materials and products, pesticide and intermediate. The import business of the goods and related technology, such as raw and auxiliary materials for production and R&D, machinery and equipment, instrument, component etc. Operating the business of processing with materials, designs or samples supplied by customer, and compensation trade; The consulting or repairment services of the said general business; The pressure vessels and pipes design; Chemical and petrochemical project construction. The equipment repairment and maintenance, and low voltage switchgear assemblies manufacture; Electric power generation (Operated only by branches) (The above-mentioned business does not contain anything that is prohibited or restricted by the national law and regulation.)

Establishment Date: May 12, 1993

Operation Duration: From May 12, 1993 to long-term period

Notes:

- 1 Enterprise legal person business license is the documentary evidence of legal person's qualifications and lawful business.
- 2 Enterprise legal person business license includes the original and the duplication, both of which have the equal legal force.
- 3 The original of enterprise legal person business license should be placed in a noticeable position of legal person address.
- 4 Enterprise legal person business license must not be fabricated, tampered, leased, lent or transferred.
- 5 The legal person should apply for registration in case of any alternation and get a new enterprise legal person business license.
- 6 The legal person should be under the annual inspection from March 01 to June 30 every year.
- 7 In case enterprise legal person business license is revoked, business activities related to the liquidation will not be allowed.
- 8 The enterprise should return the original and duplication to the registration organization at the time of cancellation of registration.
- 9 In case enterprise legal person business license is lost or destroyed, it should be declared invalid in journals specified by the company registration authority for replacement.

Annual Inspection Record

2010 Annual (Annual Inspection seal)		
Date: July 11, 2011		

Please send the annual inspection materials before June 30, no further notice.

Zhejiang Provincial Administration for Industry & Commerce (Seal)

Date: July 18, 2011

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Enterprise Legal Person Business License (Duplication)

0635523

Notes:

1. Enterprise legal person business license is the documentary evidence of legal person's qualifications and lawful business.
2. Enterprise legal person business license includes the original and the duplication, both of which have the equal legal force
3. The original of enterprise legal person business license should be placed in a noticeable position of legal person address.
4. Enterprise legal person business license must not be fabricated, tampered, lent or transferred
5. The legal person should apply for registration in case of any alternation and get a new enterprise legal person business license.
6. The legal person should be under the annual inspection from March 01 to June 30 every year.
7. In case enterprise legal person business license is revoked, business activities unrelated to the liquidation will not be allowed
8. The enterprise should return the original and duplication to the registration organization at the time of cancellation of registration.
9. In case enterprise legal person business license is lost or destroyed, it should be declared invalid in journals specified by the company registration authority for replacement.

Registration No.: 330000000057122 (1/1)

Name: Zhejiang Wynca Import & Export Co., Ltd.

Address: 11/F Gaige Yuebao BLD, No. 250 Zhonghe Road, Hangzhou City

Legal Representative: Liu Xia

Registered Capital: RMB 20,000,000.00

Paid-in Capital: RMB 20,000,000.00

Business Type: Limited Liability Company (wholly-owned by legal person)

Business Scope:

License Business: None.

General Business: Import and export business; Selling rubber, fuel oil, textile raw materials, chemical products and raw materials (excluding hazardous goods and precursor chemicals), minerals, electronics, communication equipment, instrument, mechanical & electrical equipment, mechanical equipment, metal materials, building materials, textile, stationery and sport articles, hardware, plastic, general merchandise (The above-mentioned business does not contain anything that is prohibited or restricted by the national law and regulation.)

Establishment Date: April 22, 2011

Operation Duration: From April 22, 2011 to long-term period

Annual Inspection Record

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Please send the annual inspection materials before June 30, no further notice.

Zhejiang Provincial Administration for Industry & Commerce (Seal)

Date: April 22, 2011

PUBLIC
FILE

10

企业法人营业执照

(本)

33000000057122 (1/1)

名 称	浙江新安进出口有限公司
住 所	杭州市中河中路250号11层

刘侠

貳仟萬元

貳仟萬元

有限公司(法人独资)

无：无
目：目
项：项
营：营
可：可
许：许

成立日期 二〇一一年四月二十二日

自 二〇一一年四月二十二日 至 (长期)

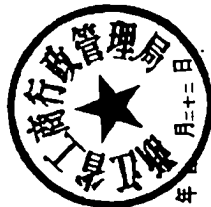
景
深

0635523

1. 《企业法人营业执照》是企业法人资格和合法经营资格的凭证。
2. 《企业法人营业执照》分为正本和副本,正本和副本具有同等法律效力。
3. 《企业法人营业执照》不得伪造、涂改、出借、转让。
4. 《企业法人营业执照》不得抽资、抽股、抽本。
5. 登记事项发生变化,应当及时向登记机关申请变更登记。换领《企业法人营业执照》。
6. 每年三月一日至六月三十日,应当参加年检。
7. 《企业法人营业执照》被吊销后,不得开展清算无关的经营活动。
8. 办理变更登记,应当交回《企业法人营业执照》正本和副本。
9. 《企业法人营业执照》遗失或者毁损,应当在公司登记机关指定的报刊上作作废声明。

兄弟情誼

每年6月30日前报送年检资料, 不再另行通知。

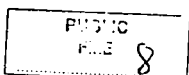


11C

PUBLIC
FILE

9

PRODUCT CATALOGUE
产品目录



Wynca 新艾

浙江新安化工集团股份有限公司
ZHEJIANG XINAN CHEMICAL INDUSTRIAL GROUP CO., LTD.

公司地址: 浙江省衢州市新艾江厦

Address: Xianjiang, Jiaoxu, Zhejiang, P.R. China

邮编(P.C.): 311600

电话(Tel): 0086-571-87220468

传真(Fax): 0086-571-87220464

电邮(E-mail): Wynca_ltd@wynca.com

网址: www.wynca.com

浙江新安进出口有限公司

ZHEJIANG XINAN IMPORT & EXPORT CO., LTD.

地址: 浙江省杭州市中河路250号龙基大厦11楼

Address: 11F, Gaojiu Yashan Bld, Zhonghe Road (N) No. 250, Hangzhou, Zhejiang, China

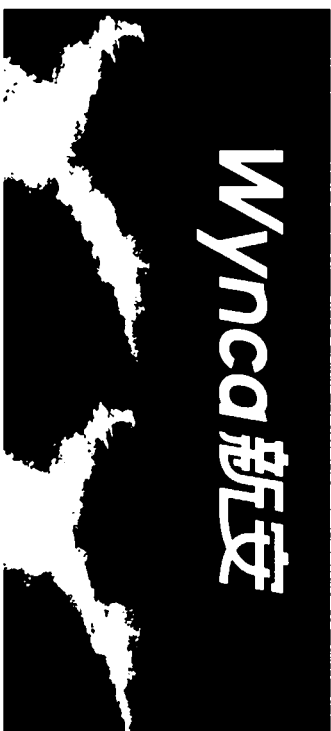
邮编(P.C.): 311600

电话(Tel): 0086-571-87220468

传真(Fax): 0086-571-87220464

电邮(E-mail): Wynca_ltd@wynca.com

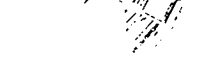
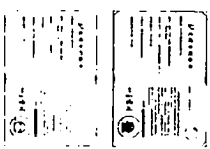
网址: www.wynca.com



浙江新安化工集团股份有限公司
ZHEJIANG XINAN CHEMICAL INDUSTRIAL GROUP CO., LTD.

**International Well-known
Agrochemical Enterprise Group
国际知名农化企业集团**

Company Profile

[illegible][illegible]

Product Catalogue

Chemical Name	TC	SC	WP	WG
Glyphosate	TC	95%		
Glyphosate Isopropylamine Salt	TC	95%		
Glyphosate IPA Salt	SL	62%, 51% (450g/L), 41% (380g/L)		
Glyphosate Ammonium Salt	SL	95%		
Glyphosate Potassium Salt	TC	95%		
Glyphosate	SL	88%, 80%, 78%, 75.1%, 70%, 55%		
Glyphosate meure Formulations	SL	540 g/L, 510 g/L, 500 g/L, 480 g/L		
Glyphosate-Dicamba	SL	85%, 83%, 58%, 50%		
Glyphosate 2,4-D	SL	42% & 75%		
Glyphosate-HC/PA	SL	80%		
Glyphosate-Oxyphenol	WG	80%		
Durox	TC	95%	97%, 95%	
	WP	95%	95%	
	WG	90%, 80%		
	SC	800g/L, 500g/L		
Carbendazim	TC	95%		
	SC	500g/L		
	WP	40%		
	WG	50%		
Chlorpyrifos	TC	97%, 90%, 85%		
	SC	25%, 30%		
	WP	50%		
	WG	75%		
Chlorpyrifos	EC	45%, 40%		
	GR	10%		
	EW	30%		
	EC	25%, 50%		
	GR	4.5%		
	EC	40%		
	EC	30%		

Agricultural organosilicon adjuvants	XHG-248 Silicone Surfactant
Glyphosate Adjuvant	Surfactants for Glyphosate formulation

Other positions

[illegible]

Chemical Products

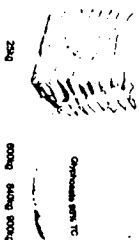
Sodium propionates	96%
Calcium propionate	96%
Methyl chloride	93%
O-C-Dimethyl Propionates	99%
Propionates Cyclohexyl	99%, 98%
Propionates Trichloro	99%, 98%, 97%

Technical Grade
原药产品

原药产品

Glyphosate 95% TC

Packing/包装

[illegible][illegible]

Glyphosate Ammonium salt 95.5% TC
95.5% 草甘膦铵盐原药

Packing/包装



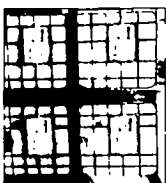
Glyphosate Potassium Salt 95% TC
95%草甘膦钾盐原药

原药

Glyphosate IPA (Isopropylamine) Salt 95% TC
95%草甘膦异丙胺盐原药

Glyphosate IPA salt 62% SL
62% 草甘膦异丙胺盐水剂

Packing/包装



1000L/IBC



2004/07/27

Wynca 新文

Herbicides/Glyphosate-based products
除草剂/草甘膦系列产品

Wynca 新安

Herbicides/Glyphosate-based products
除草剂/草甘膦系列产品

Wynca 新安

Herbicides/Glyphosate-based products
除草剂/草甘膦系列产品

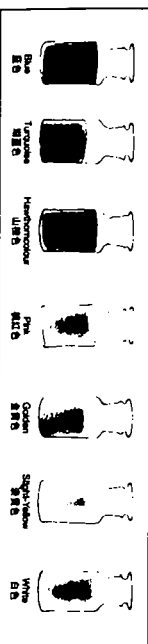
Glyphosate Formulations 剂型产品

Glyphosate Ammonium salt SG
草甘膦铵盐可溶粒剂

Content 含量:
88.6%, 75.7%, 70%, 55%

Appearance 外观

Wynca possesses excellent R&D, testing and efficient production. Glyphosate based formulation by using 11 kinds of Glyphosate, herbicide, surfactant, adjuvant, preservative, stabilizer, wetting agent, dispersant and other additives. The products are of high quality and can be used in various crops. The products are registered in many countries and regions, including Australia, Canada, China, Europe, India, Japan, Korea, Mexico, New Zealand, Pakistan, Philippines, South Africa, Taiwan, Thailand, USA, Vietnam, etc. The products are of high quality and can be used in various crops. The products are registered in many countries and regions, including Australia, Canada, China, Europe, India, Japan, Korea, Mexico, New Zealand, Pakistan, Philippines, South Africa, Taiwan, Thailand, USA, Vietnam, etc.



Packing/包装



250kg/bag 1 bag/carton

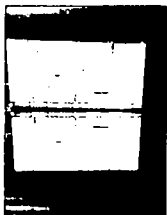
15 1 bag/carton

10kg/bag 1 bag/carton

250kg/bag/carton, 10kg/bag/carton, 25kg/bag/carton

Glyphosate 78%, 70%, 58% SG
78%, 70%, 58% 草甘膦铵盐可溶粒剂

Glyphosate Potassium Salt 68% SG
68% 草甘膦钾盐可溶粒剂



05

Single-bottle 单瓶

Blue 蓝色

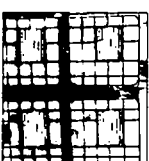
Single-bottle 单瓶

Blue 蓝色

Single-bottle 单瓶

Blue 蓝色

Packing/包装



1000/IBC

200/Litron

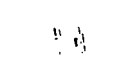
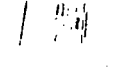
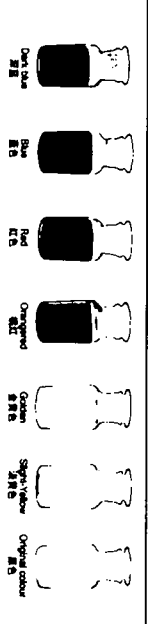
200/Litron

100/Litron

Glyphosate SL
草甘膦水剂

Glyphosate IPA Salt 62% SL
Glyphosate 360 SL/Glyphosate IPA Salt 480 g/L (41% w/w) SL
Glyphosate 450 SL/Glyphosate IPA Salt 51% (w/w) SL
Glyphosate Potassium Salt 480 g/L SL

Appearance 外观



Single-bottle 单瓶

Blue 蓝色

Single-bottle 单瓶

Blue 蓝色

Single-bottle 单瓶

Blue 蓝色

**Herbicides/
Diuron-based products
除草剂/敌草隆系列产品**

Durum can be used for farfalle and crops (corn, maize, soybean, lentilization, Sugar cane, etc.), rubber plantation and to get rid of weeds, herbicide, barbiturates, both grass and annual, barbiturates, paracetamol, etc. It also can prevent and cure dog, monkey and puppy, etc.

As one of the Three Largest Manufacturers of Durum, Wynga has been becoming the trend of presenting excellent products to customers, and looking for marketing cooperation in the Registration and Distribution of this product in the world.

Product Specification / 产品规格

Item/項目	Specification / 規格			
	I	II	III	IV
Content / 含鹽	> 98.0%	> 97.5%	> 97.3%	< 97.3%
White Content / 白度	> 90	> 88	85-88	< 85

[illegible]

Diuron 80%WP
80%敌草隆可湿性粉剂

25



25kg



500 kg



**Herbicides/
Quinclorac-based products
除草剂/二氯喹啉酸系列产品**

Quinoline is selective herbicide in controlling the Echinochloa crus-galli. Especially, effect to the Echinochloa crus-galli when it has foliage from three to seven, it is also effectively used to control the Monochoria vaginalis, Quercitarsus etc. Quinoline can be degraded by the roots of the rice and decomposed by soil microorganism.

二氯喹啉酮为接触性除草剂，防除3-7叶期杂草效果突出，能防除定、间时防除阔叶草、水芹等杂草。由于水田在插秧分蘖期化合物，而且能使土壤微生物分解，因而对水稻安全。

Quinlorac 97%, 96%, 85% TC
97%, 96%, 85% 二氯噻嗪酸原药
Packing/包装

25kg/bagX1 bag/batch 25kg/bag

25kg/bag



ngX1bngfba



25104



Fungicides/Carbendazim- based products
杀菌剂/多菌灵系列产品

Computerized is a systemic, broad-spectrum language containing a wide range of languages. It can be used as a presentation or interface. Implementing, input and output information will be a presentation of data. This product has got approval as International Equivalence in registration. It is used by Hospital, Pharmacy, Warehouse and so on.

It is used for the following purposes:

1. It is used for the registration of the information and Distribution of the product to show the trend of the product.
2. It is used for the registration of the information and Distribution of the product to show the trend of the product.
3. It is used for the registration of the information and Distribution of the product to show the trend of the product.
4. It is used for the registration of the information and Distribution of the product to show the trend of the product.
5. It is used for the registration of the information and Distribution of the product to show the trend of the product.
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10. It is used for the registration of the information and Distribution of the product to show the trend of the product.

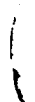
Product Specification / 产品规格

Item/項目	Specification / 規格			
	High White/高白度	White/白度	White/白度	White/白度
Color/色	> 80.0%	> 87.5%	> 80.0%	> 87.5%
Whiteness/白度	> 80	> 80	> 80	> 85
2, 2, 4, 4-tetrahydroxy-1, 3-bis(4-hydroxyphenyl)propane/4,4'-二羟基二苯基丙烷	< 0.5 ppm	< 0.5 ppm	< 0.5 ppm	< 0.5 ppm

Packing/包裝



Carbon dioxide



25kg, 500kg, 600kg



Quindorac 75% WDG 75% 二氯喹啉酸水分散粒剂	Quindorac 25% SC 25% 二氯喹啉酸悬浮剂
Packing/包装	Packing/包装

Packing/包裝



3202

Quindlorac 50% WP
50% 二氯噻吩酸可濕性粉劑
Packing/包裝

Packing/包裝



Suppox 1 potation 200Ldunur

Carbendazim 500g/L、40%SC
500g/L、40% 多菌灵悬浮剂

500g/L、40%多菌灵悬浮剂



2000/05/01

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2

Agricultural Organosilicon Adjuvants
农用有机硅助剂

VO-0248 Siloxane Surfactant is a non-oxigenation organosilicon surfactant developed by Wynca. It has superior surface activity, lower fluid adhesion resistance, excellent wetting and spreading performance, and good compatibility with various pesticides. It can also be used as spray adjuvant to achieve target of enhancing penetration and killing effect, reducing dosage, reducing water consumption and reducing pesticide residues.

农用有机硅助剂VO-0248-为新一代有机硅助剂，具有优异的表面活性，较低的流体附着阻力，优良的润湿和铺展性能，与各种农药具有良好的兼容性，可作为增效剂使用，达到靶标渗透、杀敌、省工省药、减少用水量、降低农药残留的目的。

Product Specification / 产品规格

Item	Specification
Appearance	Clear, light yellow to amber-colored fluid
Refractive Index (25°C)	1.445-1.450
Viscosity (25°C)	34-70cp
Surface tension (21°C)	21.5mN/m

Packing/包装

O,O-Dimethyl Phosphite
亚磷酸二甲酯

Purpose: As substrate, additive, stabilizer and some organic syntheses intermediates. For synthetic pesticides manufacture, mainly phosphonates and other chemical reagents such as Oxyphos.

用途：作磷酸酯添加剂，医药用和某些有机合成中间体，用于合成某些磷酸化系，主要是磷酸酯类和亚磷酸酯。

Phosphorus Oxychloride
三氯化磷

Purpose: Application areas are the synthesis of kinds of phosphates as a different phosphorus source. Higher phosphorus as the main raw material. Producing a variety of organic phosphorus pesticides synthesis of the main raw material. Also used in the production of pharmaceuticals, dyes, intermediates, plastic stabilizers, and for the synthesis of organic citric acid and catalyst.

应用：是生产各种磷酸酯如磷酸二甲酯、三氯酯、磷酸三乙酯等的主要原料，也是生产各种有机磷合成农药的主要原料，用于生产农药、染料中间体、医药中间体，以及用作有机合成磷酸酯氯化物。

Phosphorus Trichloride
三氯化磷

Purpose: mainly for the manufacture of isobutene, methacrylonitrile, and the kind of raw materials such as organic pesticides. The pharmaceutical industry for the production of salubutane and dextran-2 sulfates. The industrial dye color used in the production of p-iodo condensing agent. The chemical industry used to manufacture phosphotriethyl chloride, oxygen, phosphorus trichloride, phosphorus acid and esters of raw materials.

应用：主要用于制造叔丁基、甲氧基、丙烯酸等有机化工原料，医药工业用于生产磷酸酯及三氯二酯的原料，染料工业用于生产色酚的中间体，化学工业用作制造三氯磷酸、磷酸三氯、亚磷酸及磷酸的原料。

Wynca 新安

Oversas Sales Network
国际营销网络

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Welcome to Wynca
新安欢迎您

