**Exporter Questionnaire**

**Product: Wind towers** tomatoes

**From:** People’s Republic of China

Republic of Korea

**Period of investigation:** 1 January 2017 to 30 June 2018

**Response due by:** 22 August 2018 7-November-99

***Important note:*** *The timeliness of your response is important. Please refer below for more information.*

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|  |  |
| --- | --- |
| **Return completed questionnaire to:** | investigations1@adcommission.gov.au ORAttention: Director Operations 4Director Investigations 1Anti-Dumping CommissionGPO Box 2013 Canberra ACT 2601Australia  |

**Please note that a non-confidential version of the reply to this questionnaire must also be provided.**

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**BACKGROUND AND GENERAL Instructions**

## Background

Following an application by Keppel Prince Engineering Pty Ltd (KPE), supported by Ottoway Fabrication Pty Ltd (OF) and Crisp Bros. and Haywards Pty Ltd (Haywards) representing the Australian industry. The Anti-Dumping Commission (the Commission) has initiated a continuation inquiry into whether the continuation of anti-dumping measures, in the form of a dumping duty notice , in respect of certain wind towers (‘wind towers or sections thereof’ or ‘the goods’) have been exported to Australia from People’s Republic of China and the republic of Korea is justified.

A notice advising the initiation of the continuation was published on the Commission’s website on 16 July 2018. Anti-Dumping Notice (ADN) No. 2018/115, outlining the details of the inquiry and the procedures to be followed during the inquiry, can be accessed on the Commission’s website at [www.adcommission.gov.au](http://www.adcommission.gov.au).

## The goods under consideration (GUC)

The goods the subject of the application are:

*“certain utility scale wind towers, whether or not tapered, and sections thereof (whether exported assembled or unassembled), and whether or not including an embed being a tower foundation section.*

*Wind turbines that have electrical power generation capacities equal to or in excess of 1.00 megawatt (MW) and with a minimum height of 50 metres measured from the base of the tower to the bottom of the nacelle (i.e. where the top of the tower and nacelle are joined) when fully assembled.*

*A wind tower section consists of, at a minimum, multiple steel plates rolled into cylindrical or conical shapes and welded together (or otherwise attached) to form a steel shell, regardless of coating, end-finish, painting, treatment or method of manufacture, and with or without flanges, doors, or internal or external components (e.g., flooring/decking, ladders, lifts, electrical junction boxes, electrical cabling, conduit, cable harness for nacelle generator, interior lighting, tool and storage lockers) attached to the wind tower section”.*

Additional information

Goods specifically excluded from the scope are nacelles and rotor blades, regardless of whether they are attached to the wind tower. Any internal or external components which are not attached to the wind towers or sections thereof are also excluded.

The goods may be classified to 7308.20.00 in Schedule 3 to the Customs Tariff Act 1995 (see below). This applies to complete towers, unassembled or assembled, and applies to a basic tower that includes doors, ladders, landings and embed or tower foundation. Steel tower sections, including sections with doors etc. are classified to 7308.90.00, assembled or disassembled, provided there aren’t enough in a shipment to be judged to be a complete tower.

Combinations of towers and tower sections may vary on a case by case basis for assessment of tariff classification. Classification may vary when there is more of one item than another, for example a tower section and lift or a tower section with lift, electrical junction boxes and other equipment. An assembled complete wind powered generator is a composite machine consisting of two or more machines fitted together to form a whole; wind engine, generator, gearbox, yaw controls etc. fitted in a steel tower and nacelle, and has a classification to subheading 8502.31.10.

Tariff classifications

The goods, as per the description above, may be classified to tariff subheadings 7308.20.00 (statistical codes 03 and 04); 7308.90.00 (statistical codes 52, 53, 54, 55, 56, 63 and 65); and 8502.31.10 (statistical code 31) in Schedule 3 to the *Customs Tariff Act 1995*.

**Investigation period**

The existence and amount of any dumping relating to wind towers exported to Australia from Vietnam will be determined on the basis of an investigation period from 1 January 2017 to 30 June 2018 (hereinafter referred to as ‘the investigation period’).

The Commission will examine details of the Australian market from 1 January 2015 for injury analysis purposes.

**Why you have been asked to fill out this questionnaire**

Your company has been identified as a potential exporter of certain wind towers to Australia from the People’s Republic of China/the Republic of Korea during the investigation period. Therefore the Commission has forwarded you this questionnaire and the associated Excel spreadsheets ‘*Wind towers – questionnaire spreadsheets’* to provide you with the opportunity to participate and cooperate with the investigation.

The Commission will use the information you provide to determine normal values and export prices over the investigation period. This information will determine whether certain wind towers are dumped. You may make separate submissions concerning any other matter, injury for example.

The Commission’s investigation will be carried out under the provisions of Part XVB of the *Customs Act 1901*. These provisions reflect the World Trade Organisation *Anti-Dumping Agreement* (WTO Agreement).

## What happens if you do not respond to this questionnaire

You do not have to complete this questionnaire. If you do not respond the Commission may be required to rely on information supplied by other parties in making its assessment as to whether wind towers exported to Australia were dumped (this may include information supplied by the Australian industry).

If you do not provide all of the information sought, or if you do not allow the Commission to verify the information you provide (see below), it may deem that you did not cooperate with the investigation.

In these cases the Commission may assess a dumping margin for your company based upon normal values that may be the highest determined in your country during the investigation period.

It is the Commission’s objective to arrive at a recommendation to the Assistant Minister for Science, Jobs and Innovation (the Assistant Minister) based on a full knowledge of all relevant facts.[[1]](#footnote-2) This can only be achieved if exporters cooperate. The Commission considers your interests would be best served by providing a complete and accurate submission, capable of verification.

## If you decide to respond

Should you choose to provide a response to this questionnaire, please note the following:

For Official Use Only and Public Record versions

You are **required** to lodge one confidential version (‘FOR OFFICIAL USE ONLY’) and one non-confidential version (‘PUBLIC RECORD’) of your submission by the due date (as specified on the cover page to this questionnaire).

In submitting these versions, please ensure **each page** of information you provide is clearly marked either ‘FOR OFFICIAL USE ONLY*’* or *‘*PUBLIC RECORD*’*.

All information provided to the Commission in confidence will be treated accordingly. The non-confidential version of your submission will be placed on the public record.

Please note, Australia’s anti-dumping and countervailing legislation requires that to the extent that information given to the Commission is claimed to be confidential or whose publication would adversely affect a business or commercial interest, the person giving the information must ensure a summary of that information contains sufficient detail to allow a reasonable understanding of the substance of the information, but does not breach confidentiality nor adversely affect those interests.

The legislation allows that a person is not required to provide a summary for the public record if the Commission can be satisfied that no such summary can be given that would allow a reasonable understanding of the substance of the information. However, such a summary would add considerably to an interested party’s understanding of information contained in a document.

As provided for in Australia’s anti-dumping and countervailing legislation, all submissions are required to have a bracketed explanation of deleted or blacked out information for the non-confidential version of the submission. Note that if such an explanation is not provided, the Commission may disregard the information in the submission. An example of a statement to accompany deleted/blacked out text is:

[explanation of cost allocation through the divisions].

If, for some reason, you cannot produce a non-confidential summary, please contact the Investigations case manager.

Declaration

At section H, you are required to make a declaration that the information contained in your submission is complete and correct. Alternatively, if you did not export the goods during the investigation period, you may make a declaration to that effect.

You must return a signed declaration with your response to the questionnaire.

Consultants/parties acting on your behalf

If you intend to have another party acting on your behalf please advise the Commission of the relevant details.

The Commission will generally require written authorisation from exporters and manufacturers for any party acting on its behalf.

**Due date for response**

Manufacturers and exporters are requested to respond to this questionnaire and return it to the Commission **within the time specified on the cover page**.

The Commissioner must consider the direction from the Minister for Industry, Innovation and Science as set out in the *Customs (Extensions of Time and Non-cooperation) Direction 2015* (the Direction). This direction sets out the particular considerations that the Commissioner must take into account when:

* deciding whether a longer period is reasonably required or practicable under subsection 269TC(6) and 269TC(9) of the Act, or considering whether to allow any interested party a longer period to give any response;
* considering an insufficient response from an interested party;
* determining whether to have regard to a late response;
* determining whether an exporter is an uncooperative exporter;
* determining whether or not an entity is a non-cooperative entity for the purposes of section 269TAACA; and
* determining whether an entity has significantly impeded a case.

The full text of the Direction and the accompanying explanatory statement is available on the Comlaw website at [www.legislation.gov.au](http://www.legislation.gov.au). This and other reforms to Australia’s anti‑dumping system are explained in Anti-Dumping Notice No. 2015/129, available on the Commission’s website at [www.adcommission.gov.au](http://www.adcommission.gov.au).

**Verification of the information that you supply**

The Commission will seek to verify the information provided in your submission. The purpose of the visit is to verify the information submitted in response to this questionnaire. It is not meant to be a chance for you to provide new or additional information. The Commission expects your response to the questionnaire to be complete and accurate.

Verification visits take several days. We need want to examine your company’s records in detail in respect of the goods and will ask for copies of documents relating to the manufacture and sale of the goods. We will need to consult with your staff, particularly your financial controller (or accountant), and your domestic and export sales people. We may also need to see your factory, in which case we will need to consult with your operational managers.

After gathering the information we will prepare a report of the visit. We will provide you with a draft of the report and then respond to any questions you have. We will ask you to prepare a non-confidential copy of the report for the public record.

## If you do not manufacture the goods

You may export but not produce or manufacture the goods (for example, you are a trading company, broker, or vendor dealing in the goods).

In such cases it is important you forward a copy of this questionnaire to the relevant manufacturers **immediately.** You should also inform the case manager of the contact details for these manufacturers.

You should complete those sections of the questionnaire that you are reasonably able to complete. If for example, you are unable to supply details of production costs, you should clearly explain why the section does not apply to your company.

## If you do not export the goods

Depending on the arrangement for sale of the goods to Australia through an intermediary, the Commission will have to determine who is the exporter of the goods for the purpose of this investigation.

In any case, information (such as cost of production data) supplied by the manufacturer will be relevant to establishing the normal value of the goods. In the absence of verified information, the Commission may use other available information. This information may result in a decision less favourable to your company.

## Outline of information required by this questionnaire

|  |  |
| --- | --- |
| **Section A** | General information relating to your company including financial reports |
| **Section B** | A complete list of your company’s exports to Australia over the investigation period |
| **Section C** | A list of goods sold on the domestic market of the country of export (like goods) that may be compared to the goods under consideration (the goods)  |
| **Section D** | A detailed list of all of your company’s sales of like goods in your domestic market |
| **Section E** | Information to allow a fair comparison between export and domestic prices |
| **Section F**  | Information in relation to your company’s exports of like goods to countries other than Australia |
| **Section G** | Costs to make and sell, for exports to Australia and for the domestic market |
| **Section H** | Your declaration  |
| **Section I** | Checklist |
| **Appendix 1** | A glossary of terms used in this questionnaire |

## Some general instructions for preparing your response

* When answering the questionnaire please carefully read all instructions.

The Commission requires a response to *all* sections of this questionnaire. Please provide an explanation if a question is not relevant to your situation.

* Answer questions in the order presented in the questionnaire. Please ensure that information submitted conforms to the requested format and is clearly labelled. Please repeat the question to which you are responding and place your answer below it.
* Identify source documents and advise where they are kept. During on-site verification you should be prepared to substantiate all the information you have submitted. Every part of the response should be traceable to company documents that are used in the ordinary course of business.
* We recommend that you retain all work sheets used in answering the questionnaire, in particular those linking the information supplied with management and accounting records. This will help us to verify the information.
* Clearly identify all units of measurement and currencies used. Apply the same measurement consistently throughout your response to the questionnaire.

## Instructions on providing electronic data

* It is important that information is submitted in electronic format.
* Electronic data should be emailed or submitted on a CD-ROM, in IBM/MS-DOS format, or another operating system whose disk format is compatible with this MS-DOS version.
* The data must be created as spreadsheet files, preferably in Microsoft Excel, or alternatively in an Excel compatible format (for example, Excel can normally access data in Dbase or as an ASCII file).
* The Excel files must be compatible to the USA version.
* If you cannot present electronic data in the requested format contact the case manager as soon as possible.

## Further information

Before you respond to the questionnaire you should read all the documentation enclosed with this application including the applicant's non-confidential submission and the Anti‑Dumping Notice notifying the initiation of the investigation. We also advise that you read the attached glossary of terms.

If you require further assistance, or you are having difficulties completing your submission, please contact the Investigation case manager. The Commission will need to know the reasons.

**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:

 Position in the company:

 Address:

 Telephone:

 Facsimile number:

 E-mail address of contact person:

 *Factory:*

 Address:

 Telephone:

 Facsimile number:

 E-mail address of contact person:

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

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

 Name:

Address:

Telephone:

Facsimile/Telex number:

E-mail address of contact person:

*Note that in nominating a representative, the Commission will assume that confidential material relating to your company in this investigation may be freely released to, or discussed with, that representative.*

## A-3 Company information

1. What is the legal name of your business? What kind of entity is it (e.g. company, partnership, sole trader)? Please provide details of any other business names that you use to export and/or sell goods.

1. 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).
2. If your company is a subsidiary of another company, list the principal shareholders of that company.
3. If your parent company is a subsidiary of another company, list the principal shareholders of that company.
4. Provide a diagram showing all associated or affiliated companies and your company’s place within that corporate structure.
5. Are any management fees/corporate allocations charged to your company by your parent or related company?
6. Describe the nature of your company’s business. Explain whether you are a producer or manufacturer, distributor, trading company, etc.
7. If your business does not perform all of the following functions in relation to the goods under consideration, then please provide names and addresses of the companies which perform each function:
* Produce or manufacture, including the role of associated companies in the sourcing and/or purchase and payment for raw materials and other items such as flanges and internals.
* Sell in the domestic market, including the role of associated companies in marketing, contract negotiations and sales.
* Export to Australia, including the role of associated companies in marketing, contract negotiations sales and logistics including ocean freight.
* Export to other countries, including the role of associated companies in marketing, contract negotiations sales and logistics including ocean freight.
1. Provide your company’s internal organisation chart. Describe the functions performed by each group within the organisation.
2. Provide a copy of your most recent annual report and that of your parent (if applicable) together with any relevant brochures or pamphlets on your business activities.

## A-4 General accounting/administration information

1. Indicate your accounting period.
2. Indicate the address where the company’s financial records are held.
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);
* internal financial statements, income statements (profit and loss reports), or management accounts, that are prepared and maintained in the normal course of business for the goods under consideration.

These documents should relate to:

* the division or section/s of your business responsible for the production and sale of the goods under consideration, and
* the company.
1. 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.
2. Do your accounting practices differ in any way from the generally accepted accounting principles in your country? If so, provide details.
3. 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);
* 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.);
* valuation methods for damaged or sub-standard goods generated at the various stages of production;
* valuation methods for scrap, by products, or joint products;
* valuation and revaluation methods for fixed assets;
* average useful life for each class of production equipment and depreciation method and rate used for each;
* treatment of foreign exchange gains and losses arising from transactions;
* treatment of foreign exchange gains/losses arising from the translation of balance sheet items;
* inclusion of general expenses and/or interest;
* provisions for bad or doubtful debts;
* expenses for idle equipment and/or plant shut-downs;
* costs of plant closure;
* restructuring costs;
* by-products and scrap materials resulting from your company’s production process; and
* effects of inflation on financial statement information.
1. 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.

## A-5 Income statement

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

|  |  |  |
| --- | --- | --- |
|  | **Most recent completed financial year (specify)** | **Investigation period** |
|  | **All products** | **Goods Under Consideration** | **All products** | **Goods Under Consideration** |
| **Gross Sales (1)** |  |  |  |  |
| Sales returns, rebatesand discounts (2) |  |  |  |  |
| **Net Sales (3=1-2)** |  |  |  |  |
| Raw materials (4) |  |  |  |  |
| Direct Labour (5) |  |  |  |  |
| Depreciation (6) |  |  |  |  |
| Manufacturing overheads (7) |  |  |  |  |
| Other operating expenses (8) |  |  |  |  |
| **Total cost to make (9=4+5+6+7+8)** |  |  |  |  |
| **OPERATING INCOME** **(10=3-9)** |  |  |  |  |
| Selling expenses (11) |  |  |  |  |
| Administrative & general expenses (12) |  |  |  |  |
| Financial expenses (13) |  |  |  |  |
| **Selling, general and administrative 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 closely matches the table.

Prepare this information in the **“Income statement”** spreadsheet in the **“Exporter Questionnaire – Attachment”** Excel workbook.

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

## A-6 Sales

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

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  |  |  |  |
|  | **Most recent completed financial year (specify)** | **Investigation period** |
|  | **Volume** | **Value** | **Volume** | **Value** |
| Total company turnover (**all products**) |  |  |  |  |
| Domestic market |  |  |  |  |
| Exports to Australia |  |  |  |  |
| Exports to Other Countries |  |  |  |  |
| Turnover of the nearest business unit, for which financial statements are prepared, which includes the goods under consideration |  |  |  |  |
| Domestic market |  |  |  |  |
| Exports to Australia |  |  |  |  |
| Exports to Other Countries |  |  |  |  |
| Turnover of the **goods under consideration** |  |  |  |  |
| Domestic market |  |  |  |  |
| Exports to Australia |  |  |  |  |
| Exports to Other Countries |  |  |  |  |

Prepare this information in the **“turnover”** spreadsheet in the **“Exporter Questionnaire – Attachment”** Excel workbook.

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

*Also, you should be prepared to demonstrate that sales data shown for the goods is a complete record by linking total sales of these goods to relevant financial statements.*

**Section B – Sales to Australia (export price)**

*This section requests information concerning your export practices and prices to Australia. You should include costs incurred beyond ex-factory. Export prices are usually assessed at FOB point, however, the Commission may also compare prices at the ex-factory level.*

*You should provide details of* ***all*** *goods under consideration (the goods):*

* *invoiced during the investigation period; and*
* *subject to tenders that were won during the investigation period, even in circumstances where the goods were* ***not invoiced or shipped*** *to Australia during the investigation period. In this circumstance, please provide details of any expenses already incurred with respect to the goods shipped outside of the investigation period.*

*For tender sales, the Commission considers the contract date will normally be taken to be the date of sale. To ensure that the Commission can make a proper assessment of the date of sale, please provide the contract date, invoice date and delivery date. If you consider that a date other than the contract date is the appropriate date of sale, please provide a response outlining your reasons for this.*

**B-1** For each customer in Australia to whom you sold goods (or Australian projects successfully tendered for) in the investigation period, please list:

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

**B-2** For each customer identified in B-1, please provide the following information.

1. Describe how the goods are sent to each customer in Australia, including a diagram if required.
2. Identify each party in the distribution chain and describe the functions performed by them (including the functions performed by your parent if applicable). Where commissions are paid, indicate whether it is a pre- or post-exportation expense having regard to the date of sale.
3. 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.
4. Describe any agency or distributor agreements or other contracts entered into in relation to the Australian market (supply a copy of the agreement if available).
5. Explain in detail the process by which you negotiate price, receive orders, deliver, invoice and receive payment. Ifexport prices are determined through a tender process, supply copies of winning tender bids.
6. State whether your firm is related to any of its Australian customers.
7. Provide details of any financial or other arrangements (e.g. free goods, rebates, or promotional subsidies) with the customers in Australia (including parties representing either your firm or the customers).
8. Details of the forward orders of the goods under consideration (include quantities, values and scheduled shipping dates).

**B-3** Do your export selling prices vary according to the distribution channel identified? If so, provide details. Real differences in trade levels are characterised by consistent and distinct differences in functions and prices.

**B-4** Complete the spreadsheet tilted **“Australian sales”** listing all shipments (i.e. transaction by transaction) to Australia of the goods under consideration 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 in Australia  |
| Related / non related | Indicate whether the customer is related or not related to your organisation |
| Level of trade | The level of trade of your customers in Australia |
| Project name | Name of project / wind farm you have tendered for |
| Contract number | The contract, order confirmation or purchase order number |
| Contract date | Date contract was agreed with Australian customer – ensure all contracts entered into during the investigation period are included, regardless of whether the goods were invoiced or delivered to your Australian customers outside of the investigation period |
| Model/product code | The code used in your records for the product model/grade/type identified. Explain the product codes in your submission |
| Items | Where the contract / sale provided for separate prices for each item please show these items separately in separate rows. E.g. for tower sections, flanges, mechanical and internals, lifts (where applicable) and for any free issue stock. |
| Invoice number | Invoice number |
| Invoice date | Invoice date - ensure details of all invoiced goods during the investigation period are included, *regardless of whether the contract was agreed or the goods were shipped outside of the investigation period.* |
| Delivery date (actual or scheduled) | If delivery has not occurred, include the scheduled delivery date set out in the contract for 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 |
| Quantity |  Quantity in units shown on the invoice/contract  |
| Gross invoice value | Gross invoice value shown on invoice *in the currency of sale*, *excluding taxes* |
| Discounts | If applicable, the amount of any discount deducted on the invoice on each transaction. If a % discount applies, show that % discount applying in a separate column |
| Rebates | The amount of any deferred rebates or allowances paid to the importer in the currency of sale |
| Other charges | Any other charges, or price reductions, that affect the net invoice value. Insert additional columns and provide a description |
| Invoice currency | The currency used on the invoice |
| Exchange rate | Indicate the exchange rate used to convert the currency of the sale to the currency used in your accounting system |
| Net invoice value  | The net invoice value expressed in your domestic currency as it is entered in your accounting system |
| Other discounts | The actual amount of any other discounts not deducted from the invoice. Show a separate column for each type of discount |
| Ocean freight\*\* | The actual amount of ocean freight incurred on each export shipment listed. If the goods are not yet shipped, provide an estimate of ocean freight |
| Marine insurance | Amount of marine insurance. If the goods are not yet shipped, provide an estimate of marine insurance |
| FOB export price\*\* | The free on board price at the port of shipment.  |
| Packing\* | Packing expenses.  |
| Bracing and fixture costs | Separate, and in addition, to 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. If the goods are not yet shipped, provide an estimate of inland freight |
| Handling, loading & ancillary expenses\* | Handling, loading and ancillary expenses. For example, terminal handling, export inspection, wharfage and other port charges, container tax, document fees and customs brokers fees, clearance fees, bank charges, letter of credit fees, and other ancillary charges incurred in the exporting country |
| Warranty & guarantee expenses\* | Warranty and guarantee expenses |
| Installation expenses | Any expenses associated with the installation of the goods if included in the contract |
| 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 B-2 whether the commission is a pre or post exportation expense having regard to the date of sale  |
| Other costs\* | **Any other** costs, charges or expenses incurred in relation to the exports to Australia (include additional columns as required). See question B-5. |

\* 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.

**B-5** If there are any other costs, charges or expenses incurred in respect of the exports listed above which have not been identified in the table above, add a column (see “other factors” in question B-4) for each item, and provide a description of each item. For example, other selling expenses (direct or indirect) incurred in relation to the export sales to Australia.

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

provide a description; and

explain the terms and conditions that must be met by the importer to obtain the discount.

Where the amounts of these discounts, rebates etc. are not identified on the sales invoice, explain how you calculated the amount shown in your response to question B-4. If they vary by customer or level provide an explanation.

**B-7** If you have issued credit notes (directly or indirectly) to the customers in Australia, in relation to the invoices listed in the detailed transaction by transaction listing in response to question B-4, provide details of each credit note if the credited amount has **not** been reported as a discount or rebate.

**B-8** If the delivery terms make you responsible for arrival of the goods at an agreed point within Australia (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) |

**B-9** For contracts where the goods were also shipped to Australia during the investigation period, please provide a complete set of all documentation related to the export sale.For example:

* the contract between your company and your Australian customer;
* the commercial invoice;
* bill of lading, export permit;
* freight invoices in relation to movement of the goods from factory to Australia, including inland freight contract;
* copy of ocean freight contract;
* documents relating to port expenses;
* marine insurance expenses; and
* letter of credit, and bank documentation, proving payment.

The Commission will select additional shipments for payment verification at the time of the visit.

**Section C – EXPORTED GOODS AND 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.

**C-2** List each type of wind tower exported to Australia (these types should cover all types listed in the **“Australian sales”** spreadsheet –refer section B of this questionnaire).

**C-3** If your company sells 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.

Provide a detailed explanation of the differences where those goods sold domestically (i.e. 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 domesticmarket of the country of export | If goods are identical, indicate “YES”, otherwise “NO” | Where the goods exported to Australia are not identical to the like goods, describe the specification differences. If it is impractical to detail specification differences in this table, refer to documents which outline differences |

**C-4** Please provide any technical and illustrative material that may be helpful in identifying or classifying the goods that your company sells on the domestic market.

**Section D – Domestic sales**

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

*In relation to domestic sales, the Commission requests that you provide details of all of your invoiced sales during the investigation period. You* ***do not need*** *to provide details of tenders that were won during the investigation period but invoiced outside of the investigation period.*

*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 manager* ***before*** *completing the questionnaire.*

*If the case manager agrees that it is not possible to obtain a complete listing he or she will consider a method for sampling that meets the Commission requirements. If agreement cannot be reached as to the appropriate method the Commission may not visit your company.*

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

*If you do not have any domestic sales of like goods you must contact the case manager who will explain the information the Commission requires for determining a normal value using alternative methods.*

**D-1** Please provide:

a detailed description of your distribution channels to domestic customers, including a diagram if appropriate;

information concerning the functions/activities performed by each party in the distribution chain; and

a copy of any agency or distributor agreements, or contracts entered into.

If any of the customers listed are associated with your business, provide details of that association. Describe the effect, if any, that association has upon the price.

**D-2** Do your domestic selling prices vary according to the distribution channel identified? If so, provide details. Real differences in trade levels are characterised by consistent and distinct differences in functions and prices.

**D-3** Please explain in detail the sales process, including:

the way in which you set the price, receive orders, make delivery, invoice and receive payment, and the terms of the sales; and

whether price includes the cost of delivery to customer.

Ifexport prices are determined through a tender process, supply copies of winning tender bids.

**D-4** Please prepare the spreadsheet **“domestic sales”** in the exporter questionnaire workbook listing **all** sales of like goods made during the investigation period. The listing must be provided electronically.

Include all of the following information.

|  |  |
| --- | --- |
| **Column****Heading** | **Explanation** |
| Customer name | Names of your domestic 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  |
| Related / non related | Indicate whether your domestic customer is related to your organisation |
| Level of trade | The level of trade of your domestic customer |
| Project name | Name of project / wind farm you have tendered for |
| Contract number | The contract, order confirmation or purchase order number |
| Contract date | Date contract was agreed with your domestic customer. Do not include information relating to contracts where the goods were invoiced outside of the investigation period.  |
| Model/product code | The code used in your records for the product model/grade/type identified. Explain the product codes in your submission |
| Items | Where the contract / sale provided for separate prices for each item please show these items separately in separate rows. E.g. for tower sections, flanges, mechanical and internals, lifts (where applicable) and for any free issue stock. |
| Invoice number | Invoice number |
| Invoice date | Invoice date |
| Delivery date | If the delivery date is different to the invoice date please specify |
| Delivery terms | Delivery terms e.g. free on truck, delivered into store |
| Payment terms | Payment terms agreed with customer e.g. 60 days |
| Quantity | Quantity in units shown on the invoice |
| Gross invoice value | gross invoice value shown on invoice *in the currency of sale*, *excluding taxes* |
| Discounts | If applicable, the amount of any discount deducted on the invoice on each transaction. If a % discount applies, show that % discount applying in a separate column |
| Rebates | The amount of any deferred rebates or allowances paid to your domestic customers in the currency of sale |
| Other charges | Any other charges, or price reductions, that affect the net invoice value. Insert additional columns and provide a description |
| Net invoice value  | The net invoice value expressed in your domestic currency as it is entered in your accounting system |
| Other discounts | The actual amount of any other discounts not deducted from the invoice. Show a separate column for each type of discount |
| Packing\* | Packing expenses |
| Bracing and fixture costs | Separate and additional to packing expenses if applicable to domestic sales. |
| Inland transportation costs\* | Inland transportation costs included in the selling price |
| Handling, loading & ancillary expenses\* | Handling, loading and ancillary expenses |
| Warranty & guarantee expenses\* | Warranty and guarantee expenses |
| Installation expenses | Any expenses associated with the installation of the goods if included in the contract |
| 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 costs\* | Any other costs, charges or expenses incurred in relation to the domestic sales (include additional columns as required). See question D-5 |

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

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

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

provide a description; and

explain the terms and conditions that must be met by the customer to qualify for payment.

Where the amounts of these discounts, rebates etc. are not identified on the sales invoice, explain how you calculated the amounts shown in your response to question D-4.

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

**D-7** Select two domestic sales 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, the tender bid, the contract of sale, commercial invoice, discounts or rebates applicable, credit/debit notes, inland freight contract invoice and bank documentation showing proof of payment.

The Commission will select additional sales for verification at the time of the visit.

**Section E – Fair comparison**

Section B sought information about the export prices to Australia and Section D sought information about prices on your domestic market for like goods (i.e. the normal value).

Where the normal value and the export price are not comparable adjustments may be made. This section informs you of the fair comparison principle and asks you to quantify the amount of any adjustment.

As prices are being compared, the purpose of the adjustments is to eliminate factors that have unequally modified the prices to be compared.

To be able to quantify the level of any adjustment it will usually be necessary to examine cost differences between sales in different markets. The Commission must be satisfied that those costs are likely to have influenced price. In practice, this means that the expense item for which an adjustment is claimed should have a close nexus to the sale. For example, the cost is incurred because of the sale, or because the cost is related to the sale terms and conditions.

Conversely, where there is not a direct relationship between the expense item and the sale a greater burden is placed upon the claimant to demonstrate that prices have been affected, or are likely to have been affected, by the expense item. In the absence of such evidence the Commission may disallow the adjustment.

Where possible, the adjustment should be based upon actual costs incurred when making the relevant sales. However, if such specific expense information is unavailable cost allocations may be considered. In this case, the party making the adjustment claim must demonstrate that the allocation method reasonably estimates costs incurred.

A party seeking an adjustment has the obligation to substantiate the claim by relevant evidence that would allow a full analysis of the circumstances, and the accounting data, relating to the claim.

The investigation must be completed within strict time limits therefore you must supply information concerning claims for adjustments in a timely manner. Where an exporter has knowledge of the material substantiating an adjustment claim that material is to be available at the time of the verification visit. The Commission will not consider new claims made after the verification visit.

## E-1 Costs associated with export sales

These cost adjustments will relate to your responses to question B‑4, **‘Australian sales’**.

**1. Transportation**

Explain how you have quantified the amount of inland transportation associated with the export sale (**“Inland transportation costs”**). Identify the general ledger account where the expense is recorded.

If the amount has been determined from contractual arrangements, not from an account item, provide details and evidence of payment.

**2. Handling, loading and ancillary expenses**

List all charges that are included in the export price and explain how they have been quantified (**“Handling, loading & ancillary expenses”**). Identify the general ledger account where the expenses are recorded. 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 B-4, for example:

* terminal handling
* wharfage and other port charges
* container taxes
* document fees and customs brokers fees
* clearance fees
* bank charges, letter of credit fees
* other ancillary charges

**3. Credit**

The cost of extending credit on export sales is not included in the amounts quantified at question B-4. However, the Commission will examine whether a credit adjustment is warranted and determine the amount. Provide applicable interest rates over each month of the investigation period. Explain the nature of the interest rates most applicable to these export sales e.g., short term borrowing in the currency concerned.

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

**4. Packing costs and bracing/fixture 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 amounts in the listing in the columns headed **“Packing”** and **“Bracing and fixture costs.**”

**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 recorded.

**6. Warranties, guarantees, installation and after sales services**

List the costs incurred. Show relevant sales contracts. Show how you calculated the expenses (**“Warranty & guarantee expenses”, “Installation 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 included in the contract for sale or closely related to the sales in question, an adjustment will be considered. Identify the ledger account where the expense is recorded.

**7. Other factors**

There may be other factors for which an adjustment is required if the costs affect price comparability – these are identified in the column headed **“Other factors”**. For example, other variable or fixed selling expenses, including salesmen salaries, salesmen travel expenses, advertising and promotion, samples and entertainment expenses. Your consideration of questions at section G of this questionnaire (concerning domestic and export costs) would have alerted you to such other factors.

**8. Currency conversions**

In comparing export and domestic prices a currency conversion is required. Fluctuations in exchange rates can only be taken into account when there has been a ‘sustained’ movement during the period of investigation (see article 2.4.1 of the WTO Agreement). The purpose is to allow exporters 60 days to adjust export prices to reflect ‘sustained’ movements. Such a claim requires detailed information on exchange rate movements in your country over a long period that includes the investigation period.

## E-2 Costs associated with domestic sales

These cost adjustments will relate to your responses to 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**

This adjustment recognises that differences such as quality, chemical composition, structure or design, mean that the 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 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.

The Commission will seek to verify your claimed specification adjustments during the verification visit.

|  |  |  |  |
| --- | --- | --- | --- |
| **EXPORTED TYPE** | **DOMESTIC TYPE** | **DIFFERENCES** | **CLAIMED** **ADJUSTMENT** |
| Specifications of each model of the goods exported to Australia  | Specifications of comparable model sold on the domestic market of the country of export | Describe the specification differences in detail. If it is impractical to detail specification differences in this table, refer to documents which outline differences | The claimed adjustment must be quantifiable and supported by evidence that is available for verification by the Commission |

**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; and

- an explanation as to how you calculated the amount of duty payable on imported materials is borne by the goods sold *domestically* but is not borne by the exports to Australia.

Substitution drawback systems

Annex 3 of the WTO Agreement on Subsidies provides: *“Drawback systems can allow for the refund or drawback of import duties on inputs which are consumed in the production process of another product and where the export of this latter product contains domestic inputs having the same quality and characteristics as those substituted for the imported inputs”*

If such a scheme operates in the country of export adjustments can also be made for the drawback payable on the substituted domestic materials, provided the total amount of the drawback does not exceed the total duty paid.

**3. Level of trade**

Question D-4 asks you to indicate the level of trade to the domestic customer. To claim an adjustment for level of trade differences you will need to quantify the amount by which level of trade influences price.

Trade level is the level a company occupies in the distribution chain. The trade level to which that company in turn sells the goods and the functions carried out distinguish a level of trade. Examples are producer, national distributor, regional distributor, wholesaler, retailer, end user, and original equipment.

It may not be possible to compare export prices and domestic prices at the same level of trade. Where relevant sales of like goods at the next level of trade must be used to determine normal values an adjustment for the difference in level of trade may be required where it is shown that the difference affects price comparability.

The information needs to establish that there are real trade level differences, not merely nominal differences. Real trade level differences are characterised by a consistent pattern of price differences between the levels and by a difference in functions performed. If there is no real trade level differences all sales are treated as being at the same level of trade.

A real difference in level of trade (may be adjusted for using either of the following methods:

*(a) costs arising from different functions*: the amount of the costs, expenses etc. incurred by the seller in domestic sales of the like goods resulting from activities that would not be performed were the domestic sales made at the same level as that of the importer.

This requires the following information:

* a detailed description of each sales activity performed in selling to your domestic customers (for example sales personnel, travel, advertising, entertainment etc.);
* the cost of carrying out these activities in respect of like goods;
* for each activity, whether your firm carries out the same activity when selling to importers in Australia;
* an explanation as to why you consider that you are entitled to a level of trade adjustment.

**or**

 (b) *level discount*: the amount of the discount granted to purchasers who are at the same level of trade as the importer in Australia. This is determined by an examination of price differences between the two levels of trade in the exporter’s domestic market, for example sales of like goods by other vendors or sales of the same general category of goods by the exporter. For this method to be used it is important that a clear pattern of pricing be established for the differing trade levels. Such pattern is demonstrated by a general availability of the discounts to the level - isolated instances would not establish a pattern of availability.

**4. Credit**

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

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

* the rate, or average of rates, applying on actual short term 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.

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 system,[[2]](#footnote-3) 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.
1. *Calculate the average credit period*

The average credit period equals 365 divided by the accounts receivable turnover ratio determined above at 1.

The resulting average credit period should be tested against randomly selected transactions to support the approximation.

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

**5. Transportation**

Explain how you have quantified the amount of inland transportation associated with the domestic sales (**“Inland transportation Costs”**). Identify the general ledger account where the expense is recorded. If the amount has been determined from contractual arrangements, not from an account item, provide details and evidence of payment.

**6. Handling, loading and ancillary expenses**

List all charges that are included in the domestic price and explain how they have been quantified (**“Handling, loading and ancillary Expenses”**). Identify the general ledger account where the expense is recorded. If the amounts have been determined using actual observations, not from a relevant account item, provide details.

**7. Packing and Bracing/fixture costs if applicable**

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”** and **“Bracing and fixture costs if applicable”**.

**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 recorded.

**9. Warranties, guarantees, and after sales services**

List the costs incurred. Show relevant sales contracts. Show how you calculated the expenses (**“Warranty & Guarantee expenses”** and **“Technical assistance & other services”**), including the basis of any allocations. Include a record of expenses incurred. Technical services include costs for the service, repair, or consultation. Where these expenses are closely related to the sales in question, an adjustment will be considered. Identify the ledger account where the expense is recorded.

**10. Other factors**

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

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

## E-3 Duplication

In calculating the amount of the adjustments you must ensure that there is no duplication.

For example:

* adjustments for level of trade, quantity or other discounts may overlap, or
* calculation of the amount of the difference for level of trade may be based upon selling expenses such as salesperson’s salaries, promotion expenses, commissions, and travel expenses.

Separate adjustment items must avoid duplication.

An adjustment for quantities may not be granted unless the effect on prices for quantity differences is identified and separated from the effect on prices for level of trade differences.

**Section F – Export sales to countries other than Australia (third country sales)**

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

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

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

|  |  |
| --- | --- |
| **Column heading** | **Explanation** |
| Country | Name of the country that you exported like goods to over the 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 |
| Value of sales | Show net sales value to all customers in the third country over the investigation period |
| Currency | Currency used on the invoice |
| Payment terms | Typical payment terms with customer(s) in the country e.g. 60 days |
| Shipping terms | Typical shipment terms to customers in the third country e.g. CIF, FOB, ex-factory, DDP etc. |

Provide this information in the **“third country”** spreadsheet in the **“Exporter Questionnaire – Attachment”** Excel workbook.

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

**Section G – Costing information and constructed value**

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

* *testing the profitability of sales of like goods on the domestic market;*
* *determining a constructed normal value of the goods under consideration (the goods) - i.e. 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 (e.g. 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.*

***Please provide costs associated to each of the export sales identified in question B-4 and domestic sales identified in question D-4.***

*For export sales, this will include costs associated with tenders that may be invoiced or delivered outside of the investigation period. Where these costs have not yet been incurred, please provide an estimate of these costs such as, for example, the cost you estimated at the time of bidding for the tender.*

*For domestic sales, you only need to include* ***actual*** *costs incurred in relation to goods invoiced during 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.

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 (e.g. number of wind towers and sections thereof)\* |  |  |  |
| B – Actual production in volume (e.g. number of wind towers and sections thereof) |  |  |  |
| 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 in the **“production”** spreadsheet in the **“Exporter Questionnaire – Attachment”** Excel workbook.

## G-2 Cost accounting practices

1. Outline the management accounting system that you maintain and explain how that cost accounting information is reconciled to your audited financial statements.
2. Is your company’s cost accounting system based on standard (budgeted) costs? State whether standard costs were used in your responses to this questionnaire. If they were state whether all variances (i.e. differences between standard and actual production costs) have been allocated to the goods, and describe how those variances have been allocated.
3. Provide details of any significant or unusual cost variances that occurred during the investigation period.
4. Describe the profit/cost centres in your company’s cost accounting system.
5. For each profit/cost centre describe in detail the methods that your company normally uses to allocate costs to the goods under consideration. In particular specify how, and over what period, expenses are amortised or depreciated, and how allowances are made for capital expenditures and other development costs.
6. Describe the level of product specificity (models, grades etc.) that your company’s cost accounting system records production costs.
7. List and explain all production costs incurred by your company which are valued differently for cost accounting purposes than for financial accounting purposes.
8. State whether your company engaged in any start-up operations in relation to the goods under consideration. Describe in detail the start-up operation giving dates (actual or projected) of each stage of the start-up operation.
9. State the total cost of the start-up operation and the way that your company has treated the costs of the start-up operation it its accounting records.
10. State how direct labour is allocated.
11. State how idle time or down time is accounted for.

##

## G-3 Cost to make and sell on domestic market

*This information is relevant to testing whether domestic sales are in the ordinary course of trade.[[3]](#footnote-4)*

1. Please provide (in the format shown in the table below) the actual unit cost to make and sell each model/type (identified in section C) of the like goods sold on the domestic market.

Prepare this information in the **“domestic CTMS”** spreadsheet in the **“Exporter Questionnaire – Attachment”** Excel workbook.

|  |  |  |
| --- | --- | --- |
| Title of wind farm project | Project X | Project X |
| Customer name |  |  |
| Contract number  |  |  |
| Contract date |  |  |
| Invoice number |  |  |
| Invoice date |  |  |
| Item (e.g. complete tower, embed) |  |  |
| Model specification / product code |  |  |
| Quantity |  |  |
| Delivery date |  |  |
| ***Variable manufacturing costs*** |  |  |
| Material – steel plate (for towers) |  |  |
| Material – flanges and flange bolts (for towers) |  |  |
| Material – steel plate (for embeds / foundation) |  |  |
| Material – flanges and flange bolts (for embeds / foundation) |  |  |
| Material – mechanical and electrical internal components |  |  |
| Material – lifts (where applicable) |  |  |
| Material – door frames, ladders (where applicable) |  |  |
| Material – paint  |  |  |
| Material – packaging  |  |  |
| Direct labour – manufacturing / production / packaging |  |  |
| Direct labour – testing, non-destructive testing (NDT) and QA |  |  |
| Other costs |  |  |
| ***Fixed manufacturing costs*** |  |  |
| Overheads |  |  |
| Depreciation |  |  |
| Finance charges |  |  |
| Other costs |  |  |
| **Total cost to make** |  |  |
| Selling costs |  |  |
| Administration and general costs |  |  |
| Financial costs |  |  |
| Delivery expenses |  |  |
| Other costs |  |  |
| **Total cost to sell** |  |  |
| **Total cost to make and sell** |  |  |
| **Unit cost to make and sell** |  |  |

*Provide this information for each unique unit of the goods invoiced during the period of the investigation. For example, if one contract specifies production of two different types of the goods, provide this information for each type of the goods.*

*Provide the information broken down into fixed and variable costs, and indicate the % total cost represented by fixed costs.*

*If you are unable to supply this information in this format, please contact the case manager for this investigation.*

*Please specify unit of currency.*

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

## G-4 Cost to make and sell goods under consideration (goods exported to Australia)

*The information is relevant to calculating the normal values based on costs. It is also relevant to calculating certain adjustments to the normal value.*

1. Prepare this information in the **“Australian CTMS”** spreadsheet in the **“Exporter Questionnaire – Attachment”** Excel workbook.

|  |  |  |
| --- | --- | --- |
| Title of wind farm project | Project X | Project X |
| Customer name |  |  |
| Contract number  |  |  |
| Contract date |  |  |
| Invoice number |  |  |
| Invoice date |  |  |
| Item (e.g. complete tower, embed) |  |  |
| Model specification / product code |  |  |
| Quantity |  |  |
| Delivery date (actual or scheduled) |  |  |
| ***Variable manufacturing costs*** |  |  |
| Material – steel plate (for towers) |  |  |
| Material – flanges and flange bolts (for towers) |  |  |
| Material – steel plate (for embeds / foundation) |  |  |
| Material – flanges and flange bolts (for embeds / foundation) |  |  |
| Material – mechanical and electrical internal components |  |  |
| Material – lifts (where applicable) |  |  |
| Material – door frames, ladders (where applicable) |  |  |
| Material – paint  |  |  |
| Material – packaging  |  |  |
| Direct labour – manufacturing / production / packaging |  |  |
| Direct labour – testing, non-destructive testing (NDT) and QA |  |  |
| Other costs |  |  |
| ***Fixed manufacturing costs*** |  |  |
| Overheads |  |  |
| Depreciation |  |  |
| Finance charges |  |  |
| Other costs |  |  |
| **Total cost to make** |  |  |
| Selling costs |  |  |
| Administration and general costs |  |  |
| Financial costs |  |  |
| Delivery expenses |  |  |
| Other costs |  |  |
| **Total cost to sell** |  |  |
| **Total cost to make and sell** |  |  |
| **Unit cost to make and sell** |  |  |

*Provide this information for all goods invoiced during the investigation period and for all goods the subject of a contract that was entered into during the investigation period, but invoiced or delivered outside of the investigation period. Where actual costs are not yet incurred, provide an estimate of these costs, for example, the estimate of the costs that formed the basis of your winning tender bid.*

*Provide this information for each unique unit of the goods contracted for sale or invoiced during the investigation period. For example, if one contract specifies production of two different types of the goods, provide this information for each type of the goods.*

*Provide the information broken down into fixed and variable costs, and indicate the % total cost represented by fixed costs.*

*If you are unable to supply this information in this format, please contact the case manager for this investigation.*

*Please specify unit of currency.*

1. Where there are cost differences between goods sold to the domestic market and those sold for export, give reasons and supporting evidence for these differences.
2. Give details and an explanation of any significant differences between the costs shown, and the costs as normally determined in accordance with your general accounting system. Reference should be made to any differences arising from movements in inventory levels and variances arising under standard costing methods.
3. In calculating the unit cost to make and sell, provide an explanation if the allocation method used (e.g. number, or weight etc.) to determine the unit cost differs from the prior practice of your company.

## G-5 Major material costs

List major material costs, which individually account for 10% or more of the total production cost. The exporter questionnaire spreadsheet identifies plate steel and flanges as being examples of such costs. However, if there are further costs which individually account for 10% or more of the total production cost please detail these in the same manner.

For these major inputs:

* identify materials sourced in-house and from associated entities;
* identify the supplier; and
* show the basis of valuing the major materials in the costs of production you have shown for the goods (e.g. market prices, transfer prices, or actual cost of production).

Where the major input is produced by an associate of your company, the Commission will compare your purchase price to a normal market price. If the associate provides information on the cost of production for that input, such cost data may also be considered.

Normal market price is taken to be the price normally available in the market (having regard to market size, whether the input is normally purchased at ‘spot prices’ or under long term contracts etc.).

The term ‘associate’ is defined in section 269TAA of the *Customs Act*. Included in that definition are companies controlled by the same parent company (a company that controls 5% or more of the shares of another is taken to be an associated company); companies controlled by the other company; and companies having the same person in the board of directors.

**Important note: If the major input is sourced as part of an integrated production process you should provide detailed information on the full costs of production of that input.**

**Section H – EXPORTER’s DECLARATION**

* I hereby declare that.............................................................(company)

did, during the period of investigation, export the goods under consideration and have completed the attached questionnaire and, having made due inquiry, certify that the information contained in this submission is complete and correct to the best of my knowledge and belief.

* I hereby declare that.............................................................(company)

did not, during the period of investigation, export the goods under consideration and therefore have not completed the attached questionnaire.

**Name :.............................................................................**

**Signature :.............................................................................**

Position in

**Company :.............................................................................**

**Date :.............................................................................**

**Section I – CHECKLIST**

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

|  |  |
| --- | --- |
| **Section** | Please tick if you have responded to all questions |
| Section A – general information |  |
| Section B – Australian sales |  |
| Section C – like goods |  |
| Section D – domestic sales |  |
| Section E – fair comparison |  |
| Section F – exports to third countries |  |
| Section G – costing information |  |
| Section H – exporter’s declaration |  |

|  |  |
| --- | --- |
| **Electronic Data** | Please tick if you have provided spreadsheet |
| **INCOME STATEMENT** |  |
| **TURNOVER** – sales summary |  |
| **AUSTRALIAN SALES** – list of sales to Australia |  |
| **DOMESTIC SALES** – list of all domestic sales of like goods |  |
| **THIRD COUNTRY** – third country sales |  |
| **PRODUCTION** – production figures |  |
| **DOMESTIC COSTS** – costs of goods sold domestically |  |
| **AUSTRALIAN COSTS** – costs of goods sold to Australia |  |
| **RAW MATERIAL PURCHASES** |  |

**APPENDIX: Glossary of Terms**

Throughout this questionnaire, there are certain words and terminology used that require some clarification. The following are their definitions for the purposes of this investigation.

##### Adjustments

To enable a fair comparison between the export price and the normal value Australian legislation provides for the adjustment of the domestic price paid for like goods. Adjustments are made to account for sales occurring at different times, specification differences, and differences in the terms or circumstances of the sales. The adjustment to the normal value may be upward or downward. Areas where you believe an adjustment is necessary should be identified. Section E of the questionnaire refers*.*

Examples of adjustments that may be made include: sa*les occurring at different times*

(it is sometimes necessary to compare domestic and export sales made at different times - in these circumstances an adjustment may be made to reflect price movements during that time); s*pecification differences; packaging; taxes; level of trade; advertising; servicing/warranty; inland freight; warehousing; export charges; credit terms; duty drawback; commissions.*

Adjustments may also be required where the normal value is based upon costs to make and sell.

##### Arms length

Sales are not considered to be at “arms length” on your domestic market if there is any consideration payable for the goods other than their price, or there is an association between the buyer and the seller which affects the price, or there will be a reimbursement, compensation or benefit for, or in respect of, the price.

##### Constructed value

In cases where domestic prices paid for the goods under consideration in the country of export cannot be used for the determination of normal value, i.e. when there are no or insufficient sales or where such sales were not made in the ordinary course of trade, normal value may be based on a constructed value. Constructed value is calculated on the basis of the cost of production of the goods under consideration plus a reasonable amount for selling, general and administration costs, and for profits, that are associated with sales on the domestic market of the country of export.

##### Cost of production/manufacturing

The cost of production or manufacture consists of all manufacturing costs associated with the goods. It is the sum of direct materials, direct labour and factory overheads.

##### Cost to make and sell

The cost to make and sell is the sum of the cost of production or manufacture, and the selling, general and administration costs associated with the sale of those goods.

##### Country of origin

The country in which the last significant process in the manufacture or production of the goods was performed.

##### Date of sale

The Commission will normally use the invoice date as recorded in the exporter or producer’s records. Another date may be used if this better reflects the material terms of sale. The questionnaire directs attention to matching data sets of domestic and export sales where some other date is used, as well as matching cost information.

##### Direct labour cost

Direct labour is categorised as a variable cost, i.e. the value varies with the level of production.

##### Dumping

Dumping occurs when the products of one country are exported to another country at a price less than their normal value.

##### Dumping margin

Where the export price is less than the normal value the dumping margin is the amount of the difference. It can be expressed as a value or as a percentage of the export price.

##### Export price

The export price of the goods is usually the price paid or payable to the exporter in arms length transactions, in most instances calculated at the Free on Board (FOB) level.

##### Exporting country

The country of export is normally the country of origin from which the goods are shipped. The country of export may be an intermediate country, except where the products are merely transhipped through that country, or the products concerned are not produced in that country, and there is no comparable price in that country.

##### Factory overheads

Factory overheads consist of variable costs e.g. power, supplies, indirect labour and fixed costs e.g. factory rent, factory insurance, factory depreciation etc.

##### Goods under consideration (the goods)

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

##### Incoterms

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

EXW ex works (the seller’s minimum obligation as costs relate to goods being made available at the sellers premises)

FCA free carrier (main carriage not paid by seller. Pay costs until such time that the goods have been delivered at the named point into custody of a carrier named by the seller. Customs formalities, taxes etc. paid if required)

FAS free alongside ship (main carriage not paid by seller. Deliver the goods alongside the ship)

FOB free on board (main carriage not paid by seller. Deliver the goods on board, provide export clearance if required, pay loading costs to the point the goods have passed the ship’s rail, pay customs formalities, taxes etc. payable upon exportation)

CFR cost and freight (main carriage paid by seller. Pay all costs until delivered as well as freight, loading and unloading, pay customs formalities, taxes etc. payable upon exportation)

CIF cost, insurance and freight (main carriage paid by seller. Pay all costs as under CFR as well as marine insurance)

the terms CFR and CIF are only used where goods are carried by sea or waterway transport

CPT carriage paid to

CIP carriage and insurance paid to

the terms CPT and CIP are used as alternatives to CFR and CIF where the goods are carried by air, road, rail etc.

DAF delivered at frontier (goods carried by rail or road and cleared for export at the named place at the frontier. Pay costs until delivered at the frontier plus any discharge costs incurred to place the goods at the customers disposal)

DES delivered ex ship (goods made available to the buyer on board the ship uncleared for import at the named port of destination. Pay all costs incurred in placed at the disposal of the buyer, pay customs formalities, taxes etc. payable upon exportation, and where necessary for transit through another country)

DDU delivered duty unpaid (Pay all costs for carriage to the agreed point, pay customs formalities, taxes etc. payable upon exportation, and where necessary for transit through another country)

DDP delivered duty paid (goods made available at the named place in the country of importation – all risks and costs being incurred by the seller including duties, taxes etc. incurred upon importation)

**Investigation period**

A period defined by the Commission over which importations of the goods are examined. In this instance the investigation period is 1 January 2017 to 30 June 2018.

**Like goods**

Like goods are goods sold on the domestic market of the country of export (or to a third country) that are identical in all respects to the goods under consideration or that, although not alike in all respects have characteristics closely resembling those of the goods under consideration. The term ‘like goods’ also refers to the goods produced by the Australian industry allegedly being injured by dumped imports.

##### Normal value

Australian legislation sets out several ways to assess "normal value".

The preferred method is to use the price paid for like goods sold for domestic consumption in the country of export. Usually, these sales are made by you, but there may be circumstances where it is appropriate to use sales made by other sellers on the domestic market.

Sale prices must be at arms length and in the ordinary course of trade. In the absence of relevant or suitable domestic sales, the normal value may be determined by constructing a price based upon all costs to make and sell the goods. Profit may also be included if the sales on the domestic market are profitable. Alternatively the normal value may be ascertained using the price paid for like goods sold in the ordinary course of trade at arms length to customers in a country other than Australia, however this option is rarely used.

Finally, when a normal value cannot be ascertained by any of the above methods, or if no information is provided, the Commission will determine the normal value by considering all the relevant information, including the applicant's information. This allows the applicant's information to be used where sufficient information has not been furnished or is not available.

Where domestic price generally, and the trade of the exporting country are determined or substantially influenced by the government of the exporting country, an alternative/surrogate market economy is selected by the Commission and the normal value is determined as if the surrogate country were the export source.

##### Ordinary course of trade

Testing for "ordinary course of trade" includes a comparison of the selling price and the unit cost to make and sell for the same period. If sales in respect of a substantial quantity of goods over an extended period of time, usually 12 months, do not recover all costs and these losses are not likely to be recovered within a reasonable period of time, (again usually 12 months) then the sales are regarded as being not in the ordinary course of trade.

There may be circumstances where it is appropriate to use a period other than 12 months in assessing whether sales are in the ordinary course of trade.

Unprofitable sales are to be taken to have occurred in substantial quantities during an extended period where the unprofitable sales amount to 20% or more of the total volume of sales of the goods by the exporter over the period. An extended period of time is usually taken to be a period not less than 12 months. Where unprofitable sales are rejected, normal value is based upon remaining profitable sales provided they occur in sufficient number. Where all sales have been made at a loss, or profitable sales are insufficient, the normal value may be constructed from costs to make and sell.

##### Selling, general and administration expenses (SG&A)

The selling, general and administration expenses includes all selling, distribution, general and administration expenses including finance costs that would be incurred if the goods were sold for domestic consumption in the country of export. The amounts are determined in each case using all the available information and may include expenses incurred in:

* domestic sales of like goods;
* sale of goods of the same general category by the exporter; or
* sales in the industry in the country of export.

The expenses must, however, reflect the selling, general and administration costs of the goods. Administrative and selling expenses include: director’s fees, management salaries and benefits, office salaries and benefits, office supplies, insurance, promotion, entertainment, depreciation and corporate overheads.

1. On 20 December 2017, the Prime Minister appointed the Parliamentary Secretary to the Minister for Jobs and Innovation as the Assistant Minister for Science, Jobs and Innovation. For the purposes of this inquiry the Assistant Minister is the relevant decision maker [↑](#footnote-ref-2)
2. 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. [↑](#footnote-ref-3)
3. *The Commission applies the tests set out in s.269TAAD of the Customs Act 1901 to determine whether goods are in ordinary course of trade. These provisions reflect the WTO anti-dumping agreement – see Article 2.2.1.* [↑](#footnote-ref-4)