



**IMPORTER QUESTIONNAIRE**

**PREPARED OR PRESERVED TOMATOES**

**EXPORTED TO AUSTRALIA FROM ITALY BY ALL EXPORTERS  
OTHER THAN FEGER DI GERARDO FERRAIOLI S.P.A. AND LA  
DORIA S.P.A.**

This questionnaire seeks information in relation to your imports and sales of prepared or preserved tomatoes exported to Australia from Italy by all exporters other than Feger di Gerardo Ferraioli S.p.A. and La Doria S.p.A.

The questionnaire is accompanied by the attached Excel workbook “Importer Questionnaire Spreadsheets”, which provides a template for your response to various parts of the questionnaire.

Information provided in response to the questionnaire may be used to assist in determining export prices and non-injurious prices, to construct the Australian market for the goods, and in the assessment of the applicant’s injury claims.

The attached Australian Dumping Notice No 2016/55 provides details of the goods under consideration, the application and the investigation procedures.

**This questionnaire comprises of three parts:**

<b>Part A</b>	<b>Company and overseas supplier information</b>
<b>Part B</b>	<b>Imports and forward orders</b>
<b>Part C</b>	<b>Sales and expenses</b>

**Due date for response (all three parts): **Close of business, 10 June 2016****

**Return address**

**E-mail:** [operations1@adcommission.gov.au](mailto:operations1@adcommission.gov.au)

**Mail (on CD or USB):** Director – Operations 1  
Anti-Dumping Commission  
Level 35, 55 Collins St  
Melbourne VIC 3000

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**Part A – Company and overseas supplier information**

**A.1 Your company**

Company Name	LEO'S IMPORTS AND DISTRIBUTORS PTY. LTD.
ABN:	26 006 238 928
Contact name:	Andrew MADAFFERI
Position:	Managing Director
Mailing address:	121 Somerset Road
	Campbellfield, VIC 3061
Telephone:	03 93801038
Facsimile:	03 93880683
E-mail address:	admin@leosimports.com.au

Provide details on the ownership of your company and major shareholders:

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Describe the role of your company in the Australian market for prepared or preserved tomatoes – for example, buying or selling agent, importer/distributor, importer/wholesaler, importer/retailer or importer/end-user.

Giuseppe MADAFFERI

Leo MADAFFERI

At what level of trade is each of your customers – for example, distributor, wholesaler, retailer or end-user?

<b>Customer</b>	<b>Level of trade</b>
WOOLWORTHS	Retailer
COLES	Retailer
INDEPENDENTS (IGA)	Retailer
CONTINENTAL DELICATESSEN	Retailer

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**A.2 Your overseas supplier(s) of the goods under consideration**

Please complete the below information for each of your overseas suppliers of prepared or preserved tomatoes (using a new box for each supplier).

If you source prepared or preserved tomatoes from a country other than Italy, please provide details of the supplier(s) of these prepared or preserved tomatoes.

Commodity:	<b>Prepared or preserved tomatoes</b>
Supplier name:	
Is the supplier the manufacturer? If 'no', please also answer question A.3 in relation to this supplier.	
Finish(es) supplied:	CANNED TOMATOES
Country of origin:	ITALY
Contact name:	
Position:	
Mailing address:	
Telephone:	
Facsimile:	
E-mail address:	

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**A.3 Overseas manufacturer(s) of the goods under investigation**

If the supplier(s) listed in your response to question A.2 above is not the manufacturer of the prepared or preserved tomatoes supplied, please complete the below for each manufacturer of the prepared or preserved tomatoes supplied (using a new box for each supplier).

Commodity:	<b>Prepared or preserved tomatoes</b>
Supplier name (from A.2):	
Manufacturer name:	
Country of origin:	
Manufacturer contact name:	
Position:	
Mailing address:	
Telephone:	
Facsimile:	
E-mail address:	

**A.4 Timing of proposed visit by the Anti-Dumping Commission**

The Anti-Dumping Commission (the Commission) would like to commence visits to importers to verify the data submitted within import questionnaire responses and discuss the investigation as soon as possible from 8 June 2016.

Can you please advise what dates are suitable to your company for this visit?  
Please note that it may be helpful to consider the availability of key staff, such as your accountant, purchasing officer or sales staff.

Anytime. A notice of at least two working days will be appreciated.

Address for proposed visit (the address at which your accounting records are held):

Street address:	482 Sydney Road
	Brunswick, VIC 3056
Telephone:	03 93801038
Facsimile:	03 93880683

## **Part B – Imports and forward orders**

Attached to this questionnaire, the Commission has provided you with a detailed listing of your identified possible imports of prepared or preserved tomatoes exported from Italy during the period 1 April 2015 – 31 March 2016. This information has been sourced from the Australian Customs and Border Protection Service's imports database. Please note that the measures under review do not cover Feger di Gerardo Ferraioli S.p.A. or La Doria S.p.A., these transactions have only been included from completeness.

Within this listing, the Commission has **highlighted several selected imports in yellow**. These imports have been selected for detailed assessment (see below).

### **B.1 Import details**

Please complete the "Part B – Cost to import and sell" spreadsheet included in the "Importer Questionnaire Spreadsheets" workbook, with details for the **highlighted** selected shipments.

The spreadsheet should contain costs and sales data for the selected shipments of prepared or preserved tomatoes **exported** since 1 April 2015. The completed spreadsheet should be returned as part of your Part B response, along with details of your forward orders (see B.3 below).

### **B.2 Documents required at the visit**

In relation to the shipments selected by the Commission for verification (i.e. those shipments highlighted in the spreadsheet which will be provided by the Commission), please prepare copies of the commercial invoice, bill of lading, packing list and any other documents supporting post exportation costs including;

- overseas freight and insurance;
- customs duties;
- landing and wharfage charges;
- freight forwarding fees;
- cartage/delivery fees and
- any other charges between the FOB point and the landed, duty paid into-store point.

It would be appreciated if these documents could be assembled into one bundle for each shipment selected. Please retain these copies for presentation at the Commission's visit.

### **B.3 Forward orders**

Please complete the "Part B – Forward Orders" spreadsheet within the "Importer Questionnaire Spreadsheets" workbook. The completed spreadsheet should be returned as part of the Part B response, along with details of your selected shipments as discussed in B.1 above.

### **B.4 The goods?**

Please go through this provided listing of potential imports and in the column titled 'The goods (Yes/No)?', identify whether you consider the imported products to be prepared or preserved tomatoes subject to the investigation, as per the goods description.

Please return this listing with the column completed in your response to the importer questionnaire.

**B.5 Tenders for generic, retailer housebrand or private label**

Where a tender process was undertaken for generic, retailer housebrand or private label, please prepare copies of the following documents:

- tender documents for tenders that occurred in, or were in effect during the investigation period (1 April 2015 to 31 March 2016);
- documentation outlining all tender offers submitted by suppliers, and
- finalised supply agreements.

## **Part C – Sales and selling expenses**

### **C.1 Your sales**

Please provide details of all your sales in the Australian market of prepared or preserved tomatoes exported from Italy **except** by Feger di Gerardo Ferraioli S.p.A. and La Doria S.p.A. during the period 1 April 2015 – 31 March 2016.

If possible, and where appropriate, the following data should be provided in Microsoft Excel format (a suggested spreadsheet “Part C – Sales” is provided within the “Importer Questionnaire Spreadsheets” workbook).

Please include:

- Customer name;
- Customer level of trade (Distributor, End user etc);
- Location – state;
- Location – city;
- Invoice number;
- Invoice date;
- Delivery terms (eg. FIS, Ex-warehouse);
- Credit terms (days);
- Finish/dimensions/wall thickness;
- Quantity;
- Packing;
- Total invoiced price;
- Unit invoiced price;
- Off invoice discount/rebate amount (if applicable, list each type of discount/rebate individually);
- Net unit sales price;
- Your supplier of the goods;
- Purchase order number to supplier; and
- Country of origin.

### **C.2 Selling, general and administration expenses**

Please calculate your selling, general and administration costs for prepared or preserved tomatoes for the period 1 April 2015 to 31 March 2016 and enter this information into the “Part B – Cost to import and sell” spreadsheet included in the “Importer Questionnaire Spreadsheets”.

These expenses are normally derived from profit and loss statements or other management records and are typically expressed as a percentage of sales revenue. Where prepared or preserved tomatoes is only a part of overall company sales, allocations of selling, general and administrative expenses may have to be made.

The Commission will seek to verify your sales data, and your estimate of selling, general and administrative expenses at the importer visit.

## **Checklist**

- Part A response
  - Your company details
  - Supplier/manufacturer details
  - Suitable dates for verification meeting with the Commission
  
- Part B response
  - Sales Route spreadsheet of imports
  - Information on forward orders
  
- Part C response
  - Sales spreadsheet of sales
  - Selling, General and Administration expenses
  
- During verification meeting (may be required to assist verification)
  - Copies of source documents of post-exportation costs for shipments
  - Financial statements
  - Bank records
  - Import and post-exportation documents for other shipments
  - Sales invoices
  - Documentation to support selling costs (eg freight, warehousing)
  - Documentation to support SG&A expenses