



**Australian Government**  
**Australian Customs and  
Border Protection Service**

**International Trade Remedies Branch  
Exporter Questionnaire**

**Chememan International Pte Ltd**

**Product:** Quicklime

**From:** Thailand

**Investigation period:** 1 July 2010 to 30 June 2011

**Response due by:** **10 December 2011**  
**Extended to 21 December 2011**

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**Australian Customs and Border Protection website:**  
www.customs.gov.au

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

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**GOODS UNDER CONSIDERATION**

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

*Quicklime is also known as Calcium Oxide as this is the dominant chemical composition of quicklime (CaO). Other common names to describe this product are Burnt Lime and Unslaked Lime. Quicklime is a white to grey, caustic, crystalline solid at room temperature.*

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**SECTION A - COMPANY STRUCTURE AND OPERATIONS**

This section requests information relating to company details and financial reports.

**A-1 Identity and communication**

Please nominate a person within your company who can be contacted for the purposes of this investigation:

Head Office:

**ANSWER**

Name: Sittichai Thiensathaporn  
Position in the company: Executive Vice President  
Address: 195/11-12 Lake Rajada Office Complex 2, 10th Floor, Rajadapisek Road, Klongtoey, Bangkok 10110, Thailand  
Telephone: 662-661-9734  
Facsimile number: 662-661-9733  
E-mail address of contact person: sittichait@chememan.com

Factory:

**ANSWER**

Not applicable.

**A-2 Representative of the company for the purpose of investigation**

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

**ANSWER**

Name: Daniel Moulis  
Address: 6/2 Brindabella Circuit, Brindabella Business Park, Canberra International Airport, ACT 2609 Australia  
Telephone: 61 2 6163 1000  
Facsimile/Telex number: 61 2 6162 0606  
E-mail address of contact person: daniel.moulis@moulislegal.com  
Please communicate with Mr Moulis in the first instance in relation to all matters involving this EQ response and the investigation generally.

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

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**A-3 Company information**

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

**ANSWER**

The company name is Chememan International Pte. Ltd. ("CMM-INTER"), incorporated as a private company limited in Singapore. There is no other business name used by the company.

2. Who are the owners and/or principal shareholders? Provide details of shareholding percentages for joint owners and/or principal shareholders. (List all shareholders able to cast, or control the casting of, 5% or more of the maximum amount of votes that could be cast at a general meeting of your company).

**ANSWER**

CMM-INTER [CONFIDENTIAL TEXT – details of shareholding] Chememan Company Limited ("CMM-TH).

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

**ANSWER**

The principal shareholders of CMM-TH is provided in the Exporter Questionnaire Response of CMM-TH.

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

**ANSWER**

CMM-TH does not have a parent company.

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

**ANSWER**

The requested diagram is provided in the Exporter Questionnaire Response of CMM-TH.

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

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**ANSWER**

[CONFIDENTIAL TEXT DELETED – details of internal group accounting]

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

**ANSWER**

CMM-INTER is a trading company. It purchased quicklime, limestone and hydrated lime from CMM-TH in Thailand [CONFIDENTIAL TEXT DELETED – details of business undertaken]. These products were exported to customers in Australia [CONFIDENTIAL TEXT DELETED – details of product destinations and internal group arrangements]. CMM-INTER does not have any manufacturing facilities.

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

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

**ANSWER**

As discussed above, CMM-INTER does not manufacture any products. CMM-INTER facilitates the export sales to Australia in the capacity of a trading arm of CMM-TH. All of its sales were to Australia [CONFIDENTIAL TEXT DELETED – details of product destinations]. It has no domestic sales.

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

**ANSWER**

CMM-INTER is a trading company without any staff. Since all of its resales were made on a [CONFIDENTIAL TEXT DELETED – details of sales route and internal accounting].

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

**ANSWER**

CMM-INTER does not prepare an annual report. Exhibit A-4 contains the audited financial statements of CMM-TH.

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**A-4 General accounting/administration information**

1. Indicate your accounting period.

**ANSWER**

The accounting period of CMM-INTER is January to December.

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

**ANSWER**

The financial records of CMM-INTER are kept at the head office of CMM-TH in Bangkok, Thailand.

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.

These documents should relate to:

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

**ANSWER**

Chart of accounts of CMM-INTER is provided in CMM-INTER Exhibit A-4(1). Exhibit A-4(2) contains 2010 audited (unconsolidated) financial statements and Exhibit A-4(3) contains internal financial statements of CMM-INTER.

4. If you are not required to have the accounts audited, provide the unaudited financial statements for the two most recently completed financial years, together with your taxation returns. Any subsequent monthly, quarterly or half yearly statements should also be provided.

**ANSWER**

The audited financial statements of CMM-INTER are provided at Exhibit A-4.

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

**ANSWER**

CMM-INTER follows the generally accepted accounting principles in Singapore.

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

**ANSWER**

Since CMM-INTER does not engage in manufacturing and does not take physical possession of the goods, many of the following questions are not applicable.

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

**ANSWER**

There is no raw material or work-in-progress. For finished goods, CMM-INTER tracks the cost on a lot-by-lot basis since it resells on a [CONFIDENTIAL TEXT DELETED - details of sales route] basis.

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

**ANSWER**

Not applicable.

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

**ANSWER**

Not applicable.

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

**ANSWER**

Not applicable.

- valuation and revaluation methods for fixed assets;

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**ANSWER**

CMM-INTER owns no fixed assets.

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

**ANSWER**

Not applicable.

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

**ANSWER**

Upon settlement of foreign currency transactions, foreign exchange gain or loss determined by the difference between transaction rate and payment rate is captured in the profit and loss statement as realized foreign exchange gain/loss.

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

**ANSWER**

Asset and liability denominated in foreign currency are marked to market using the exchange rate announced by Monetary Authority of Singapore at the end of each month. The foreign exchange gain or loss determined by the difference between transaction rate and month-end exchange rate are captured in profit and loss statement as unrealized foreign exchange gain/loss. Unrealized foreign exchange gain/loss is reversed at the beginning of the following month.

- inclusion of general expenses and/or interest;

**ANSWER**

General expenses are reported as period costs when incurred. CMM-INTER [CONFIDENTIAL TEXT DELETED – details of internal financial accounting].

- provisions for bad or doubtful debts;

**ANSWER**

CMM-INTER does not make any provision for doubtful debts.

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

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**ANSWER**

Not applicable.

- costs of plant closure;

**ANSWER**

Not applicable.

- restructuring costs;

**ANSWER**

Not applicable.

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

**ANSWER**

Not applicable.

- effects of inflation on financial statement information.

**ANSWER**

Inflation had no significant effect on CMM-INTER's financial statement information.

7. In the event that any of the accounting methods used by your company have changed over the last two years provide an explanation of the changes, the date of change, and the reasons for it.

**ANSWER**

Not applicable. CMM-INTER was incorporated in September 2010.

**A-5 Income statement**

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

	Most recent completed financial year (specify)		Investigation period	
	All products	The goods	All products	The goods
Gross sales (1)				

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Sales returns, rebates and discounts (2)				
<b>Net sales (3=1-2)</b>				
Raw materials (4)				
Direct labour (5)				
Depreciation (6)				
Manufacturing overheads (7)				
Other operating expenses (8)				
<b>Total cost to make (9=4+5+6+7+8)</b>				
<b>Operating Income (10=3-9)</b>				
Selling expenses (11)				
Administrative & general expenses (12)				
Financial expenses (13)				
<b>SG&amp;A expenses (14)=(11+12+13)</b>				
<b>Income from normal activities (15)=(10-14)</b>				
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)				
<b>Profit before tax (20)=(15+16+17+18+19)</b>				
Tax (21)				
<b>Net profit (22)=(20-21)</b>				

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

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

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

**ANSWER**

The requested data is provided in the spreadsheet Exhibit A-5 Income Statement.

**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:

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

Prepare this information in a spreadsheet named "Turnover".

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

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

**ANSWER**

The requested data is provided in the spreadsheet Exhibit A-6 Turnover.

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

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

*You should report prices of all goods shipped to Australia during the investigation period.*

*The invoice date will normally be taken to be the date of sale. If you consider:*

*the sale date is not the invoice date (see 'date of sale' column in question B4 below) and;*

*an alternative date should be used when comparing export and domestic prices*

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

**ANSWER**

CMM-INTER submits that the export price is to be the CMM-INTER price, [CONFIDENTIAL TEXT DELETED - details of sales route to Australia]. The CMM-INTER price is the price paid by the importer. CMM-TH and CMM-INTER are effectively the production and sales arms of the one organisation that makes the sale to CMM-AU. Hence the starting point for the FOB Thailand price should be CMM-INTER's price to Australia. The CMM-TH and CMM-INTER Australian sales databases can be linked together using the unique sequence number contained in the CMM-INTER database.

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

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

**ANSWER**

The requested information is provided in CMM-TH Exhibit B-1. CMM-INTER exported goods to CMM-AU, [CONFIDENTIAL TEXT DELETED - details of sales route and customers]. Exhibit B-1 thus contains the information of CMM-AU [CONFIDENTIAL TEXT DELETED - details of customers] as they are the importers of goods from CMM-INTER.

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

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

**ANSWER**

For all sales of goods made by CMM-INTER to CMM-AU [CONFIDENTIAL TEXT DELETED – details of group accounting arrangements] on a CIF basis. [CONFIDENTIAL TEXT DELETED – details of group accounting arrangements] arranged and incurred inland freight and other movement expenses up to the port of exit in Thailand. [CONFIDENTIAL TEXT DELETED – details of group accounting arrangements] arranged and paid for ocean freight to port of entry in Australia. For marine insurance, [CONFIDENTIAL TEXT DELETED – details of group accounting arrangements] for these shipments. Please see CMM-TH Exhibit B-2 for a flow chart.

For [CONFIDENTIAL TEXT DELETED – details of sales route to Australia and customers], [CONFIDENTIAL TEXT DELETED – details of group accounting arrangements] inland freight and other movement expenses up to the port of exit. [CONFIDENTIAL TEXT DELETED – details of commercial arrangements with customers]

- Identify each party in the distribution chain and describe the functions performed by them. Where commissions are paid indicate whether it is a pre or post exportation expense having regard to the date of sale.

**ANSWER**

Please refer to the response to immediately above question. [CONFIDENTIAL TEXT DELETED – commercial arrangements with customers]

- Explain who retains ownership of the goods at each stage of the distribution chain. In the case of DDP sales, explain who retains ownership when the goods enter Australia.

**ANSWER**

[CONFIDENTIAL TEXT DELETED – details of group accounting arrangements, sales route and commercial arrangements with customers]

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

**ANSWER**

There were no agency or distributor agreements in relation to the Australian market.

- Explain in detail the process by which you negotiate price, receive orders, deliver, invoice and receive payment. If export prices are based on price lists supply copies of those lists.

**ANSWER**

For all sales to CMM-AU, [CONFIDENTIAL TEXT DELETED – details of sales route] were based on internal Chememan corporate decisions regarding exchange risk, freight and other movement costs.

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cash flow and market considerations.

**[CONFIDENTIAL TEXT DELETED – details of commercial arrangements with customers]**

- State whether your firm is related to any of its Australian customers. Give details of any financial or other arrangements (eg free goods, rebates, or promotional subsidies) with the customers in Australia (including parties representing either your firm or the customers).

**ANSWER**

CMM-INTER is affiliated with CMM-AU.

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

**ANSWER**

As of the date of this response, there is no outstanding orders of goods from Australian customers which have not been shipped.

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

**ANSWER**

Yes, export selling prices vary depending on the channel used. Market considerations and the absence of costs **[CONFIDENTIAL TEXT DELETED – details of commercial pricing considerations]** sample batches for large scale testing purposes. **[CONFIDENTIAL TEXT DELETED – details of commercial pricing considerations]** Prices **[CONFIDENTIAL TEXT DELETED – details of internal group pricing]** were based on internal Chememan corporate decisions regarding exchange risk, freight and other movement costs, cash flow and market considerations.

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

Column heading	Explanation
Customer name	names of your customers
Level of trade	the level of trade of your customers in Australia
Model/grade/type	commercial model/grade or type
Product code	code used in your records for the model/grade/type identified. Explain the product codes in your submission.
Invoice number	invoice number
Invoice date	invoice date
Date of sale	refer to the explanation at the beginning of this section. If you consider that a date other than the invoice date best establishes the material terms of sale, report that date. For example, order confirmation, contract, or purchase order date.

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Order number	if applicable, show order confirmation, contract or purchase order number if you have shown a date other than invoice date as being the date of sale.
Shipping terms	Delivery terms eg. CIF, C&F, FOB, DDP (in accordance with Incoterms)
Payment terms	agreed payment terms eg. 60 days=60 etc
Quantity	Quantity in units shown on the invoice. Show basis eg kg.
Gross invoice value	gross invoice value shown on invoice in the currency of sale, excluding taxes.
Discounts on the invoice	if applicable, the amount of any discount deducted on the invoice on each transaction. If a % discount applies show that % discount applying in another column.
Other charges	any other charges, or price reductions, that affect the net invoice value. Insert additional columns and provide a description.
Invoice currency	the currency used on the invoice
Exchange rate	Indicate the exchange rate used to convert the currency of the sale to the currency used in your accounting system
Net invoice value in the currency of the exporting country	the net invoice value expressed in your domestic currency as it is entered in your accounting system
Rebates or other allowances	the amount of any deferred rebates or allowances paid to the importer in the currency of sale
Quantity discounts	the actual amount of quantity discounts not deducted from the invoice. Show a separate column for each type of quantity discount.
Ocean freight**	the actual amount of ocean freight incurred on each export shipment listed.
Marine insurance	Amount of marine insurance
FOB export price**	the free on board price at the port of shipment.
Packing*	Packing expenses
Inland transportation costs*	inland transportation costs included in the selling price. For export sales this is the inland freight from factory to port in the country of export.
Handling, loading & ancillary expenses*	handling, loading & ancillary expenses. For example, terminal handling, export inspection, wharfage & other port charges, container tax, document fees & customs brokers fees, clearance fees, bank charges, letter of credit fees, & other ancillary charges incurred in the exporting country.
Warranty & guarantee expenses*	warranty & guarantee expenses
Technical assistance & other services*	expenses for after sale services, such as technical assistance or installation costs.
Commissions*	Commissions paid. If more than one type is paid insert additional columns of data. Indicate in your response to question B2 whether the commission is a pre or post exportation expense having regard to the date of sale.
Other factors*	any other costs, charges or expenses incurred in relation to the exports to Australia (include additional columns as required). See question B5.

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

\*\* FOB export price and Ocean Freight:

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

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

**ANSWER**

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The requested data are provided in the spreadsheet CMM-INTER Exhibit B-4 Australian sales.

Inland Transportation and Handling Charges

CMM-INTER [CONFIDENTIAL TEXT DELETED – details of sales route] on an FOB basis. Thus, inland transportation and handling charges in Thailand [CONFIDENTIAL TEXT DELETED – details of internal group accounting].

Ocean Freight and Marine Insurance

CMM-INTER incurred ocean freight and marine insurance [CONFIDENTIAL TEXT DELETED – details of sales route and commercial arrangements with customers]

FOB Price

CMM-INTER reported the actual FOB price by subtracting actual ocean freight and marine insurance costs which were incurred in USD, converted to Baht and AUD, from its invoice price (denominated in AUD) using the exchange rate of Monetary Authority of Singapore.

Commissions

For [CONFIDENTIAL TEXT DELETED – details of group accounting arrangements]

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

**ANSWER**

There were no other costs.

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

- provide a description; and
- explain the terms and conditions that must be met by the importer to obtain the discount.

Where the amounts of these discounts, rebates etc are not identified on the sales invoice, explain how you calculated the amount shown in your response to question B4. If they vary by customer or level provide an explanation.

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**ANSWER**

There was no discount, rebate, or allowance on export sales to Australia.

- B-7** If you have issued credit notes (directly or indirectly) to the customers in Australia, in relation to the invoices listed in the detailed transaction by transaction listing in response to question B4, provide details of each credit note if the credited amount has **not** been reported as a discount or rebate.

**ANSWER**

CMM-INTER did not issue credit notes [CONFIDENTIAL TEXT DELETED – details of internal group arrangements and customers]

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

Import duties	Amount of import duty paid in Australia
Inland transport	Amount of inland transportation expenses within Australia included in the selling price
Other costs	Customs brokers, port and other costs incurred (itemise)

**ANSWER**

[CONFIDENTIAL TEXT DELETED – details of sales route] on a CIF basis and [CONFIDENTIAL TEXT DELETED – details of commercial arrangements with customers] on FOB Thailand basis.

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

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

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

**ANSWER**

The requested documents are provided in CMM-TH Exhibit B-9.

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**SECTION C - EXPORTED GOODS & LIKE GOODS**

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

**ANSWER**  
Please refer to Section C of CMM-TH's Exporter Questionnaire Response.

**C-2** List each type of goods exported to Australia (these types should cover all types listed in spreadsheet "Australian sales" – see section B of this questionnaire).

**ANSWER**  
Please refer to Section C of CMM-TH's Exporter Questionnaire Response.

**C-3** If you sell like goods on the domestic market, for each type that your company has exported to Australia during the investigation period, list the most comparable model(s) sold domestically;

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

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

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

**ANSWER**  
Please refer to Section C of CMM-TH's Exporter Questionnaire Response.

**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.

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**ANSWER**

Please refer to Section C of CMM-TH's Exporter Questionnaire Response.

**NOTE:**

CMM-INTER does not accept the proposition that its quicklime is "like goods" to the quicklime produced by the applicant. The base material from which CMM-TH's quicklime is produced is rock, not shell sand like the applicant. The chemical composition of CMM-TH's quicklime is different, in ways which have already been outlined. Furthermore, the applicant does not even produce quicklime in lump or aggregate forms.

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**SECTION D - DOMESTIC SALES**

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

*All domestic sales made during the investigation period must be listed transaction by transaction. If there is an extraordinarily large volume of sales data and you are unable to provide the complete listing electronically you **must** contact the case officer **before** completing the questionnaire. If the case officer agrees that it is not possible to obtain a complete listing he or she will consider a method for sampling that meets Customs and Border Protection requirements. If agreement cannot be reached as to the appropriate method Customs and Border Protection may not visit your company.*

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

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

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

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

**ANSWER**

This section is not applicable since CMM-INTER did not make domestic sales.

**D-1** Provide:

- a detailed description of your distribution channels to domestic customers, including a diagram if appropriate;
- information concerning the functions/activities performed by each party in the distribution chain; and
- a copy of any agency or distributor agreements, or contracts entered into.

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

**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.

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

- the way in which you set the price, receive orders, make delivery, invoice and finally receive payment; and the terms of the sales; and
- whether price includes the cost of delivery to customer.

If sales are in accordance with price lists, provide copies of the price lists.

**D-4** Prepare a spreadsheet named "**Domestic sales**" listing all sales of like goods made during the investigation period. The listing must be provided on a CD-ROM. Include all of the following information.

Column heading	Explanation
Customer name	names of your customers. If an English version of the name is not easily produced from your automated systems show a customer code number and in a separate table list each code and name.
Level of trade	the level of trade of your domestic customer
Model/grade/type	commercial model/grade or type of the goods
Product code	code used in your records for the model/grade/type of the goods identified. Explain the product codes in your submission.
Invoice number	Invoice number
Invoice date	invoice date
Date of sale	refer to the explanation at the beginning of this section. If you consider that a date other than the invoice date best establishes the material terms of sale and should be used, report that date. For example, order confirmation, contract, or purchase order date.
Order number	show order confirmation, contract or purchase order number if you have shown a date other than invoice date as being the date of sale.
Delivery terms	eg ex factory, free on truck, delivered into store
Payment terms	payment terms agreed with the customer eg. 60 days=60 etc
Quantity	quantity in units shown on the invoice eg kg.
Gross invoice value	gross value shown on invoice in the currency of sale, net of taxes.
Discounts on the Invoice	the amount of any discount deducted on the invoice on each transaction. If a % discount applies show that % discount applying in another column.
Other charges	any other charges, or price reductions, that affect the net invoice value. Insert additional columns and provide description.
Net invoice value in the currency of the exporting country	the net invoice value expressed in your domestic currency as recorded in your accounting system
Rebates or other Allowances	the actual amount of any deferred rebates or allowances in the currency of sale
Quantity discounts	the actual amount of quantity discounts not deducted from the invoice. Show a separate column for each type of quantity discount.
Packing*	packing expenses
Inland transportation costs*	amount of inland transportation costs included in the selling price.
Handling, loading and ancillary expenses*	handling, loading & ancillary expenses.
Warranty & guarantee expenses*	warranty & guarantee expenses
Technical assistance & other services*	expenses for after sale services such as technical assistance or installation costs.
Commissions*	commissions paid. If more than one type is paid insert additional columns of data.
Other factors*	any other costs, charges or expenses incurred in relation to the domestic sales (include additional columns as required). See question D5.

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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 factors"). 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 D4.

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

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

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

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## SECTION E - FAIR COMPARISON

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

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

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

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

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

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

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

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

### **E-1 Costs associated with export sales**

*(These cost adjustments will relate to your responses made at question B-4, 'Australian sales')*

#### **1. Transportation**

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**NON-CONFIDENTIAL VERSION**



Explain how you have quantified the amount of inland transportation associated with the export sale ("**Inland transportation costs**"). Identify the general ledger account where the expense is located. If the amount has been determined from contractual arrangements, not from an account item, provide details and evidence of payment.

**ANSWER**

All goods exported by CMM-INTER to Australia [**CONFIDENTIAL TEXT DELETED – details of sales route**].

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

List all charges that are included in the export price and explain how they have been quantified ("**Handling, loading & ancillary expenses**"). Identify the general ledger account where the expenses are located. If the amounts have been determined using actual observations, not from a relevant account item, provide details.

The various export related ancillary costs are identified in the table at question B4, for example:

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

**ANSWER**

See question 2 above. [**CONFIDENTIAL TEXT DELETED – details of internal group arrangements**].

**3. Credit**

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

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

**ANSWER**

Sales by CMM-INTER to CMM-AU are inter-company transactions and thus the related credit expense

**NON-CONFIDENTIAL VERSION**

[CONFIDENTIAL TEXT DELETED – Internal group credit and credit terms with customers], the AUD-denominated short-term interest rate of CMM-AU should be used as a surrogate.

#### 4. Packing costs

List material and labour costs associated with packing the export product. Describe how the packing method differs from sales on the domestic market, for each model. Report the amount in the listing in the column headed 'Packing'.

#### **ANSWER**

CMM-INTER [CONFIDENTIAL TEXT DELETED – details of sales route] basis without taking physical possession of the goods. Thus, it did not incur packing cost. Please see CMM-TH's Exporter Spreadsheet for the packing [CONFIDENTIAL TEXT DELETED – details of sales route]. With respect to difference in packing between export sales and domestic sales, please refer to the Exporter Questionnaire response of CMM-TH.

#### 5. Commissions

For any commissions paid in relation to the export sales to Australia:

- provide a description; and
- explain the terms and conditions that must be met.

Report the amount in the sales listing in question B-4 under the column headed "Commissions". Identify the general ledger account where the expense is located.

#### **ANSWER**

[CONFIDENTIAL TEXT DELETED – details of commercial arrangements with customers]

#### 6. Warranties, guarantees, and after sales services

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

#### **ANSWER**

CMM-INTER did not incur any of these expenses.

#### 7. Other factors

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**NON-CONFIDENTIAL VERSION**

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

**ANSWER**

There were no other costs.

**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 investigation period (see article 2.4.1 of the WTO Agreement). The purpose is to allow exporters 60 days to adjust export prices to reflect 'sustained' movements. Such a claim requires detailed information on exchange movements in your country over a long period that includes the investigation period.

**ANSWER**

There were no such movements during this period and we do not claim this adjustment.

**E-2 Costs associated with domestic sales**

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

**ANSWER**

The following questions are not applicable since CMM-INTER did not make domestic sales.

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

**1. Physical characteristics**

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

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

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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.

#### **Import charges and indirect taxes**

If exports to Australia:

- are partially or fully exempt from internal taxes and duties that are borne by the like goods in domestic sales (or on the materials and components physically incorporated in the goods), or
- if such internal taxes and duties have been paid and are later remitted upon exportation to Australia;

the price of like goods must be adjusted downwards by the amount of the taxes and duties.

The taxes and duties include sales, excise, turnover, value added, franchise, stamp, transfer, border, and excise taxes. Direct taxes such as corporate income tax are not included as such taxes do not apply to the transactions.

Adjustment for drawback is not made in every situation where drawback has been received. Where an adjustment for drawback is appropriate you must provide information showing the import duty borne by the domestic sales. (That is, it is not sufficient to show the drawback amount and the export sales quantity to Australia. For example, you may calculate the duty borne on domestic sales by quantifying the total amount of import duty paid and subtracting the duty refunded on exports to all countries. The difference, when divided by the domestic sales volume, is the amount of the adjustment).

In substantiating the drawback claim the following information is required:

- a copy of the relevant statutes/regulations authorising duty exemption or remission, translated into English;
- the amount of the duties and taxes refunded upon exportation and an explanation how the amounts were calculated and apportioned to the exported goods;
- an explanation as to how you calculated the amount of duty payable on imported materials is borne by the goods sold domestically but is not borne by the exports to Australia;

#### Substitution drawback systems

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

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

**ANSWER**

Quicklime costs differ by product depending on the particle size. Smaller particles require additional processing time and thus absorb additional costs. These additional costs are accounted for in the sales prices charged. Please see the CMM-TH exporter questionnaire response for more details on how the difference in physical characteristics can be accounted for in the calculation.

**2. 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;

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- 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.

### 3. Credit

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

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

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

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

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

Where there is no fixed credit period agreed at the time of sale the period of credit is determined on the facts available. For example, where payment is made using an open account system<sup>1</sup>, the average credit period may be determined as follows:

- 1 Calculate an accounts receivable turnover ratio

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<sup>1</sup> Under an open account system, following payment the balance of the amount owing is carried into the next period. Payment amounts may vary from one period to the next, with the result that the amount owing varies.

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This ratio equals the total credit sales divided by average accounts receivable. (It is a measure of how many times the average receivables balance is converted into cash during the year).

In calculating the accounts receivable turnover ratio, credit sales should be used in the numerator whenever the amount is available from the financial statements. Otherwise net sales revenue may be used in the numerator.

An average accounts receivable over the year is used in the denominator. This may be calculated by:

- using opening accounts receivable at beginning of period plus closing accounts receivable at end of period divided by 2, or
- total monthly receivables divided by 12.

*2 Calculate the average credit period*

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

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

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

**4. Transportation**

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

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

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

**6. Packing**

List material and labour costs associated with packing the domestically sold product. Describe how the packing method differs from sales on the domestic market, for each model. Report the amount in the listing in the column headed "**Packing**".

**7. Commissions**

For any commissions paid in relation to the domestic sales:

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- provide a description
- explain the terms and conditions that must be met.

Report the amount in the sales listing under the column headed "**Commissions**". Identify the general ledger account where the expense is located.

#### 8. **Warranties, guarantees, and after sales services**

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

#### 9. **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.

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

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

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

### **ANSWER**

This questions in this section are not applicable to CMM-INTER.

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

Column heading	Explanation
Country	Name of the country that you exported like goods to over the investigation period.
Number of customers	The number of different customers that your company has sold like goods to in the third country over the investigation period.
Level of trade	The level of trade that you export like goods to in the third country.
Quantity	Indicate quantity, in units, exported to the third country over the investigation period.
Unit of quantity	Show unit of quantity eg kg
Value of sales	Show net sales value to all customers in third country over the investigation period
Currency	Currency in which you have expressed data in column SALES
Payment terms	Typical payment terms with customer(s) in the country eg. 60 days=60 etc
Shipment terms	Typical shipment terms to customers in the third country eg CIF, FOB, ex-factory, DDP etc.

Supply this information in spreadsheet file named "Third country"

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

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**NON-CONFIDENTIAL VERSION**

## SECTION G - COSTING INFORMATION AND CONSTRUCTED VALUE

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

- testing the profitability of sales of like goods on the domestic market;
- determining a constructed normal value of the goods - ie of the goods exported to Australia; and
- making certain adjustments to the normal value.

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

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

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

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

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

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

### **ANSWER**

This questions in this section are not applicable to CMM-INTER.

### **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.

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

	PREVIOUS FINANCIAL YEAR	MOST RECENT FINANCIAL YEAR	INVESTIGATION PERIOD
A – Production capacity (eg kg, tonnes)*			
B – Actual production in volume (eg kg, tonnes)			
C – Capacity utilisation (%) (B/A x 100)			

*\* rather than showing a 'name-plate' optimal capacity it is more meaningful to show the maximum level of production that may reasonably be attained under normal operating conditions. For example assuming: normal levels of maintenance and repair; a number of shifts and hours of operation that is not abnormally high; and a typical production mix.*

Provide this information on a spreadsheet named "Production".

**G-3. Cost accounting practices**

1. Outline the management accounting system that you maintain and explain how that cost accounting information is reconciled to your audited financial statements.
2. Is your company's cost accounting system based on standard (budgeted) costs? State whether standard costs were used in your responses to this questionnaire. If they were state whether all variances (ie differences between standard and actual production costs) have been allocated to the goods - and describe how those variances have been allocated.
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. 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. Describe in detail the start-up operation giving dates (actual or projected) of each stage of the start-up operation.

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9. State the total cost of the start-up operation and the way that your company has treated the costs of the start-up operation in its accounting records.

**G-4 Cost to make and sell on domestic market**

*This information is relevant to testing whether domestic sales are in the ordinary course of trade<sup>2</sup>.*

1. Please provide the actual unit cost to make and sell each model/type (identified in Section C) of the like goods sold on the domestic market. Provide this cost data for each quarter over the investigation period. If your company calculates costs monthly, provide monthly costs.
2. Indicate the source of cost information (account numbers etc) and/or methods used to allocate cost to the goods. Provide documentation and worksheets supporting your calculations.

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

Prepare this information in a spreadsheet named "Domestic CTMS".

<sup>1</sup> Identify each cost separately. Include indirect material costs as a separate item only if not included in manufacturing overheads.

<sup>2</sup> Relating to costs of production only; identify each cost separately.

<sup>3</sup> Identify each cost separately. Please ensure non-operating expenses that relate to the goods are included. Where gains/losses due to foreign currency exchange are incurred, please provide detail of the amounts separately for transaction and translation gains/losses.

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

*Please specify unit of currency.*

<sup>2</sup> Customs applies the tests set out in s.269TAAD of the Customs Act 1901 to determine whether goods are in ordinary course of trade. These provisions reflect the WTO anti-dumping agreement – see Article 2.2.1.

**NON-CONFIDENTIAL VERSION**

**G-5 Cost to make and sell goods exported to Australia**

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

	Quarter X	Quarter X	Quarter X	Quarter X
Model/type exported to Australia— from spreadsheet "like goods"				
Material costs <sup>1</sup>				
Direct labour				
Manufacturing overheads				
Other costs <sup>2</sup>				
Total cost to make				
Selling costs				
Administration costs				
Financial costs				
Delivery expenses <sup>3</sup>				
Other costs <sup>3</sup>				
Unit cost to make and sell				

Prepare this information in a spreadsheet named "Australian CTMS".

<sup>1</sup> Identify each cost separately. Include indirect material costs as a separate item only if not included in manufacturing overheads.

<sup>2</sup> Relating to costs of production only; identify each cost separately.

<sup>3</sup> Identify each cost separately. Please ensure non-operating expenses that relate to the goods are included. Where gains/losses due to foreign currency exchange are incurred, please provide detail of the amounts separately for transaction and translation gains/losses.

*Provide this information for each quarter (or month if your company calculates costs on a monthly basis) over the investigation period.*

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

*Please specify unit of currency.*

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.

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

### **G-6 Major raw material costs**

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

For these major inputs:

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

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

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

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

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

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**NON-CONFIDENTIAL VERSION**

<b>SECTION H - EXPORTER'S DECLARATION</b>
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- I hereby declare that Shenmue International Pte Ltd, during the period of investigation about 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 : Stitchai Thiansathaborn

Signature : 

Position in

Company : Director

Date : December 21, 2011

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<b>SECTION I - CHECKLIST</b>
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*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
<b>Section A</b> – general information	<input checked="" type="checkbox"/>
<b>Section B</b> – export price	<input checked="" type="checkbox"/>
<b>Section C</b> – like goods	<input type="checkbox"/>
<b>Section D</b> – domestic price	<input type="checkbox"/>
<b>Section E</b> – fair comparison	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
<b>Section F</b> – exports to third countries	<input type="checkbox"/>
<b>Section G</b> – costing information	<input type="checkbox"/>
<b>Section H</b> – declaration	<input checked="" type="checkbox"/>

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

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