

XXXXXXXXXXXXXXXXXXXXXXXXXXXX
ORIGINATING IN OR EXPORTED FROM
XXXXXXXXXXXXXXXXXXXXXXXXXXXX

DUMPING INVESTIGATION
EXPORTERS' QUESTIONNAIRE (III)

INTERNATIONAL TRADE POLICIES
DEPARTMENT

(xxx xxxx)

All replies should be submitted to the department in 3 copies confidential
and 3 copies non-confidential

INTRODUCTION

The International Trade Policies Department of the Egyptian Ministry of Foreign Trade is responsible for administering the Egyptian anti-dumping law. The law provides a mechanism for maintaining fair levels of import competition for Egyptian producers when the dumping of imported goods causes material injury or threatens to cause material injury to an established Egyptian industry. The law reflects Egypt's obligations under the World Trade Organisation (WTO) Anti-Dumping Agreement.

The Ministry of Foreign Trade has initiated an investigation into claims by xxxxxxxx xxxxxxxxxxxxxxxxxxxx Company, that dumped imports of xxxxxxxxxxxxxxxxxxxx originating in or exported from xxxxxxxx have been and are causing material injury to the Egyptian industry.

This Questionnaire is designed to assist your company in providing the necessary information to investigation the extent, if any, to which imports of the product under investigation originating from xxxxxxxx are being dumped and causing or threatening to cause material injury to the Egyptian industry producing like goods.

It is in your best interest to complete the Questionnaire as, in the absence of a response, a decision can be based on the best information available. As the Egyptian applicant usually supplies this information, it is considered necessary that your company be given the opportunity to respond so that a fair investigation can be conducted.

Dumping Defined

Dumping is price discrimination between markets and occurs when an exporter sells goods to Egypt at a price less than the price charged in its home market (normal value).

The price at which goods are sold in the home market of the exporting country is referred to as the "normal value" of those goods. The "export price" is based on the price that the Egyptian importer pays for the goods.

Goods are dumped if their "export price" is less than their "normal value", once adjustments have been made to ensure that the price comparison is fair.

Dumping is not illegal, and in fact is a common international commercial practice that can be beneficial to both importing and exporting countries. However, where dumping causes or threatens to cause material injury to a domestic industry, remedial duties can be imposed. The imposition of duties is subject to the results of the investigation into dumping, injury and causation, carried out in accordance with the WTO Anti-Dumping Agreement, referred to above.

Anti-Dumping Duties

The Ministry of Foreign Trade may impose remedies only after an investigation has established that the goods are dumped and have caused, or threaten to cause, material

injury to the Egyptian industry producing like goods. Anti-dumping duties must not exceed the margin of dumping.

Provisional anti-dumping duties can be imposed at any time after 60 days from the date of initiation, if the Ministry of Foreign Trade has reasonable cause to believe that the goods are being dumped, that such dumping is causing material injury to the Egyptian industry, and that provisional anti-dumping duties are necessary to prevent material injury to the Egyptian industry during the remainder of the investigation.

Goods Subject To Investigation

The goods subject to investigation are:

XXXXXXXXXXXXXXXXXXXX

The subject goods are classified in the tariff schedule:
Under H.S item 69 11 10 00

Further Information:

The goods subject to investigation are sold in Egypt under the categories given in the description of the products above.

Period of Investigation

The period of investigation (POI) is from xx/xx/xxxx to xx/xx/xxxx,

Verification

The Department may need to visit your company to verify information supplied. Such a visit is normally undertaken once a completed Questionnaire has been received and analysed. You will be contacted again at a later date should such a visit be necessary.

Documentation Provided

It is important that you provide supporting evidence such as invoices, etc, for any claims made in response to the Questionnaire.

Additional documentation in support of your response may be requested during the investigation. Original source material for all documents submitted should be available at the time any verification visit is made, including source documents used in loading computers.

Confidential Information

The Department is required to ensure that all interested parties to an investigation are given reasonable opportunity to have access to all non-confidential information relevant to the presentation of their case and the Department uses that.

Any information which is by nature commercially confidential (for example, because its disclosure would be of significant competitive advantage to a competitor or because its disclosure would have a significantly adverse effect on the person supplying the information or upon the person from whom the information was acquired) or which is provided on a confidential basis by parties to an anti-dumping investigation will upon good cause being shown be treated as confidential by the Department.

Parties requesting that information be treated as confidential should:

- (a) Clearly identify the information for which confidential treatment is requested;
- (b) Provide justification for the request for confidential treatment; and
- (c) Provide a non-confidential version or non-confidential summary of the information for which confidential treatment is requested, or, if it is claimed that the information is not susceptible to such a summary, a statement of the reasons why such a summary is not possible. A non-confidential version should reproduce the original but have information considered to be confidential either omitted or summarised.

Note ** As provided for in Article 6.5.2 of the W.T.O Anti-dumping Agreement, the Investigating Authority may disregard any information for which the party submitting it fails to provide a satisfactory non-confidential version or summary or satisfactory reasons why such summary cannot be provided.

- ** Information for which confidential treatment is not requested will be treated as non-confidential and will be included in the Public File of the investigation. The Public File is available for perusal by any interested party.

You should indicate clearly as each page in your submission what information you consider to be confidential and forward an accompanying non- confidential version of your reply.

It should be noted that if any further submissions were made, non-confidential versions would also be required.

Time Frame

Your reply to this Questionnaire along with any supporting documentation must be with the International Trade Policies Department by close of business 37 days from the date of sending this Questionnaire, or earlier if possible. It is very important that responses from interested parties are received by the due dates given.

Language

Your reply to this Questionnaire must be in the English language, An English translation of any supporting documentation and evidence should also be provided.

SPECIAL NOTE

**IF YOU HAVE ANY PROBLEMS INTERPRETING THE INFORMATION
REQUIRED BY THIS QUESTIONNAIRE PLEASE CONTACT THE
INTERNATIONAL TRADE POLICIES DEPARTMENT:**

TELEPHONE: 00202 2037817 / 00202 4329097

OR BY CONFIDENTIAL FACSIMILE ON

00202 2037383/ 00202 2026681

PLEASE ENSURE YOUR RESPONSE

- IS SIGNED
- SHOWS YOUR NAME AND TITLE
- IS DATED

AND FORWARD BY FAX TO:

**THE UNDER SECRETARY
INTERNATIONAL TRADE POLICIES
DEPARTMENT
MINISTRY OF FOREIGN TRADE**

**Attention: Mr. Abd El Rahman Fawzy
FAX NO: 002024321035
00202 2026681**

Important

Please ensure that your response to this Questionnaire is faxed back to the International Trade Policies Department no later than the date specified in the covering letter. The original plus supporting documents (including a non-confidential version) should be forwarded by courier to:

**The Under Secretary
International Trade Policies Department
Ministry of Foreign Trade
EGYPT**

**19 Maahd Naser
St.,
Cornish El
Nil,Aghakhan, Shoubra Cairo,
Egypt.
Attention: Mr.
Abd El Rahman Fawzy**

It is important that responses from interested parties are received by the due dates given.

***All replies and any further information
should be presented in the English language.***

EXPORTER QUESTIONNAIRE

Please note that throughout this Questionnaire, the products subject to the investigation are defined on page 2 above under the heading "Goods Subject to Investigation".

Repeat the question to which you are responding in your narrative submission and please put your answer directly below it.

1. GENERAL INFORMATION

The information requested below will assist us to better understand both your company and its relationship with Egypt.

- 1.1 If you have not already supplied them, please give details of your company name, address (both postal and street), and telephone and facsimile numbers.
- 1.2 If your factory(s) location is different from the street address given in response to 1.1 above, please give details.
- 1.3 Provide details of the ownership/shareholding of your company.
- 1.4 If you have not already done so, please provide the names and titles of personnel in your company who can be contacted for further enquiries.
- 1.5 Provide a description of the organisational structure, functions and distribution channels of your company including any branches or subsidiaries in other countries.
- 1.6 Please provide any brochures, pamphlets or booklets advertising your company and its products.
- 1.7 Please advise your company's accounting year.

2. PRODUCT DETAILS

- 2.1 Give a full description of the products under investigation exported by you to Egypt and elsewhere. Please explain any differences between these products and those produced and sold on the domestic market in Egypt (if you are aware of any). Such differences may relate, among other things, to physical characteristics, method of manufacture, function and use, pricing structures, marketing and distribution.
- 2.2 Please provide details for each of your suppliers of the above- mentioned products exported by you to Egypt.

3. SALES TO EGYPT

- 3.1 Do you simply trans-ship the goods to Egypt or do you alter the goods in any way (e.g., complete the manufacture by some process)?
- 3.2 If you charge a brokerage fee or commission, please advise the rate or amount (i.e., per shipment, per \$ FOB, CIF, C&F... etc.). Also provide a copy of the broker or commission agreement.
- 3.3 Please provide us with a list of the shipments of products under investigation exported by your company to Egypt, over the period from xx/xx/xxxx to xx/xx/xxxx, in the format given at **Appendix 1**. A schedule should be supplied for each type & weight of the subject product exported to Egypt.

In addition, if any shipments were made before xx/xx/xxxx, which may not have entered Egypt until, on or after that date, please provide details of these shipments in the format given at **Appendix 1**. Please also provide a copy of your invoice to the Egyptian importer and a copy of the invoice from your supplier for each of these shipments.

- 3.4 Please provide a breakdown of the price charged for each type and weight of products under investigation exported to Egypt over the period from xx/xx/xxxx to xx/xx/xxxx, including any shipments provided as per paragraph 3.3 above. Please provide this information as per **Appendix 2**.
- 3.5 Give a detailed explanation of your company's channels of distribution to importers in Egypt including:
- (i) The relationship between you and your Egyptian customer(s);
 - (ii) Details of any clients or companies in Egypt that have corporate affiliations with you.
- 3.6 Are the prices of products under investigation exported to Egypt:
- (i) Subject to any direct or indirect reimbursement to your customers (e.g., sales promotion, advertising, warranty, etc), or
 - (ii) Influenced by a commercial agreement or relationship, or
 - (iii) Inclusive of any consideration other than price?

If the answer to any of the above questions is "Yes", please provide details.

- 3.7 Please explain the terms of trade offered by your company and a description of your selling arrangements. These should cover:
- Ordering and invoicing.

- Terms of agreements or contracts.
- Terms of payment.
- Any direct or indirect reimbursement such as sales promotion, warranty, advertising etc.

4. DOMESTIC SALES AND SALES TO OTHER EXPORT MARKETS

Total Sales

- 4.1 Provide total quantities and net sales revenue from all sales of the products subject to investigation for the period from xx/xx/xxxx to xx/xx/xxxx, according to product type and weight. This information should be given in the format set out in **Appendix 3**.

Domestic Sales

- 4.2 Do you supply the products under investigation in your domestic market?

YES please answer the questions at 4.3 to 4.10 below.

NO please go straight to question 4.11 below.

- 4.3 Give a detailed explanation of your company's channels of distribution to domestic customers, including:

- (i) The relationship between you and your domestic customers; and
- (ii) Details of any domestic clients or companies that have corporate affiliations with you.

- 4.4 Give details of the terms and conditions of sale (for domestic sales), including credit terms and whether sales are on an ex-factory, delivered to customer, or other basis.

- 4.5 Does your company in your domestic market charge the prices:

- (i) Subject to direct or indirect reimbursement to your customers (e.g., sales promotion, advertising, warranty, etc),
- (ii) Influenced by a commercial agreement or relationship, and / or
- (iii) Inclusive of any consideration other than price (e.g., credit)?

If the answer to any of the above questions is "Yes", please provide details.

- 4.6 Please supply quantities and net sales revenues for each type and weight of the subject products at each level of trade (e.g., wholesale, retail, etc.) in your domestic market, for the period from xx/xx/xxxx to xx/xx/xxxx. Please provide this information in the format set out in **Appendix 4-(A)**.
- 4.7 Please provide a listing of invoiced ex-factory sales in your domestic market for the period from xx/xx/xxxx to xx/xx/xxxx. See **Appendix 4-(B)**. This information must be given per type/weight and at each level of trade, as identified in your answer to question 4.6 above.
- 4.8 Please provide domestic price lists covering all types and weights of products under investigation, for the period from xx/xx/xxxx to xx/xx/xxxx, and list the costs incurred to get the products to your customer's store. Please state the level of trade to which the price lists relate. Please provide this information in the format shown at **Appendix 5**. If price lists are not used, please specify how domestic prices are set. Please supply a copy of any price lists.
- 4.9 Please provide copies of three invoices for sales to a sample of your domestic customers for each type and weight equivalent to those exported to Egypt, over the xx/xx/xxxx to xx/xx/xxxx. The invoices should be for sales at the same level of trade as your Egyptian customers, and as near as possible to the same time as your sales to Egypt. Please specify the level of trade (e.g., retail, wholesale, etc.) for each of the sales for which an invoice is supplied.
- 4.10 Are your company's domestic sales subject to the payment of any domestic consumption or sales taxes or duties? If so, please provide details.

Sales to Other Export Markets

- 4.11 Please provide details of exports of the products under investigation to countries other than Egypt, during the period from xx/xx/xxxx to xx/xx/xxxx according to the format provided in **Appendix 6**. This information should be provided for only those other countries that are similar to Egypt in terms of volume of exports and levels of trade. Please also provide a breakdown of the prices charged per unit for the products under investigation exported to countries other than Egypt, in the format set out in **Appendix 7**.

Other

- 4.12 If your company receives either directly or indirectly any consideration from a central or provincial government or any other organization (e.g., subsidy, export assistance, etc.) for the goods you export, please describe the program and how it works and provide value details on a per-unit basis.

5. Submission of Information by Electronic Means or in an Electronic Format

- The International Trade Policies Department is pleased to receive submissions in response to this Questionnaire in an electronic format. The information below is intended to assist you in providing such

submissions. Information which may be susceptible to electronic submission or provision in an electronic format may be *inter alia*;

- Questionnaire responses in an electronic form.
- Supporting information in the form of databases or spreadsheets.
- Explanatory graphics or charts.

□ **Submission formats**

The following applications / formats are supported by the International Trade Policies Department; submission may be provided in any of the formats listed.

Document Type	Formats / Supported	Latest version Supported
Word Processing	Microsoft Word	7.0
Spreadsheet	Microsoft Excel	7.0
Database	Microsoft Access	7.0

♣ **Backup Submission**

If making a submission by electronic means or providing supporting data in electronic format, please also provide a hard copy of the submission or information and a disk copy (3.5 inch, CD-ROM or ZIP disk). If it is necessary to compress the document/s, please do so either into a self-extracting file or using PKZIP and advise the format used.

**PLEASE REMEMBER TO REFER TO PAGE N. 5 FOR DETAILS
OF THE FAX NUMBER AND ADDRESS TO WHICH YOUR
COMPLETED RESPONSE SHOULD BE SENT.**

APPENDIX 2

SALES PRICE STRUCTURE FOR EXPORTS TO EGYPT

Provide details of all prices and charges in force for the period from xx/xx/xxxx to xx/xx/xxxx:

Product Type¹

Product weight¹

	Original ²	Change ²
Invoice Price to Egyptian Importer (per -----) ³		
Discounts or Rebates:		
- Cash		
- Other (please specify)	_____
Actual Price Paid by Egyptian Importer	_____
Less:		
(Please supply information on the costs listed below, if known)		
Costs After ex-factory and before FOB:		
- Export Packing		
- Inland Freight		
- Insurance		
- Storage		
- Handling		
-Pre-sale warehousing		
- Taxes		
- Brokerage fee/commission		
- Other (please specify)		
Costs After ex-factory and after FOB:		
- Overseas Freight		
- Overseas Insurance		
- Shipping Charges		
- Duty		
- Sales Tax		
- Clearance and Handling		
-Commissions		
-Advertising		

¹ A separate schedule for each type and weight should be prepared for products under investigation, if applicable.

² "Original" refers to the cost and pricing structure applicable as at xx/xx/xxxx. Complete the column under "Change" as well if there has been a change in the cost or pricing structure since then. If there has been a change, indicate when this occurred.

³ Please specify currency used.

Note: Please provide the information on a per US / Tonne basis.

	Original ²	Change ²
-Technical services		
-Warranties		
-Guaranties		
-Royalties		
-Credit		
-Financing		
-Egyptian inland freight		
- Other (please specify)		
	_____
Ex-Factory Value (per US / Tonne)	_____

APPENDIX 5
SALES PRICE STRUCTURE FOR DOMESTIC SALES OF
THE SUBJECT GOODS UNDER INVESTIGATION

Provide detail of all prices and charges in force for the period from xx/xx/xxxx to xx/xx/xxxx.

Product type¹

Product weight

ORIGINAL²

CHANGE²

List Price ³ per -----

Less: Discounts

- Cash/Trade

- Other (please specify)

Rebates

Actual Price Ex-Factory (per -----)

Plus: Charges after Ex-Factory

- Packing

- Inland Freight

- Insurance

- Storage

- Handling

- Pre-sale warehousing

- Taxes

-Commissions

-Advertising

-Technical services

-Warranties

-Credit

-Financing

- Other (please specify)

¹ A separate schedule should be prepared of each type & weight.

² Where prices or charges have altered during the period, please show the original price / charge in the "original" column and the amended price / charge in the "CHANGE" column, the information supplied in the "original" column should be the applying on the xx/xx/xxxx. Please also note the effective date of the alteration.

³ Please specify currency used. Show invoice prices if list prices are not used.

ORIGINAL²

CHANGE²

TOTAL INTO STORE COST (per -----)

APPENDIX 7
PRICE STRUCTURE FOR EXPORT SALES
OF THE SUBJECT GOODS UNDER INVESTIGATION
TO COUNTRIES OTHER THAN EGYPT

Provide detail of prices and charges in force for the period from xx/xx/xxxx to xx/xx/xxxx:

Product type¹ :

Product weight¹:

ORIGINAL²

CHANGE²

LIST PRICE³ PER -----

Discounts:

- Cash/Trade
- Other (please specify)

Rebates

Actual Price Ex-Factory

Charges after Ex-Factory but before FOB:

- Export Packing
- Inland Freight
- Insurance
- Storage
- Handling
- Pre- sale warehousing
- Taxes
- Other (please specify)

Charges after Ex-Factory and after FOB:

- Overseas Freight
- Overseas Insurance
- Shipping Charges
- Duty
- Sales Tax

- Carriage to store
- Commissions
- Advertising
- Technical services
- Warranties

¹ A separate schedule should be prepared for each type/weight, if applicable.

² Where prices or charges have altered during the period, please show the original price / charge in the "original" column and the amended price / charge in the "CHANGE" column, the information supplied in the "original" column should be the applying on the xx/xx/xxxx. Please also note the effective date of the alteration.

³ Please specify currency used.

	ORIGINAL ²	CHANGE ²
-Guaranties		
-Royalties		
-Credit		
-Financing		
- Repacking		
- Other (please specify)		
TOTAL INTO STORE COST (per ----)		

APPENDIX 3
TOTAL SALES OF XXXXXXXXXXXXXXXXXXXXXXXX
FROM xx/xx/xxxx to xx/xx/xxxx

Product type¹.....

Relevant period	Quarter (1)		Quarter (2)		Quarter (3)		Quarter (4)	
	Quantity (Tonne)	Net Sales Revenue ²	Quantity (Tonne)	Net Sales Revenue ²	Quantity (Tonne)	Net Sales Revenue ²	Quantity (Tonne)	Net Sales Revenue ²
Sales to domestic market								
Export sales to Egypt								
Export sales to other countries								

¹ A separate schedule should be prepared for each type and weight of product under investigation, if applicable.

² Please specify currency used

APPENDIX 4 (A)

**DOMESTIC SALES OF XXXXXXXXXXXXXXXXXXXXXXXX
FROM xx/xx/xxxx TO xx/xx/xxxx**

Product type¹.....

Relevant period	Quarter (1)		Quarter (2)		Quarter (3)		Quarter (4)	
	Quantity (Tonne) ²	Net Sales Revenue ³	Quantity (Tonne)	Net Sales Revenue ²	Quantity (Tonne)	Net Sales Revenue ²	Quantity (Tonne)	Net Sales Revenue ²
Sales to Retailers								
Sales to Wholesalers								
Other Domestic sales (specify)								

¹ A separate schedule should be prepared for each type and weight of product under investigation, if applicable.

² Please specify unit of measurement used.

³ Please specify currency used

