

XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX
ORIGINATING IN OR EXPORTED FROM
XXXXXXXXXXXXXXXXXXXXXXXXXXXX

DUMPING INVESTIGATION
MANUFACTURER QUESTIONNAIRE

INTERNATIONAL TRADE POLICIES
DEPARTMENT

(Month- Year)

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 and Industry 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 and Industry has initiated an investigation into claims by Egyptian companies that dumped imports of xxxxxxxxx originating in or exported from xxxxxx and xxxxxx have been and are causing material injury to the Egyptian industry.

The attached Questionnaire is designed to assist your company in providing the necessary information to determine the extent, if any, to which exports of the products under investigation originating from xxxxxx and xxxxxx are being dumped.

It is in your best interests 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, which 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 antidumping duties is subject to the results of the investigation into dumping, injury and causation and is carried out in accordance with the WTO Anti-Dumping Agreement, referred to above.

Anti-Dumping Duties

The Ministry of Foreign Trade and Industry 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 and Industry 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:

XXXXXXXXXXXX:

The subject products are classified in the tariff schedule under H.S.Heading items:

Under xx xx xx xx

Under xx xx xx xx

And the like products under H.S. Heading Items:

xx xx xx xx

xx xx xx xx

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

Department officials 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 at a later date concerning such a visit.

Documentation Provided

It is important that your responses to the Questionnaire be backed up by evidence in support of your claims.

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

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,
- (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 WTO 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 on 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 are made, non-confidential versions would also be required.

Time Frame

Your reply to this Questionnaire along with any supporting documentation must be with the Department at the address given below, by close of business 37 days from the date of the sending of this Questionnaire, or earlier if possible.

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.

Please ensure your response:

- Is signed
- Shows your name and title
- Is dated

And forward by fax to:

Head Of Anti-Dumping, Subsidy & Safeguard Department
International Trade Policies Department
Trade Agreements Sector
Ministry of Foreign Trade and Industry
EGYPT
19 Maahad Nasser St., Cornish El Nil, Aghakhan, Shoubra Cairo, Egypt
Attention: Mr.Abd El Rahman Fawzy

Fax no: 20- 02 4321035

20 -02 202 66 81

Important

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

It is important that responses are received by the due dates.

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

Manufacturer Questionnaire

Notes:

Please note that throughout this Questionnaire references to “Product” refer to the goods 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

- 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 organizational 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 all products under investigation produced by your company. This description should include details of raw materials used.

Please supply specifications, brochures and catalogues for products under investigation and style. Please specify which types & weights produced by your company are exported to Egypt.

- 2.2 Please provide a description of the manufacturing process followed by you in the production of each type of XXXXXXXXXXXXXXX.
- 2.3 Please explain any differences known to you between the products under investigation produced by your company and exported to Egypt, and those produced in your country and sold on the domestic market. Such differences may relate, among other things, to physical characteristics, method of manufacture, function and use, pricing structures, marketing and distribution.

3. Total Sales

3.1 Provide total quantities and net sales revenue for the products under investigation for the period xx/xx/xxxx to xx/xx/xxxx according to weight & product type. This information should be given in the format set out in **Appendix 1**.

4. Sales to Domestic Customers

4.1 Do you sell the products under investigation in your domestic market?

YES please answer the questions at 4.2 to 4.8 below.

NO Please go straight to section 5

4.2 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.

4.3 Give an explanation of the terms of trade offered by your company and a description of your selling arrangements. This should cover:

- Ordering and invoicing.
- Terms of arrangements or contracts.
- Terms of payment.

4.4 Are the prices that your company charges:

- (i) Subject to 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?

4.5 Please supply quantities and net sales revenue for each weight & type of products under investigation at each level of trade (e.g., wholesale, retail, etc) in your domestic market, for the period xx/xx/xxxx to xx/xx/xxxx. Please provide this information in the format set out in **Appendix 2**.

- 4.6 Please provide domestic price lists covering all products under investigation for the period xx/xx/xxxx to xx/xx/xxxx, and list the costs incurred to get the goods to your customers' stores. Please provide the information on the sales structure of domestic sales of products under investigation in the format shown at **Appendix 3**. Please note that a separate sheet is needed for the domestic equivalent of the type & weight of products under investigation imported (see in **Appendix 4**) to Egypt.

If price lists are not used, please specify how domestic prices are set.

- 4.7 Please provide copies of three invoices for sales to a sample of your domestic customers for each of the products under investigation, that are equivalent to those exported to Egypt over the xx/xx/xxxx to xx/xx/xxxx period. 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.
- 4.8 Are your company's domestic sales subject to the payment of any domestic consumption or sales taxes or duties? If so, please provide details.

5. Sales To Export Customers

Sales to Egypt

Note, if you do not export directly to Egypt, please answer questions 5.1 to 5.4 in relation to your sales to the exporter who exports the goods to Egypt.

- 5.1 Please provide details of your company's distribution systems to your Egyptian customers including:
- (i) The relationship between you and your Egyptian customers; and
 - (ii) Details of any clients or companies in Egypt that have corporate affiliations with you.
- 5.2 Give an explanation of the terms of trade offered by your company and a description of your selling arrangements. This should cover:
- Ordering and invoicing;
 - Terms of agreements or contracts;
 - Terms of payment.
- 5.3 Are the prices of products under investigation that are 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?
- 5.4 Please schedule the individual shipments of products under investigation exported to Egypt by you in the period xx/xx/xxxx to xx/xx/xxxx. Please include shipments which may have been exported prior to xx/xx/xxxx but which would not have entered Egypt until on or after that date. This information should be given in the format shown in **Appendix 4**. **Please attach a copy of your invoice for each shipment.**
- 5.5 Provide a breakdown of the export price for sales to Egypt, which takes account of all charges after the ex-factory price according to the schedule provided in **Appendix 5**.

Sales to Other Export Markets

- 5.6 Please provide details of exports of the products under investigation to destinations other than Egypt, during the period 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 level of trade. Please also provide a breakdown of the prices charged per unit for products under investigation exported to countries other than Egypt, in the format set out in **Appendix 7**. Appendices 6 and 7 need only be completed if there is no equivalent product sold in the domestic market to those sold to Egypt, or if the volume of all types & weights of products under investigation sold in the domestic market is only a small proportion of your sales of this product to Egypt.

6. COSTS OF PRODUCTION

- 6.1 Please provide the cost of production for products under investigation for **both** export and domestic markets. Please note that the domestic factory cost and profit is only required for the same types as those exported to Egypt (see Appendix 4). This should include details of the quantity and types of materials used, direct labor costs, and the method used to allocate overheads, for each type & weight of products under investigation.

This information should be provided on monthly basis according to **Appendixes 8a and 8b**.

- 6.2 **Appendix 8B** is provided for the breakdown of production costs by product type and weight for exports sold to countries other than Egypt. Appendix 8b need only be completed if there is no equivalent production for domestic sales of product types and weights exported to Egypt, or if the volume of all weights of product sold on the domestic market is only a small proportion of your total sales of these products exported to Egypt.

6.3 Where the products sold or produced for the domestic and export markets other than Egypt differ from the products exported to Egypt, give details and evidence of the cost differences and the effects on the costs of production **Appendix (9)**.

6.4 Does your company receive, either directly or indirectly, any consideration from a central or provincial Government or other organization (e.g., subsidies export incentives, etc.) for the products you manufacture and sell? If so, please provide details of any assistance on a per annum basis or on per unit basis, as appropriate.

7. Financial Details

7.1 Provide copies of your financial statements, income statement, balance sheet, and statement of cash flow for the last four fiscal years, and for the current year to date, showing details of selling, general and administrative costs, any other costs, and net profits (or losses).

7.2 Describe the accounting methods used in preparing your financial statements, including:

- Inventory evaluation;
- Depreciation methods;
- Whether standard or actual costing methods are used;
- Historical or current cost.
- Please prepare the income statement shown in **Appendix (10)** for domestic and export sales. The results should be shown separately concerning the products sold domestically, exported, and the total operations. Please provide full details of any allocation method used.
- Please provide also the cost sheets for xxxx and xxxx (the latest fiscal years) with the supporting documents. In case the method used in preparing the financial statement for previous years is totally different from the method used currently, please provide the working papers and supporting documents explaining the differences.

7.3 **Describe the impact of inflation on your company's accounting for production costs by addressing the following items:**

- A)** Provide an English translation of the generally accepted accounting (GAAP) principles employed in your country to account for the effects of inflation. Provide the name and address of the professional /official organization which issues financial accounting pronouncements.
- B)** Describe all accounting principles related to inflation, which have a significant impact on the measurement of current costs of the product. If the principles employed by your company vary from the GAAP described in

question A. above, explain the nature of the difference, and the reason a different principle was adopted.

- C) Provide your company's method for treatment of fixed assets and the related depreciation expense. Describe whether these assets are revalued periodically. If your company does revalue assets, provide a description of the process, including the accounting entries that are recorded and the frequency of the adjustments. Identify the indices used for revaluation adjustments and provide index tables covering the POI and the past three years.
- D) Describe the average estimated useful life for each class of production equipment, and the depreciation method used for each, including any accelerated methods.

7.4 Provide a list of exchange rates for your domestic currency against the U.S. dollar on a monthly and annual average basis for the Last complete calendar year and available months for the current calendar year.

Provide a list of inflation rates on a monthly and annual basis for the last complete calendar year and available months for the current calendar year and identify the sources of information.

7.5 Provide a list of price indices in the domestic market for (XXXXXXXXX MADE OF XXXXXXXXXXXXXXXX) (wholesale and retail level) for the POI on a monthly basis and identify the sources of information.

8. 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 4 for details of the fax number and address to which your completed response should be sent.

Appendix 3

Sales Price Structure For Domestic Sales

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

¹For products under investigation	Original²	Change³
List Price ³ per (Tonne)		
Less: Discounts		
- Cash/Trade		
- Other (Specify)		
Rebates	_____	_____
Actual Price ex Factory (per -----)	_____	_____
Plus: Charges after Ex Factory		
- Packing		
- Inland Freight		
- Insurance		
- Storage		
- Handling		
-		
-Commissions		
-Advertising		

¹ A separate schedule should be prepared for each product type if applicable. Please prepare a separate schedule containing (product name) of the same type. Schedules are only required for the products under investigation sold domestically which are equivalent or closely equivalent to the (product name) exported to Egypt.

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. Please also note the effective date of the alteration of price.

³ Specify currency. Show invoice prices if list prices are not used.

¹For products under investigation	Original²	Change³
-Technical services		
-Warranties		
-Guaranties		
-Royalties		
-Credit		
-Financing		
- Other (Specify)		
TOTAL INTO STORE PRICE (Per -----)	_____	_____
	_____	_____

Appendix 5

Sales Price Structure for Export Sales of XXXXXXX XXXXXXX to Egypt

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

Product type¹:

Product weight¹:

	ORIGINAL	CHANGE
List Price ² (Per ----)		
<u>Discounts:</u>		
- Cash/Trade		
- Other (Specify)		
<u>Rebates</u>		
Actual Price ex Factory		
<u>Charges after ex Factory but before FOB:</u>		
- Export Packing		
- Inland Freight		
- Insurance		
- Storage		
- Handling		
-Pre-sale warehousing		
- Taxes		
- Other (Specify)		
<u>Charges after ex Factory and after FOB:</u>		
(If known by your company)		
- Overseas Freight		
- Overseas Insurance		
- Shipping Charges		
- Duty		
- Sales Tax		
-Post-sale warehousing		
- Cartage to Store		
-Commissions		

¹ A separate schedule should be prepared for each product type if applicable.

² Please specify currency used.

	ORIGINAL	CHANGE
-Advertising		
-Technical services		
-Warranties		
-Guaranties		
-Royalties		
-Credit		
-Financing		
-Egyptian inland freight		
-Egyptian repacking		
- Other (Specify)		
TOTAL INTO STORE COST	_____	_____

Appendix 7

Price structure for exports sales to countries other than Egypt¹

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

Product type²:

Product weight²:

Country exported to ² :	Original	Change
List Price ³ (Per ----)		
<u>Discounts:</u>		
- Cash/Trade		
- Other (Specify)		
<u>Rebates</u>		
Actual Price ex Factory		
<u>Charges after ex Factory but before FOB:</u>		
- Export Packing		
- Inland Freight		
- Insurance		
- Storage		
- Handling		
- Pre- sale warehousing		
- Taxes		
- Other (Specify)		
<u>Charges after ex Factory and after FOB:</u>		
(If known by your company)		
- Overseas Freight		
- Overseas Insurance		
- Shipping Charges		
- Duty		
- Post- sale warehousing		
- Cartage to Store		

¹ Note Paragraph 5.6 of the Questionnaire

² A separate schedule should be prepared for each product type if applicable, and each country exported to, but only for those products identical or similar to those exported to Egypt. (Refer to Appendix 4)

³ Please specify currency used

Country exported to ² :	Original	Change
-Commissions		
-Advertising		
-Technical services		
-Warranties		
-Guaranties		
-Royalties		
-Credit		
-Financing		
- Repacking		
- Other (Specify)		
TOTAL INTO STORE COST	_____	_____
	_____	_____

Appendix 8A
Factory Cost and Profit for Domestic Sales
(Per US / Tonne)

Product type¹.....
Product weight.....
Level of trade².....

Materials

- Direct
- Indirect

Energy costs

Labor

- Direct
- Indirect

Manufacturing Overhead

- Fixed
- Variable
- Other (e.g., corporate)

Financing Costs

General, Selling and Administrative Costs (SGA)

Depreciation³

Packaging Costs

Ex Factory Cost

Net Profit/Loss before Tax

Selling Price Ex Factory (per -----)

¹ A separate schedule should be prepared for each product type if applicable. Schedules are only required for the type which is the equivalent or near equivalent to the products exported to Egypt.

² A separate schedule should be prepared for each level of trade, i.e. wholesale, retail or other domestic sales. Specify.

³ Identify and list separately all raw materials, energy, labor, overheads, financing, packaging, SG&A costs and depreciation costs.

Note: Please specify currency used.

**Please provide total cost for each item on monthly basis
during the investigation period (1/1/2001 to 31/12/2001)**

Appendix 8B
Factory Cost And Profit For Export Sales of (Product)
to Countries Other Than Egypt (Per ----)

Product type¹.....

Product weight¹.....

Materials

-Direct

-Indirect

Energy costs

Labor

-Direct

-Indirect

Manufacturing Overhead

- Fixed

- Variable

- Other (e.g., corporate)

Financing Costs

General, Selling and Administrative Costs (SGA)

Depreciation²

Packaging Costs

Ex Factory Cost

Net Profit/Loss before Tax

Selling Price Ex Factory (per -----)

¹ A separate schedule should be prepared for each product type and size if applicable. Schedules are only required for the product type & size which is the equivalent or near equivalent to the product exported to Egypt.

² Identify and list separately all raw materials, energy, labor, overheads, financing, packaging, SG&A costs and depreciation costs.

Note: Please specify currency used.

**Please provide total cost for each item on monthly basis
during the investigation period (1/1/2001 to 31/12/2001)**

Appendix 9

Product Differences

For the period xx/xx/xxxx to xx/xx/xxxx

Product Type	Direct Materials Cost		Direct Labor Cost		Variable Factory Overhead	
	Domestic	Egyptian Exports	Domestic	Egyptian Exports	Domestic	Egyptian Exports

Appendix 10

Income statement for the year ending in ----

Total sales volume		
Total sales value		
-Less		***
sales returns	***	
Allowances	***	
net sales		
Less cost of sales		**
Beginning Inventory	**	
+cost of production during the period	**	
- ending inventory	***	
Cost of Good Sold	***	
+marketing & selling expenses	***	
cost of sales		**
Gross profit/loss		***
SG&A expenses		***
-Financing expenses		_***
Net profit before income taxes.		***

-This statement should be relevant to the products under investigation and cover the years xx, xx,xxxx,xxxx. Please provide full details of any allocation method used.

Appendix 1
Total Sales of XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX
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 product type if applicable.

² Specify currency used

Appendix 2
Domestic Sales of XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX
xx/xx/xxxx to xx/xx/xxxx

Product type¹ If applicable

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 Retailers								
Sales to Wholesalers								
Other Domestic sales (specify)								

¹ A separate schedule should be prepared for each product type if applicable.

² Specify currency used

