



Ministry of Economy and Industry
Import Administration

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PRODUCER/EXPORTER QUESTIONNAIRE

In accordance with Paragraph 32 of the Israeli Trade Levies and Safeguard Measures Law,
1991

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PRODUCT UNDER INVESTIGATION: Low voltage copper cables

COUNTRY OF ORIGIN: Turkey

PERIODS OF INVESTIGATION:

Dumping: April 1, 2021 to March 31, 2022

Injury: January 1, 2019 to March 31, 2022



Ministry of Economy and Industry
Import Administration

TABLE OF CONTENTS

GENERAL INSTRUCTIONS.....	3
SECTION A: COMPANY STRUCTURE AND OPERATIONS	4
SECTION B: PRODUCTS UNDER INVESTIGATION	6
SECTION C: DOMESTIC SALES.....	8
SECTION D: EXPORT SALES.....	14
SECTION E: COSTS OF PRODUCTION	19
SECTION F: ISRAELI MARKET - MATERIAL INJURY.....	20



Ministry of Economy and Industry
Import Administration

GENERAL INSTRUCTIONS

The information requested hereunder is necessary for the authorities in order to understand your products, prices, costs and production processes. You are therefore requested to provide complete and detailed reply to each of the items listed below. Please note that the following questions are based on the fact that your company is the supplier as well as producer of the products. In case your company does not produce the products, the questionnaire should be answered by the producer as well.

Notice: Failure to submit all required information and documentation, including non-confidential versions, or failure to permit verification of any information, may result that the authority's findings be based on the best information available. Such a decision will be less favorable to your company than if full and verifiable information is made available.

1. Unless otherwise specified, replies should relate to the periods of investigation as noted above.
2. Information and supporting evidence may be given on a confidential basis, as explained in the cover letter.
3. In your reply, clearly refer to the specific question you are answering.
4. The questionnaire is not intended to be a "fill in" questionnaire except for the certification of accuracy, which should be returned with your reply.
5. If a question is not relevant to your situation, explain briefly why you have not responded. Address any areas not covered in the questionnaire that you believe should be addressed.
6. Identify any source documents maintained in the normal course of business you have relied on in preparing your response, and specify the locations where such documents are maintained. Please include this information in an Appendix to your response.
7. Your reply and all accompanying documents should be in English or in Hebrew.
8. Please note that certain information in Sections B, C, D and E should be submitted on a compact disc or USB Flash Drive encoded in Word and / or Excel formats.



SECTION A: COMPANY STRUCTURE AND OPERATIONS

The information requested in this part will provide the Authority of Trade Levies with an overview of your corporate organization, the goods you may produce and/or sell, and your domestic and export markets. It will also facilitate planning, scheduling and conducting the verification meeting at your company.

Please provide the following information:

1. Legal name and form of your business (corporation, partnership, sole trader, etc.).
2. Owners and/or principal shareholders including details of shareholder's percentages of ownership.
3. Your company's complete mailing address, telephone, fax numbers, web site address and e-mail address.
4. The name and position of the person in your company responsible for your response to this Questionnaire including his/her telephone number, fax number and e-mail address.
5. A description of the company's structure. Provide a chart of your company's legal structure. In addition to the chart, provide a list of all companies affiliated with your company through stock ownership or otherwise. Describe also the activities of each affiliated company, with particular attention to those involved with the subject products. (Please include brochures or pamphlets on your company and business activities.)
6. Annual financial statements for the past full three fiscal years and current year.
7. Please fill in the tables in the "Profit and loss statements" sheet in the Excel file attached in relation to the profit and loss statements in the field of low voltage copper cables, in the field of aluminum cables and the profit and loss



Ministry of Economy and Industry
Import Administration

statement in relation to all the company's activities for the **Dumping Period of Investigation.**

8. A description of the range of products produced by your company.
9. No. of employees employed by your company.



SECTION B: PRODUCTS UNDER INVESTIGATION

1. Please provide the following details regarding each and every model/type of the products under investigation and like products manufactured by your company. For any model/type indicate whether it is sold domestically and/or exported to Israel and/or exported to other countries:
 - a. Name and code used in your books and sales records.
 - b. Detailed description of the product, including relevant technical and illustrative material.
 - c. Catalogues and price lists.
 - d. A detailed description/s of each stage of the production process: the material inputs needed, the equipment used and the processing time, the work involved: number of workers/hours.
 - e. The company's total production capacity and actual production. Information should be supplied for the current year and the three previous years.
 - f. If the products being sold domestically are not identical to those exported to Israel, please emphasize the difference.
 - g. If the products being sold domestically are not identical to those exported to other countries, please emphasize the difference **separately for each country**.
2. Please provide the total volume of sales of the products under investigation. The preferred format for this information is shown in Table 1 below. Information should be supplied for the current year and the three previous years **quarterly**.



TABLE 1: TOTAL SALES - DOMESTIC AND EXPORT DURING THE CURRENT YEAR AND THE THREE PREVIOUS YEARS.

Year: _____

QUARTER	TOTAL SALES QUANTITY (METER)				TOTAL SALES VALUE**			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
DOMESTIC MARKET								
EXPORT TO ISRAEL								
EXPORT TO OTHER COUNTRIES <u>separately for each country</u>								
TOTAL SALES								

** Specify unit of currency (and exchange rate if applicable)



SECTION C: DOMESTIC SALES

The information requested in this part is required to determine the normal values of the *subject goods*. Generally, where there are a sufficient number of profitable domestic sales of like goods to more than one unrelated customer, normal values are based on your firm's domestic selling prices of the like goods. Some factors which may be taken into account, and for which adjustments may be made, include the trade level of the importer to Israel compared to the trade level of your domestic customers, the quantities of goods sold to importers to Israel compared with the quantities of like goods sold to your domestic customers, qualitative differences, taxation differences and other differences in terms and conditions of sale. However, if there are insufficient or no domestic sales of like goods, if domestic sales of like goods are sold to only one customer or if domestic sales of like goods are non-profitable, normal values may be calculated based on your firm's total cost of the goods plus an amount for profit. Questions on your costs are found in Section E of this Questionnaire. The domestic sales of like goods that will be reviewed are those sales made in the **past full three fiscal years – 2019, 2020, 2021 and the first quarter of 2022.**

1. Please provide the following details of each and every model/types of the products under investigation manufactured by you and sold domestically to all customers in the **past full three fiscal years – 2019, 2020, 2021 and the first quarter of 2022** in the format as appears in Tables 2 and 3 below. Notice that database in table 2 should provide a **transaction-by-transaction** listing of **every shipment** you made in the home market in a chronological order.



TABLE 2: DOMESTIC SALES DURING past full three fiscal years – 2019, 2020, 2021 and the first quarter of 2022.

PRICE, Domestic currency per METER	QUANTITY (METER)	VALUE (US Dollar)	FX RATE	VALUE (Domestic currency)	MODEL/TYPE (SHORT DESCRIPTION WITHOUT COLORS)	MODEL/TYPE FULL DESCRIPTION	DATE
8	7	6	5	4	3	2	1

ADJUSTED CABEL PRICE FOR LME BASE OF 10,000 , \$/meter	AMOUNT OF COPPER NEEDED TO PRODUCE 1 METER OF THE APPROPRIATE CABLE, IN KG	DATE OF LME COOPER PRICE USED FOR CALCULATION OF FINAL CABLE PRICE IN INVOICE	LME COOPER PRICE USED FOR CALCULATION OF FINAL CABLE PRICE IN INVOICE, \$/TON	INVOICE NUMBER	LEVEL OF TRADE	PRICE US DOLLAR per METER
15	14	13	12	11	10	9

HANDLING	WAREHOUSING	INLAND TRANSPORTATION	PACKING	CUSTOMER NAME	ASSOC. (Y/N)	CATALOG NO.
22	21	20	19	18	17	16

OTHER	TAXES
24	23

The information in the table above should be supplied by the order of transactions **in Excel format.**



Ministry of Economy and Industry
Import Administration

TABLE 3: DOMESTIC SALES DURING past full three fiscal years – 2019, 2020, 2021 and the first quarter of 2022.

Model/type: _____; Catalog No.: _____; Year: _____;
Quarter(1): _____

CUSTOMER NAME (1)	ASSOC. (Y/N) (2)	LEVEL OF TRADE (3)	TOTAL SALES	
			VALUE (4)	QUANTITY (5)
TOTAL				

Explanations:

- 1 Provide this table separately for each quarter of each year for the period of investigation.
- 2 If the customer is associated with your business, indicate with letter “Y”. If not associated, use letter “N”. Provide a separate explanation of the association.
- 3 For example, wholesale, distributor, end user (provide an explanation in price, if there are any).
- 4 Specify unit of currency (and exchange rate if applicable).
- 5 Specify unit (i.e. tons, liters etc.).

Please provide a compact disc or USB Flash Drive containing table 2 and 3. **The data must be in Excel format.**



Ministry of Economy and Industry
Import Administration

2. Please provide the following details:
 - a. Price lists for the period reported in Table 2 and price lists for the current year and the three previous years.
 - b. If sales are not in accordance with price lists, please describe your domestic pricing policy.
 - c. Details of any discounts given for cash, quantity, or goods supplied free of charge.

3. Please provide a detailed explanation of your company's channels of distribution to your domestic customers. Include a flow chart depicting the movement of the goods. Explain in detail any agency or distributor agreements and provide copies of each. At each step of the process, describe the functions or activities performed.

4. State whether the selling prices of the like goods sold in your domestic market vary depending on the channel of distribution through which you sell. If yes, explain how and why the prices vary.

5. Select a domestic customer that purchases at the same level of trade, and purchases a similar volume of like products as your Israeli customers. If you do not have such a customer, please select a domestic customer whose purchases are most comparable with purchases by your Israeli customers. Provide reasons for your selection.

6. Once the domestic customer has been selected, provide copies of sales invoices, details of discounts or rebates, commissions or royalties granted or any other consideration or re-imbusement made in respect of the selling price and evidence of payment. Please provide details of the contractual arrangements concerning the transactions. These documents should be selected for transactions in each quarter-year of the relevant period.

7. Indicate if the sales price is less than your total costs for any of the transactions you have provided.



8. For each domestic customer to whom your company sold the like goods during the past full three fiscal years – 2019, 2020, 2021 and the first quarter of 2022, provide a list with the following information:
- Full name of customer;
 - Full address;
 - Customer code;
 - Relationship between your firm and this customer (associated or not);
 - If known, indicate if the customer is associated to any other domestic customer;
 - Trade level;
 - Total quantity and value of all goods purchased (both subject and non-subject goods), for the last three fiscal years and the current fiscal year-to-date; and indicate if the domestic customers is considered to be at the same trade level as your Israeli customer(s) or your average foreign customer.

Adjustments to the Domestic Price:

9. To enable a fair comparison between the export price and the domestic price in your country, certain adjustments may be made. Indicate if there are any cost differences between your sales to the domestic customer you selected and the export sales in the following items and, if so, provide explanation and supporting documentation to assist in quantifying this difference. Please provide this information separately for each exporting country:
- Packing
 - Inland freight
 - Insurance
 - Storage
 - Handling
 - Credit (give days, interest rate, and cost)



Ministry of Economy and Industry
Import Administration

- g. Taxes
- h. Sales incentives
- i. Commissions
- j. Warehousing/storage
- k. Differences in physical characteristics
- l. Other to be specified

10. Identify all source documents you have relied on in preparing your response to this Section, and indicate the business location where the documents are maintained.



SECTION D: EXPORT SALES

This part of the Questionnaire requests information concerning your exports to Israel and other countries. This information is required to determine your export practices and the export price of those goods imported into Israel and other countries during the past full three fiscal years – 2019, 2020, 2021 and the first quarter of 2022.

1. For each of your customers in Israel and in **other countries** that imported the *subject goods* during the past full three fiscal years – 2019, 2020, 2021 and the first quarter of 2022, provide the following:
 - a. Name;
 - b. Customer code;
 - c. Address;
 - d. Telephone number;
 - e. Fax number;
 - f. E-mail address;
 - g. Name of the contact person;
 - h. Trade level (distributor, wholesaler, end user, etc.);
 - i. Full price list (base book price plus applicable extras) for each product shipped.
2. List all your sales of the products under investigation for each importer **all over the world** for the past full three fiscal years – 2019, 2020, 2021 and the first quarter of 2022 in the format of Table 4 below.
3. In addition, list all your sales of aluminum cables for each importer **all over the world** for the past full three fiscal years – 2019, 2020, 2021 and the first quarter of 2022 in the format of Table 4.1 below.



TABLE 4: EXPORT SALES DURING the past full three fiscal years – 2019, 2020, 2021 and the first quarter of 2022

MODEL/TYPE (SHORT DESCRIPTION- WITHOUT COLORS)	MODEL/TYPE (FULL DESCRIPTION)	LEVEL OF TRADE	ASSOC. (Y/N)	IMPORTER	INVOICE NUMBER	DATE
7	6	5	4	3	2	1

OCEAN FREIGHT	STORAGE	INLAND INSURANCE	DOMESTIC INLAND FREIGHT	TERMS OF SALE	QUANTITY (METER)	VALUE (US DOLLAR)
14	13	12	11	10	9	8

CUSTOMS DUTIES	EXPORT INSPECTION FEES	OTHER TAXES	EXPORT TAXES	HANDLING	PACKING	OCEAN INSURANCE
21	20	19	18	17	16	15

COUNTRY OF IMPORT	OTHER COSTS	UNLOADING IN COUNTRY OF IMPORT	LOADING IN COUNTRY OF EXPORT	COMMISSIONS	AGENT FEES
27	26	25	24	23	22

ADJUSTED CABEL PRICE FOR LME BASE OF 10,000 , \$/meter	AMOUNT OF COPPER NEEDED TO PRODUCE 1 METER OF THE APPROPRIATE CABLE, IN KG	DATE OF LME COOPER PRICE USED FOR CALCULATION OF FINAL CABLE PRICE IN INVOICE	LME COOPER PRICE USED FOR CALCULATION OF FINAL CABLE PRICE IN INVOICE, \$/TON
31	30	29	28

Please provide a compact disc or USB Flash Drive containing table 4. **The data must be in Excel format.**



TABLE 4.1: EXPORT SALES OF ALUMINIUM CABELS DURING the past full three fiscal years – 2019, 2020, 2021 and the first quarter of 2022

MODEL/TYPE (SHORT DESCRIPTION- WITHOUT COLORS)	MODEL/TYPE (FULL DESCRIPTION)	LEVEL OF TRADE	ASSOC. (Y/N)	IMPORTER	INVOICE NUMBER	DATE
7	6	5	4	3	2	1

OCEAN FREIGHT	STORAGE	INLAND INSURANCE	DOMESTIC INLAND FREIGHT	TERMS OF SALE	QUANTITY (METER)	VALUE (US DOLLAR)
14	13	12	11	10	9	8

CUSTOMS DUTIES	EXPORT INSPECTION FEES	OTHER TAXES	EXPORT TAXES	HANDLING	PACKING	OCEAN INSURANCE
21	20	19	18	17	16	15

COUNTRY OF IMPORT	OTHER COSTS	UNLOADING IN COUNTRY OF IMPORT	LOADING IN COUNTRY OF EXPORT	COMMISSIONS	AGENT FEES
27	26	25	24	23	22

4. Provide a detailed explanation of your company's channels of distribution to importers **separately for each country**. Include a flow chart explaining the shipment of the goods from the manufacturing plant to the importer in Israel and other countries (**separately for each country**). Explain in detail any agency or distributor agreements and provide copies of each agreement. At each step of the process, describe the functions or activities performed by the respective parties.



Ministry of Economy and Industry
Import Administration

5. Select a representative transaction in each quarter and provide copies of sale invoices, details of any discounts and rebates, bills of lading and evidence of payment.
6. For each customer **all over the world** provide the following details:
 - a. Any agreements, or contracts (supply copy) concerning the transactions (i.e. credit terms, advertising, warranty)
 - b. Any financial or other association your business has with the customer (other than vendor/buyer)
 - c. Discounts, rebates, commissions, royalties, or any other consideration or re-imbusement made in respect of the selling price
7. Describe how your prices to each customer are determined. If sales are in accordance with price lists, supply copies of all price lists that were applied during the dumping period of investigation.
8. Please give details of any other matters which may affect the actual export price of the product under investigation.
9. For the product under investigation please provide the following costs incurred for each unit **separately for each country**:
 - a. Export packing
 - b. Storage
 - c. Inland freight from factory to port (and please specify distance in kilometers)
 - d. Inland insurance
 - e. Ocean freight
 - f. Ocean insurance
 - g. Handling
 - h. Export taxes
 - i. Other taxes
 - j. Export inspection fees
 - k. Customs duties



- l. Agent fees
- m. Commissions
- n. Loading in country of export
- o. Unloading in country of import
- p. Other costs

10. Terms of Payment:

Are your export sales on cash terms? If these sales are not on a cash basis, how do you vary prices for different credit terms? If this varies from your credit cost, how much does it cost your company to give this credit i.e. what are your payment terms and what is the interest rate charged? Please explain how you have calculated the credit cost. Specify the financial sources of the calculation.

- 11. Provide details of any taxes, duties or levies levied on the products under investigation or their components, which are remitted or refunded on export.
- 12. Identify all source documents on which you relied in preparing your response to this Section, and indicate the business location where the documents are maintained.
- 13. Provide details of **any kind of payments** to your Israeli customers (including discounts, rebates, commissions, royalties, or any other consideration or reimbursement made in respect of the selling price) and/or to the companies affiliated with your Israeli customers for the past full three fiscal years – 2019, 2020, 2021 and the first quarter of 2022. Please fill in the table in the "Payments" sheet in the Excel file attached. Please provide references such as bank confirmation etc.



SECTION E: COSTS OF PRODUCTION

This section is important in determining the method by which the normal value is assessed and also for making adjustments where there is any difference between the products sold on the domestic market and those exported to Israel and to other countries.

1. For the **Dumping Period of Investigation**, provide details of your actual unit costs to produce and sell the products under investigation, sold domestically and those exported to Israel and to other countries (**separately for each country**). The details should be represented in the format of Tables in the "Total Costs" sheet in the Excel file attached. Where possible, please submit any supporting documents and worksheets supporting your calculation.
2. Where there are differences between the products sold domestically and those exported to Israel and to other countries, give the nature and reasons for these differences **separately for each country**. Your argument should be supported by evidence.
3. Describe methods used in your general accounting system, including but not limited to:
 - a. Methods used to value stock;
 - b. Methods used to account for incidental revenue;
 - c. Methods of allocating costs from general costs to specific products;



Ministry of Economy and Industry
Import Administration

- d. If your allocation of selling, administration, finance and other costs differ from the proportion these costs bear to sales revenue as shown in your Profit and Loss statement for the period under inquiry, please explain;
 - e. Methods of calculating depreciation and useful life of fixed assets;
 - f. If standard costing is used rather than actual costs, describe the methods to determine standards, the frequency of revisions and the treatment of variances.
4. If the cost of producing and selling any one model/type of the products exceeds net selling price, please explain these sales at a loss. Do you expect to recover the losses on these sales? If so, give reasons and indicate over what period of time the losses are expected to be recovered.

SECTION F: ISRAELI MARKET

Provide comments on the Israeli market, general market trends and/or any other factors you