



MBIE/AD/I/2022/001
DUMPING INVESTIGATION
EXPORTER QUESTIONNAIRE

Preserved peaches from China

Investigation period: 1 July 2021 to 30 June 2022

Response due: 20 January 2023

Return completed questionnaire to:

TradeRemedies@mbie.govt.nz

Trade Remedies

Ministry of Business, Innovation and Employment

New Zealand

December 2022

Background Information

The Ministry of Business, Innovation and Employment (MBIE) has initiated a dumping investigation into imports of Preserved peaches from China. The New Zealand industry producing like goods provided evidence that imports of preserved peaches from China are dumped and causing material injury to the New Zealand industry, which was sufficient to warrant the initiation of an investigation. The investigation includes goods of Chinese origin which are transhipped to New Zealand via third countries.

The application lodged by Heinz Wattie's Limited (HWL) can be found at <https://www.mbie.govt.nz/business-and-employment/business/trade-and-tariffs/trade-remedies/trade-remedy-investigations/>.

This questionnaire is designed to assist your company to provide the necessary information to help us determine the extent, if any, to which exports of preserved peaches originating from China are being dumped and are causing or threatening to cause material injury to the New Zealand industry.

This questionnaire has been sent to you in your role as an exporter of preserved peaches to New Zealand and not as a manufacturer of the goods (for example, you are a trading company, merchant, broker or vendor dealing in the goods).

It is in your best interest to complete the questionnaire, because in the absence of a response the Act provides for decisions to be made on the best information available, which may be that supplied by the New Zealand industry.

The Trade Remedies team of MBIE is responsible for administering New Zealand's anti-dumping legislation, the Trade (Anti-dumping and Countervailing Duties) Act 1988 (the Act). The Act provides a mechanism for maintaining fair levels of import competition for New Zealand producers when the dumping of imported goods causes material injury or threatens to cause material injury to an established New Zealand industry, or the establishment of a New Zealand industry is being materially retarded by the dumping. The Act reflects New Zealand's obligations under the World Trade Organisation Agreement on the implementation of Article VI of GATT 1994 (the AD Agreement).

Goods subject to the investigation

The goods that are the subject of HWL's application are preserved peaches from China, described as:

Peaches in preserving liquid, in containers up to and including 5.0kg

Countries of origin

The country of origin of the subject goods is China.

Documentation provided

Please provide evidence for your responses to this questionnaire, such as copies of invoices to support prices paid or charged. Copies of original documents are satisfactory for questionnaire responses, but original source material, for all documents submitted or relied upon in preparing your submission, should be available at the time of any verification by MBIE.

Verification of information provided

MBIE has an obligation under the AD Agreement to inform firms and the exporting country's authorities of its intention to carry out on-the-spot verification visits.

Important information on the investigation at this time of the COVID-19 pandemic is contained in the following text box.

COVID-19: RESPONSIBILITIES AND FLEXIBILITY

Verification Visits

MBIE wishes to inform interested parties that, while it normally undertakes onsite verification visits, MBIE is unlikely to be able to carry out such visits during this investigation due to the COVID-19 global health crisis, travel restrictions and the need to protect the health of its staff and the staff of interested parties.

Verification remains an important part of MBIE's approach to satisfying itself of the relevance, accuracy and completeness of information provided by interested parties and on which its findings are based.

While onsite verification is dependent on the COVID-19 situation, MBIE may use other methods such as desktop verification, remote verification by videoconferencing, additional requests for information and cross-checking with other available information to satisfy itself of the accuracy of information. MBIE will advise each interested party of its approach, according to their particular circumstances.

Provision of Information

The current situation emphasises the importance of interested parties providing accurate information that is sufficiently detailed and easily checked against company systems and documentation.

To be able to verify your response and link it to your accounting and management records, please submit all relevant Excel worksheets and other extracts from your company's information and accounting systems along with a detailed explanation of how the worksheets were compiled and how to reconcile the figures and data in the worksheets with the figures and data submitted in the questionnaire and the annexed tables.

Please submit Excel spreadsheets in their workable form, complete with formulae and explanatory comments.

Note that MBIE will ensure that all confidential information is securely handled and stored in accordance with strict security guidelines.

Deadlines for Providing Information

MBIE recognises that interested parties located in areas affected by COVID-19 may be impacted by health measures preventing or limiting their ability to carry out normal business. This may affect the ability of parties to reply on time to questionnaires and other requests for information.

Currency

Please show all amounts in the currency originally denominated. Where any currency conversions are made, please indicate the exchange rate used and its source.

Translations

Please supply an English translation of all information that is supplied in any other language. Please note that only information supplied in English will be taken into account in the investigation.

Confidential information

MBIE is required to ensure that all interested parties have reasonable opportunity to access all non-confidential information used by MBIE in the investigation. Non-confidential information used in the investigation is contained on MBIE's public file for this investigation. Interested parties and members of the public are able to request copies of any documents which have been placed on the public file.

Any information which is by nature commercially confidential (for example, because its disclosure would be of significant advantage to a competitor, or its disclosure would have a significantly adverse effect on the person supplying the information) or which is provided on a confidential basis by you will **upon good cause being shown** be treated as confidential by MBIE.

For any information that you request be treated as confidential please:

- **Provide a non-confidential version** (or a non-confidential summary of the information, or if you claim that the information is not susceptible to such a summary, a statement of the reasons why a summary is not possible).
- A non-confidential version should reproduce the original but have information considered to be confidential either be omitted or summarised.
- Provide justification for the information being treated as confidential.

Redaction of Confidential Information

Section 3F of the Act 1988 outlines the meaning of confidential information.

Where confidential text is redacted, we ask that you provide a satisfactory non-confidential summary of the information, or reasons why a summary cannot be provided.

As an example, if a party was to indicate:

"We export [300 metric] tonnes monthly to [NZ-Importer-Name-Ltd]."

Then a satisfactory non-confidential summary could be:

"We export XXXXXXXXXXXX [volume] monthly to XXXXXXXXXXXX [NZ importer]"

Please note that section 13F of the Act allows the Chief Executive of MBIE to disregard any information for which a satisfactory non-confidential version (or summary or satisfactory statement of why such a summary cannot be given) is not provided.

Dumping

Dumping occurs when an exporter sells goods to New Zealand at a price less than the price it sells them for in the home market.

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

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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. The difference between the export price and the normal value is called the dumping margin.

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 New Zealand industry, anti-dumping duties can be imposed.

Anti-dumping duties

The New Zealand Minister of Commerce and Consumer Affairs (the Minister) may impose final anti-dumping duties only if step 1 of an investigation finds that goods are dumped and have caused, or threaten to cause material injury to the New Zealand industry producing like goods (affirmative determination), and a step 2 public interest investigation finds that it is in the public interest to impose duties on dumped imports. Anti-dumping duties must not exceed the dumping margin and may be less than the margin of dumping if that is sufficient to remove injury to the New Zealand industry.

If step 1 of the investigation finds that the goods are not dumped and have not caused, or threaten to cause material injury to the New Zealand industry producing like goods (negative determination), the Minister will terminate the investigation.

Provisional measures

The New Zealand industry has requested that provisional anti-dumping duties be imposed on imports of preserved peaches from China in accordance with section 16 of the Act.

Provisional anti-dumping duties can be imposed at any time after 60 days from the date of initiation of this investigation, if the Minister has reasonable cause to believe that preserved peaches from China is being dumped, that dumping is causing material injury to the New Zealand industry, and that provisional anti-dumping duties are necessary to prevent material injury to the New Zealand industry during the remainder of the investigation.

The earliest date from which provisional duties could be applied for this case is **19 February 2023**.

It is important, therefore, that you provide information to MBIE as soon as possible so that your information may be taken into account before a decision is made on whether provisional anti-dumping duties should be applied, and the extent of any provisional anti-dumping duties.

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Investigation Timetable

Statutory Timeframe	Action
At or after 60 days since the start of the investigation (section 16).	From this point, and if the conditions are met, the Minister can impose provisional measures to prevent further injury to the New Zealand industry during the period of the investigation
	MBIE must give notified parties written advice of the essential facts and conclusions likely to form the basis for a determination to be made by the Minister at the end of the step 1 investigation.
Within 180 days after the start of the step 1 investigation, but not less than 30 days after the written advice is given by MBIE under section 10C(2) (section 10D(1))	The Minister must make a determination on whether dumped imports are causing or threatening material injury to a New Zealand industry. If the determination is affirmative, then the Minister must determine the rate or amount of duty that will form the basis for a step 2 investigation of whether the imposition of the duties is in the public interest, and direct MBIE to begin the step 2 investigation immediately. If the determination is negative, then the Minister must terminate the investigation.
Within 60 days after the start of the step 2 investigation (section 10G(1)).	MBIE must give notified parties written advice of the preliminary findings likely to form the basis for a determination to be made by the Minister at the end of the step 2 investigation
Within 90 days after the start of the step 2 investigation, but not less than 30 days after the written advice is given by MBIE under section 10G(1) (section 10H(1))	The Minister must determine whether imposing the duty is in the public interest.

Submission of information

Your response to this questionnaire, including a non-confidential version and any supporting evidence, should be received by MBIE within 37 calendar days, but earlier if possible. This means that responses should be received no later than **20 January 2023**.

MBIE is working to a statutory deadline for the completion of this investigation and it is important that responses from interested parties are received by the due dates given. Please see the COVID-19 text box above if you have difficulty meeting the deadline.

Important instructions for preparing your response

- All questions in this exporter questionnaire must be completed. If a question is not applicable to your situation, please answer the question with “Not Applicable” and provide an explanation as to why.
- All questions must be answered in English. An English translation must be provided for documents not originally in English.

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- Clearly identify all units of measurement (e.g. KG) and currencies (e.g. USD) used. Apply the same measurement consistently throughout your response to the questionnaire and appendices.
- Please provide information in the format and location set out in the attached appendices. Additional categories or columns may be added, for any additional information required to support your submission
- Label all other attachments to your response according to the section of the questionnaire it relates to.
- If you have used formulas to complete spreadsheets, these formulas must be retained and not hard-coded.
- You must retain all worksheets used in answering the questionnaire. Be prepared to provide these worksheets and original data during MBIE's verification of your data.
- If you cannot present electronic data in the requested format contact Trade Remedies as soon as possible.
- Where possible, electronic data should be emailed. If there are difficulties in attaching data to emails please contact Trade Remedies.

Further Information

If you would like further information on anti-dumping investigations please see our website at <https://www.mbie.govt.nz/business-and-employment/business/trade-and-tariffs/trade-remedies/> where you will find general information. Alternatively please feel free to contact us (see details below).

CONTACT DETAILS

If you any questions regarding this questionnaire or the investigation, please contact the Trade Remedies team using the contact details below:

Trade Remedies

**Ministry of Business, Innovation and
Employment (MBIE)**

Email: traderemedies@mbie.govt.nz



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Please note that throughout this questionnaire references to preserved peaches are references to preserved peaches of the type subject to investigation as defined above.

Where data is requested to be provided on a spreadsheet, use a worksheet in the accompanying Questionnaire Spreadsheet with the corresponding Appendix number to provide the required data.

To help us distinguish your answers from our questions, we would appreciate you highlighting or providing your answers in a colour other than black, e.g. red.

SECTION 1 Company information

1. Please nominate a contact person in your company for the purposes of this investigation:

Name:

Position in the company:

Telephone:

Email address:

2. If you have appointed a representative, outside your company, for the purposes of this investigation, please provide their contact details:

Name:

Address:

Telephone:

Email address:

Note that in nominating a representative, you are granting authority to MBIE to discuss matters relating to the case with the nominated representative, including your company's confidential information.

3. Please provide the location of where the company's financial and production records are held.
4. Please provide the following details relating to your company:

(a) Legal name of the business

(b) Does your company trade under a different name or brand name. If so please provide details

(c) Postal address

(d) Street address

(e) Factory address(es)

(f) Company website

5. Is your company or parent company publicly listed? If so please identify the stock exchange where it is listed, and principal shareholders. If not, please provide a list of all principal shareholders and the shareholding percentages.

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6. Is your company part of a group (e.g. parent company with subsidiaries, common ownership, joint-ventures)? If so please provide a diagram showing the complete ownership structure, and a list of all related companies and their functions.
7. Please identify any branches or subsidiaries in other countries.
8. Please indicate any entities listed in the responses to questions 5 to 7 that your company makes sales to, or purchases from.
9. What is the overall nature of your company's business? Provide details of the products that your company manufactures and sells, and market(s) your company sells into.
10. Please confirm whether your business performs all of the following functions in relation to the goods under investigation. If it does not, then please provide names and addresses of the companies which perform each function:
 - (a) Produce or manufacture
 - (b) Sell in your domestic market
 - (c) Export to New Zealand
 - (d) Export to countries other than New Zealand
11. Please provide a description of your company's organisational structure, including a brief description of each group and its functions and internal reporting lines.
12. Please describe or illustrate your company's distribution channels on the domestic channel and in New Zealand.
13. Please provide any brochures, pamphlets, booklets or websites advertising your company's business, or in relation to its sale of preserved peaches products.
14. Please describe how your company manages stock/inventory.
15. Please describe your company's export strategy, both generally and in relation to New Zealand.
16. Please advise the dates of your company's accounting year.
17. Please indicate the rate of VAT that your company is eligible to pay for domestic sales and the rate of VAT rebate that your company is eligible to claim on exported products. Provide details on how this works in process of selling preserved peaches to your customers in China and in New Zealand.

SECTION 2 **Product details**

18. Please provide a full product description of the types of preserved peaches that your company sells on the domestic market and the names of businesses your company sells to.
19. Please provide a full product description of the types of preserved peaches sold by your company that are exported to New Zealand and, if your company exports directly to New Zealand, the names of the New Zealand businesses your company exports to.
20. Please explain any differences between the preserved peaches produced by the New Zealand industry and the preserved peaches that your company sells. Such differences may relate amongst other things, to physical characteristics, method of manufacture, function and use, pricing structures, marketing, and distribution.

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21. If your company does not export directly to New Zealand, please provide a list of the customer(s) (the exporters) whom your company sells preserved peaches that are later exported to New Zealand.
22. Please give details of any standards or grading system that apply to the preserved peaches that your company sells, noting specifically those that apply to preserved peaches exported to New Zealand and preserved peaches sold in your domestic market.

SECTION 3 Total sales

23. Please provide the total sales volume and net sales revenue from sales of preserved peaches for the period **1 July 2021 to 30 June 2022**. This information should be given in the format set out in **Appendix 1**.

Note that for the purpose of this questionnaire, sales of preserved peaches to domestic companies/exporters which are then exported to New Zealand should be treated as export sales to New Zealand by your company (rather than as domestic sales).

SECTION 4 Sales to domestic customers

If your company does not sell preserved peaches on your domestic market, go to questions in Section 5.

24. Further to your answer to **question 17**. Please provide details of the sizes, type of packaging, preserving medium and any other features of these products sold on the domestic market if they are different from those exported to New Zealand.
25. Further to your response to **question 12**, give a detailed explanation of your company's distribution channels to domestic customers, including:
 - (a) the relationship between your company and its domestic customers; and
 - (b) details of any domestic clients or businesses that have corporate affiliations with your company.
26. Provide details (and diagrams if appropriate) of the domestic sales process of your company and any other related entities including:
 - (a) Marketing and advertising activities
 - (b) Price determination and/or negotiation process. If sales are in accordance with price lists, provide copies of these lists.
 - (c) Order placement process
 - (d) Order fulfilment process and lead time
 - (e) Delivery terms and process
 - (f) Invoicing process
 - (g) Payment terms and process
27. Give a description of its selling arrangements for domestic sales and an explanation of the terms of trade offered by your company. This should cover the following:
 - (a) ordering and invoicing;

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- (b) terms of agreements or contracts;
 - (c) terms of payments;
 - (d) credit terms; and
 - (e) delivery charges.
28. Are the domestic prices charged by your company:
- (a) subject to any direct or indirect reimbursement to customers (e.g. sales promotion, advertising, warranty etc); or
 - (b) influenced by a commercial agreement or relationship; or
 - (c) inclusive of any consideration other than price?
29. Did you provide on-invoice discounts and/or off-invoice rebates to the customer or associate of the customer in relation to the sale of like goods during the period? If yes, provide a description, and explain the terms and conditions that must be met by the customer to obtain the discount.
30. Did you issue any credit or debit notes (directly or indirectly) to the customer or associate of the customer in relation to the sale of like goods during the period? If yes, provide details of the credit/debit notes including the reasons the credit/debit notes were issued.
31. The invoice date will normally be taken to be the date of sale. If you are making a claim that a different date should be taken as the date of sale:
- (a) What date are you claiming as the date of sale?
 - (b) Why does this date best reflect the material terms of sale?
32. Please provide total sales volume and net sales revenue figures for domestic sales of Preserved peaches at each level of trade (e.g. wholesale, retail) in your domestic market for the period **1 July 2021 to 30 June 2022**. Please provide this information in the format set out in **Appendix 2**.
33. Please provide information on all domestic sales transactions of preserved peaches for the period from **1 July 2021 to 30 June 2022** in the format set out in **Appendix 3**.
34. Please also provide a representative sample of invoices for the sales listed in **Appendix 3** with the key terms translated into English. The invoices should be for sales at the same level of trade as your New Zealand customers, and as near as possible to the same time as your sales to New Zealand.
35. Please provide the following documentation supporting the selected invoices and annotate the documents or provide a table linking the details in **Appendix 3** to these source documents. Also provide explanations for any acronyms or codes used in this information.
- (a) Supply or Procurement contracts
 - (b) Purchase order and order confirmation
 - (c) Commercial invoice and packing list
 - (d) Proof of payment and accounts receivable ledger
 - (e) Documents showing bank charges
 - (f) Delivery invoices

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- (g) Standards compliance documentation and certification as grading certificates or other certifiable product or brand specifications.
36. Did your company incur any additional costs, sales expenses or after sale costs on the domestic market that it did not incur on its export sales to its New Zealand customers, such as credit expenses, packaging, delivery costs, direct selling expenses, or technical assistance expenses over the period **1 July 2021 to 30 June 2022**?
- a. If so, what were the expenses and why were they incurred? Please attach any documentation or references to information sources that evidence these costs.
- b. Do you consider that such expenses increase the prices at which your company sells preserved peaches on your domestic market compared to the price at which equivalent preserved peaches is exported to New Zealand?
37. If the additional expenses detailed above affect selling prices, please itemise and provide details of the amount of these expenses incurred by your company over the period from **1 July 2021 to 30 June 2022**. Would you please also calculate the amount of these costs for each domestic sales transaction as part of the costs detailed in **Appendix 3** under “Additional sales or after sales expenses”. Please provide a list the source of the data for each column in **Appendix 3**.
38. Are your company’s domestic sales subject to the payment of any domestic consumption or sales taxes or duties? If so, please provide documentation or references to information sources that evidence these costs.
39. Please provide a description of your domestic market for preserved peaches, including details of how the goods are distributed to the end users, pricing of preserved peaches, marketing and distribution costs, and regulatory costs relating to the sale of preserved peaches.
40. If the preserved peaches exported to New Zealand are different from those sold on the domestic market, please use **Appendix 3A** to identify and describe the equivalent type of preserved peaches sold on the domestic market.
- a. Include specification details that may be helpful in comparing whether domestic sales and export sales cover the same or similar goods.
- b. Please explain the differences between the peaches sold on these two markets.

SECTION 5 Sales to export customers for the New Zealand market

41. Please provide details of your company’s sales to its New Zealand customers including:
- (a) the relationship between your company and its New Zealand customers; and
- (b) details of any clients or businesses in New Zealand that have corporate affiliations with your company.
42. Provide details (and diagrams if appropriate) of the process your company follows in exporting preserved peaches to New Zealand. In providing this information clarify which activities are handled by your company and by the customer in New Zealand:
- (a) Marketing and advertising activities.
- (b) Price determination and/or negotiation process. If sales are in accordance with price lists, provide copies of these lists.

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- (c) Order placement process
 - (d) Order fulfilment process and lead time
 - (e) Delivery terms and process
 - (f) Invoicing process
 - (g) Payment terms and process
43. In what currency do you invoice your customers for goods exported to New Zealand? If it is not in your local currency:
- (a) Do your customers pay you into a foreign currency denominated account? If yes, provide details of how this process works and any supporting documentation.
 - (b) Do you use forward contracts to lock in the foreign exchange rate relating to the export sales? If yes, provide details of how this process works and any supporting documentation.
 - (c) How is the exchange rate determined in your accounting system and how often is it updated?
44. Explain the terms of trade offered by your company for sales to New Zealand and a description of selling arrangements. In providing this information, please attach any documentation or references to your information sources:
- (a) ordering and invoicing;
 - (b) terms of agreements or contracts;
 - (c) terms of payments;
 - (d) credit terms; and
 - (e) delivery charges.
45. Are the prices of preserved peaches that your company exports to New Zealand:
- (a) subject to any direct or indirect reimbursement to your company's customers (e.g. sales promotion, advertising, warranty etc); or
 - (b) influenced by a commercial agreement or relationship; or
 - (c) inclusive of any consideration other than price?
46. Did you provide on-invoice discounts and/or off-invoice rebates to the customer or associate of the customer in relation to the sale of like goods during the period? If yes, provide a description, and explain the terms and conditions that must be met by the importer to obtain the discount.
47. Did you issue any credit or debit notes (directly or indirectly) to the customer or associate of the customer in relation to the sale of like goods during the period? If yes, provide details of the credit/debit notes including the reasons the credit/debit notes were issued.
48. The invoice date will normally be taken to be the date of sale. If you are making a claim that a different date should be taken as the date of sale:
- (a) What date are you claiming as the date of sale?
 - (b) Why does this date best reflect the material terms of sale?

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49. Please provide a list of all transactions of preserved peaches exported to New Zealand by your company in the period **1 July 2021 to 30 June 2022** in the format set out in **Appendix 4**. Please include transactions which may have been exported prior to **1 June 2021** but which would have only entered New Zealand on or after that date. **Please attach a copy of your invoice for each transaction.**
50. Provide a list of the source of the data for each column in **Appendix 4**.
51. Please explain the basis on which your company distinguishes between any different levels of trade for export sales of preserved peaches to New Zealand e.g., quantity, price.
52. In what ways has the COVID-19 pandemic impacted the sale of preserved peaches to New Zealand over the three years up to **30 June 2022**.
 - a. Do you consider that these impacts were short term or are still continuing? If you consider that these impacts are still continuing in what ways is your company still experiencing the impacts? For how long do you expect the impacts to last.
 - b. Did the effects of the pandemic lead to permanent changes in how you sell preserved peaches to New Zealand and other countries?

SECTION 6 Sales to other export markets

[Please note: This section (including **Appendix 5** and **Appendix 6C**) only needs to be completed if there are **no** preserved peaches sold on the domestic market that are equivalent to those products exported to New Zealand].

53. Please list all transactions of preserved peaches exported to destinations other than New Zealand (for those other countries similar to New Zealand in terms of volume of exports and level of trade) over the period **1 July 2021 to 30 June 2022**. Present this information according to the format set out in **Appendix 5**. Please attach a copy of the invoice for each transaction.

SECTION 7 Financial records

54. Please provide copies of your company's Statement of Financial Position and Statement of Financial Performance for the two most recent financial years.
55. Describe the accounting methods used in preparing your company's financial statements including:
 - (a) inventory valuation;
 - (b) depreciation methods; and
 - (c) whether standard or actual costing methods are used (if standard costing is used, please explain how variances are treated).
56. Are the accounting records kept by your company independently audited and maintained in accordance with generally accepted accounting practice of your country? Please explain how generally accepted accounting practices are promulgated in your country, e.g. by statute, by accounting standards issued by a national accounting organisation.

SECTION 8 Threat of material injury

The application for the investigation submitted by the New Zealand preserved peaches industry claimed that it had suffered material injury from the allegedly dumped imports from China. If MBIE does not find any evidence of material injury, it will consider whether there is a threat of material injury to the New Zealand industry from the allegedly dumped imports. Your company's responses to the following questions will assist MBIE to assess whether a threat of material injury exists.

The likelihood of substantially increased imports

57. What are your company's plans, intentions and strategy regarding future exports of preserved peaches to New Zealand? Please include comments on how your company perceives growth in such exports and your company's estimated manufacture for export volume figures over the next 12 months.
58. Please comment on the financial ability of your company and the ability of its distribution system to cope with a substantial increase in your company's sales for export of preserved peaches to New Zealand.
59. Does your company have any contractual arrangements with any suppliers or importers of preserved peaches for export to New Zealand, including forward orders for preserved peaches? If so, please indicate the value and volume of the preserved peaches that your company has arranged to sell, and the intended dates or period of exportation for the next six months. Please supply this information in the format set out in **Appendix 7**, listing type and quantity ordered, price paid or payable, and anticipated delivery dates.
60. Is your company planning to increase its capacity to sell preserved peaches? If so, please provide details. Please comment on the extent to which any such increase would enable your company to significantly increase exports to New Zealand.
61. What markets, other than New Zealand, are available to absorb any significant increase in exports resulting from the utilisation of spare capacity? To what extent could these markets absorb a significant increase in exports?
62. Please provide details of your company's total sales of preserved peaches subject to investigation for the **past three years to 30 June 2022**.

Inventory levels

63. Please provide your company's current inventory level of preserved peaches available for export. What percentage of your company's annual export sales does the current level of inventory represent? Does your company intend to increase this inventory level, in the foreseeable future? If so, by what amount and by what date?
64. Does your company know of any factors causing your company or other domestic producers to stockpile preserved peaches inventory?

Pricing of preserved peaches

65. Please comment on the extent to which your company considers pricing influences demand for different brands of preserved peaches, and provide details of significant price points (if any).

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66. Does your company consider that demand in New Zealand for preserved peaches is influenced by factors other than price, such as quality? If so please comment on what these factors are and their effect in the marketplace.