Trade (Dumping and Countervailing Duties) Act 1988

APPLICATION FOR A REVIEW OF ANTI-DUMPING DUTIES AGAINST PRESERVED PEACHES FROM GREECE

May 2020

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1. Introduction

Executive Summary

This application concerns the review of existing anti-dumping duties on imports of dumped preserved peaches originating from Greece and the recurrence of material injury to the New Zealand industry from those dumped imports should duties cease to apply.

Heinz Wattie's Limited ("HWL") is the only producer of preserved peaches in New Zealand (under the brand names Wattie's, Oak and Weight Watchers).

Imports of preserved peaches covered by the existing anti-dumping duties are still sold in New Zealand. These preserved peaches from Greece appear to be still dumped.

Material injury to HWL from imports of preserved peaches originating from Greece will recur, should anti-dumping duties cease to apply. This is due to the availability of preserved peaches in Greece as well as the sensitive New Zealand market for preserved peaches.

The material injury caused to HWL from the return of dumped imports to New Zealand will be in the form of price undercutting, price suppression and price depression. The economic effects will be a decline in sales, market share, output, profits and

[HWL forecasted

business strategy] and the supporting horticultural industry.

Grounds for Application

HWL applies for the initiation of a review of the existing anti-dumping duties upon canned peaches from Greece pursuant to section 17D of the Trade (Dumping and Countervailing Duties) Act 1988 (the "Act").

This application is made on the grounds that if existing anti-dumping duties cease to be payable then imports of dumped preserved peaches from Greece will cause a recurrence of material injury to the New Zealand preserved peach industry represented by HWL through:

- price undercutting;
- price depression; and
- · price suppression,

resulting in:

- a decline in output and sales,
- a decline in market share,
- a decline in profits and return on investments,
- a decline in utilization of production capacity; and
- adverse effects upon cash flow, inventories, employment, and growth.

In support of these claims HWL tenders this submission and evidence as justification for continuation of the anti-dumping duty.

2. Interested Parties

The Applicant

The applicant is Heinz Wattie's Limited ("HWL") which is the only producer of preserved peaches in New Zealand, under the brand names Wattie's, Oak and Weightwatchers.

The application is made on behalf of the sole New Zealand producer of preserved peaches.

Heinz Wattie's Limited Private Bag 99920 Newmarket Auckland

Telephone: 09 308 5000

Contact: [internal HWL contact details]

Email: [internal HWI contact details]

Heinz Wattie's Limited is a subsidiary of the Kraft Heinz Company, USA.

Any queries in regard to this application should be directed to Simon Crampton. For the purposes of the review Heinz Wattie's Limited is being represented by Simon Crampton, an independent consultant.

e-simoncrampton@xtra.co.nz p-021730384

Importers

HWL is aware that there have been a limited number of recent imports from Greece. HWL is unaware who the importer is and through which channels these imports are being sold. In previous investigations the following companies have imported canned peaches and have been interested parties.

- Foodstuffs Own Brands Limited
- Progressive Enterprises Limited

Referring to the 2015 review it appears no importers participated in the investigation.

Exporters

HWL currently has no knowledge of all companies in Greece who are exporting to New Zealand and HWL. Interested parties who are importers would be able to provide this information in a review. Information on all importers is available from Custom's confidential data base which the Ministry has access to.

Referring to the 2015 review it appears no exporters participated in the investigation.

3. Like Goods

The imported goods are described as:

Peaches (halves, slices or pieces) packed in retail size cans

HWL produces, as part of its product range, a range of styles of preserved peaches (halves, slices and dices), packed in various media (such as syrup, fruit juice and lite) in various can sizes.

The goods are currently classified under tariff item and statistical key 2008.70.09 of the Tariff of New Zealand.

The normal duty rate for the goods for Greece is 5%.

Like Goods Considerations

In identifying like goods, the applicant has used the Ministry's framework in order to determine what goods produced in New Zealand are like goods to the allegedly dumped imports.

- (a) Physical characteristics. This covers appearance, size and dimensions, composition, production methods and technology.
- (b) Function / usage. This covers consumer perceptions / expectations, end uses, and will lead to any conclusions on the issue of substitutability where relevant.
- (c) Pricing structures.
- (d) Marketing. This covers distribution channels, customers and advertising.
- (e) Other. This can include tariff classification if applicable, and any other matters which could be applicable in the circumstances.

Physical Characteristics

The applicant produces preserved peaches either in the form of halves, slices or pieces. The processed peaches are packed in cans. These preserved peaches are very similar to preserved peaches imported from Greece previously.

Function and Usage

The applicant produces preserved peaches for retail and food service sale in New Zealand. These preserved peaches have the same function and application as imported preserved peaches.

Pricing

The preserved peaches produced by the applicant compete at the same price point as the imported preserved peaches. This level of competition is HWL wholesale price versus the imported ex-wharf cost of imports as has been established in previous investigations.

Marketing Issues

The distribution channels, customers and means of advertising are similar for the New Zealand produced preserved peaches and imported preserved peaches from Greece.

Other

The canned peaches produced by HWL, if imported into New Zealand, would be classified under the same tariff item and statistical key in the Customs tariff. (Tariff item 2008.70.09.00)

Conclusions Relating to Like Goods

In summary, the preserved peaches manufactured in New Zealand by the applicant have the same or similar physical characteristics, method of manufacture, function and usage, pricing, marketing and tariff classification. There is sufficient evidence for the purposes of review that preserved peaches produced by HWL have characteristics that very closely resemble the subject goods, and therefore are like goods to the subject goods.

HWL is the only New Zealand manufacturer of preserved peaches in cans. With the positive evidence provided in this application the requirements of Section 17(D)1 of the Act have been met.

4. Imports of Canned Peaches

Preserved peaches with the description of the subject goods are not separately identified in the Tariff of New Zealand. HWL is unable to provide the proportion of the import figures that are the subject goods of the relevant statistical key due to other imports. In addition, HWL has been unable to determine whether anti-dumping duty has been paid on imports of canned peaches that it has identified that are not Heinz Wattie imports. The Ministry has access to the customs database for answers to these questions.

The import figures in Table 1 below have been compiled from Statistics New Zealand (Infoshare) data.

Table 1: Imports under Tariff Item 2008.70.09.00 Year End February 2020

Country	Quantity	Cost including	Value for	Value for
		insurance and	duty	duty/KG
		freight		
Australia	74,294	378,056	369,073	4.97
Belgium	72	470	438	6.08
China, People's Republic of	1,412,398	2,999,514	2,854,721	2.02
Fiji	3	24	21	7.00
Greece	73,862	89,621	81,556	1.10
Italy	11,820	30,415	20,267	1.71
Japan	49	998	976	19.92
Korea, Republic of	768	3,745	3,636	4.73
Malaysia	15	73	69	4.60
North Macedonia	684	2,577	2,481	3.63
Russia	25	117	113	4.52
South Africa	2,102,548	4,257,019	4,034,379	1.92
Spain	54,989	95,033	89,946	1.64
United Kingdom	17	252	237	13.94
United States of America	92	1,851	1,496	16.26
Total	3,731,636	7,859,765	7,459,409	2.00

Source: Statistics New Zealand Infoshare Data

HWL endeavours to source New Zealand grown fruit for its preserved peach operation with the

[business strategy] In times of short supply, HWL is compelled to import preserved peaches which may be subject to trade remedies.

HWL preserved peach imports, apart from country of origin declarations, are labelled the same as the New Zealand products and are sold at the same regular price. The sale of these products in the New Zealand market protects the market share, shelf space and consumer goodwill for New Zealand preserved peaches in a time of shortage and does not cause injury to HWL.

HWL understands that many of the importers previously and currently involved in importing preserved peaches to New Zealand remain active. If anti-dumping duties are removed from the subject goods it is almost without question that these parties would be able to use the

unfair advantage of dumped prices to increase imports of canned peaches into New Zealand from Greece.

HWL has not been able to identify where the recent imports are being sold as it would appear there are no new brands of retail canned peaches. The Ministry with access to customs data would be able to identify the importer, the products and which channels they are being sold through. It is noted in the 2015 investigation imports of aseptically packed peaches and peaches packed in drums were imported from Greece and excluded as not being part of like goods definition.

Anti-dumping duties are in place currently for Greece, Spain and South Africa to prevent dumping and material injury to the New Zealand industry.

5. NEW ZEALAND MARKET

The New Zealand retail market for preserved peaches is made up of New Zealand production and imports as set out in Table 2. The AC Nielsen data used to construct this is available in Appendix 10.1.

As sales closely follow production and / or imports, no allowance has been made for stock in trade.

The New Zealand wholesale market for the supply of preserved peaches to distributors and retailers is highly competitive. There are no long-term supply contracts in place for customers and house brand supply contracts are up for constant tender. All supermarkets stock brands of preserved peaches other than those supplied from HWL. HWL therefore has no exclusive customers with the market always open to new sources of supply.

Because of the different levels of trade (CIF, FOB, ex-factory) an estimate of the wholesale market value has not been made. A more accurate indication of the wholesale market will be available when importers' sales values are obtained.

There are 3 distinct levels of trade:

- ex manufacturer, eq HWL
- ex importer direct to customer
- direct to supermarket

Table 2: Market Share by Brand

Table 2: Market Onare by Brana		
Brand	Tonnes	Share
Watties		
Pams		
Homebrand		
Oak		
Value		
Select		
Goulburn Valley		
Weight Watchers		
Summer Harvest		
Australian Gold		
Dole		
Gilmours		
Budget		
Ceres Organics		
Fruiti		
Opies		
Maison Therese		
S.P.C		
Grand Total		

Source: Confidential Appendix 10.1: AC Nielsen Data MAT 4th April 2020 *[confidential AC Nielsen data]*

6. Evidence Of Dumping

Export Prices

HWL obtained data through Infoshare for imports of preserved peaches from Greece to New Zealand by month for year end February 2020. From this data an estimated export price has been able to be calculated in Table 3 below.

Table 3: Export Price February 2020

Value for duty (VFD)		9,772
Volume (KG)		7,344
VFD/KG		1.33
Currency Conversion (Euro)	0.5860	0.78
Freight to port	1%	0.01
ex-Factory Euro/KG		0.77

Source: Appendix 10.2 Statistics NZ (Infoshare), Appendix 10.7

The exchange rate has been found from www.x-rates.com for the month of February 2020, available as Appendix 10.7.

Looking at the last 12 months imports through Infoshare gives an export price in Table 4 below.

Table 4: Export Price March 2019 to February 2020

Value for duty (VFD)		81,556
Volume (KG)		73,862
VFD/KG		1.10
Currency Conversion (Euro)	0.5874	0.65
Freight to port	1%	0.01
ex-Factory Euro/KG		0.64

Source: Appendix 10.2 Statistics NZ (Infoshare), Appendix 10.7

The average exchange rate has been found from www.x-rates.com for the period March 2019 through February 2020 and taking the average for the year.

An allowance of 1% has been made for freight to port. This allowance has been made . [basis for figure] This is a very short transit compared to the likely transit of the like goods in Greece and is most likely significantly understated due to this. HWL has no knowledge of like goods freight rates in Greece.

Additionally, HWL has been able to obtain export volumes and value from Greece to other global markets. The source of this data is TradeData International Pty Ltd. This data summarises all peach exports from Greece from 2015 through 2020. The data is in USD and an average exchange rate has been found from www.x-rates.com for the period January 2019 through December 2019 and taking the average for the year. Using this data gives an export price as below.

Table 5: Global Export Price Year End December 2019

Value for duty (USD)		
Volume (Tonnes)		
VFD/KG		
Currency Conversion (Euro)	0.8930	0.89
Freight to port	1%	0.01
ex-Factory Euro/KG		0.88

Source: Confidential Appendix 10.3 TradeData, Appendix 10.7 [confidential International trade data analysis]

The average exchange rate has been found from www.x-rates.com for the period January 2019 through December 2019 and taking the average for the year.

This data also included exports for January 2020. The export price for January 2020 is calculated in Table 6 below.

Table 6: Global Export Price January 2020

Table of Global Export Files Gariagi,		
Value for duty (USD)		
Volume (Tonnes)		
VFD/KG		
Currency Conversion (Euro)	0.9003	0.85
Freight to port	1%	0.01
ex-Factory Euro/KG		0.84

Source: Confidential Appendix 10.3 TradeData, Appendix 10.7 [confidential International trade data analysis]

TradeData were also able to supply the last 6 years exports from Greece and it could be argued looking at the last 12 months that the export price has been decreasing which may indicate oversupply and excess capacity.

Graph 1: Exports From Greece

[Graph of last 6 years exports peaches Greece]

Source: Appendix 10.3 TradeData

Normal Value

HWL has sourced market prices for preserved yellow peaches in Greece from April 2020. The method applied to source this was to get a list of supermarkets in Greece via Wikipedia (https://en.wikipedia.org/wiki/List_of_supermarket_chains_in_Greece) and then google the retailers for their online prices. This information is available as confidential Appendix 10.4.

In the sample for normal value is the Del Monte brand. This brand was included in the normal value calculation in 2015. HWL notes that a search shows Del Monte branded canned peaches with country of origin being Greece are commonly sold in the EU.

https://www.blik.lv/en/catalog/fruits/peaches

https://appyshop.co.uk/store-9/food-cupboard/canned-food/dm-peach-slices-in-juice-0024000124955

https://britishfoodbasket.co.uk/del-monte-peach-slices-light-syrup-227g-615-p.asp

Therefore it would seem a reasonable assumption that the Del Monte branded peaches sold in Greece are of Greece origin and should still be included in the calculation for normal value.

The normal value calculation for a 410g can is shown below in Table 7.

Table 7: Normal Value April 2020

Retail Price Euro/KG		
excl. VAT	13.0%	
excl. Retailers Margin		
Freight to Customer		
ex-Factory Wholesale/KG		1.74

Source: Appendix 10.4 [confidential financial data]

The **[figure]** retail margin has been based on HWL's knowledge of the margin and distribution of preserved peaches in New Zealand.

There is a VAT of 13%.

An allowance of \[\bigsize \] [figure] has been made for freight to customer. This allowance has been made on HWL's understanding of local freight charges.

Dumping

A comparison of an export price based on imports for the last 12 months from Infoshare data and a normal value estimated from a domestic price obtained in April is shown below in Table 8. Comparing the export price and normal value gives a dumping margin of 1.10 Euro/KG or 172%.

Table 8: Dumping Margin Year End February 2020

	 , <u></u>
Normal Value	1.74
Export Price	0.64
Dumping Margin	1.10
Dumping Margin as % Export Price	172%

Source: Table 4, Table 7

If the TradeData export price for 2019 is used the dumping margin decreases to 0.85 Euro/KG or 95% as can be seen in Table 9 below.

Table 9: Dumping Margin 2019

Normal Value	1.74
Export Price	0.88
Dumping Margin	0.87
Dumping Margin as % Export Price	99%

Source: Table 5, Table 7

If the TradeData export price for January 2020 is used the dumping margin is 0.91 Euro/KG or 108% as can be seen in Table 10 below.

Table 10: Dumping Margin January 2020

Normal Value	1.74
Export Price	0.84
Dumping Margin	0.91
Dumping Margin as % Export Price	108%

Source: Table 6, Table 7

These calculations demonstrate that there are significant dumping margins. The evidence supports the argument that if anti-dumping duties on exports of preserved peaches from Greece to New Zealand were removed, then preserved peaches from Greece would be dumped in New Zealand.

7. Evidence of Recurrence Of Material Injury

Price Undercutting

In Confidential Appendix 10.5 is HWL forecast with duties in place. From 2019 net sales and volume the net sales value ex-warehouse per kilogram has been calculated in Table 11 below with freight to customer subtracted. This is then compared with the TradeData export price for 2019 at 0.88 Euro/KG. Using exchange rate conversions in Appendix 10.7 gives a value of \$1.50/KG NZD. From the [cost assumptions] With freight and

insurance added gives an ex-wharf import price to compare with HWL ex-factory prices. This is \$ KG NZD. [figure] This is the level of trade that has been established in previous investigations.

Table 11: Price Undercutting NZD

- 4.0.0				
	Net Cost per	Import Cost	Undercutting	Undercutting
	KG	per KG	per KG	%
Wattie's				-41%
Oak				-30%

Source: Appendix 10.2, Confidential Appendix 10.3 & 10.5 [confidential financial data]

This margin of undercutting is significant and there is no evidence to believe that if antidumping duties are removed that this level of undercutting will not exist. The level of price undercutting analysed is HWL ex-factory price compared to the imported price ex-wharf.

If the current average import cost is used the level of price undercutting increases significantly.

Table 12: Price Undercutting NZD

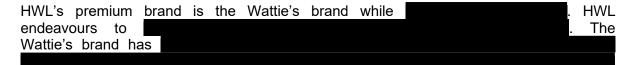
		l		
	Net Cost per	Import Cost	Undercutting	Undercutting
	KG	per KG	per KG	%
Wattie's				-56%
Oak				-47%

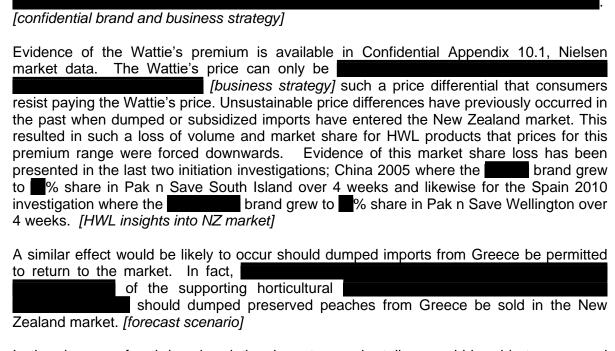
Source: Appendix 10.2, Confidential Appendix 10.7 [confidential financial data]

For the purposes of further analysis the level of price undercutting using the TradaData import price of \$\textstyle \textstyle KG [figure] will be used given exports to all countries at the 6 digit level was accepted in the 2015 review.

In recent reviews, the Ministry has focused on determining price undercutting margin to the Oak brand. To maintain the relative premium that Wattie's maintains in the injury analysis that follows, rather than the Oak undercutting margin of be used for Wattie's, actually of the Wattie's NSV being the when calculated at third decimal place as base data calculates) will be used to maintain the relative percentage premium Wattie's maintains in the market. [figures]

Price Depression





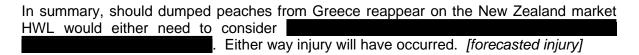
In the absence of anti-dumping duties, importers and retailers would be able to command retail price points well below NZD \$1.00 per unit for a 410g can of preserved peaches. Historically this has been the price retailers have targeted to drive foot traffic in-store. If dumped preserved peaches were to be traded at this price point in the New Zealand market, HWL will face the clear and imminent threat of having to decrease wholesale prices to customers, thus also putting the viability of its operations at risk, as mentioned above. Using the TradeData import price for the past 12 months globally of \$\$\text{KG NZD}\$, adding on insurance and freight, retailers could even retail a 410G can of peaches for 79 cents and make a profit. This magnitude of price undercutting leading to price depression would

[forecasted injury]

Price Suppression

The effects of dumped preserved peaches from Greece returning to the NZ market of price undercutting causing price depression would mean that price suppression would exist with HWL being unable to offset the significant undercutting by means of cost savings and price increases elsewhere. In fact the opposite effect would occur with HWL's cost base increasing either due to:

- Market share being taken by dumped imports of preserved peaches from Greece causing processing costs per tonne to increase if HWL was to consider processing less than the entire peach crop. This would be because if market share transferred to dumped imports the quantity of canned peaches that HWL would be required to produce would reduce and the fixed costs (being the same) of running the canned peach business would be spread across this reduced volume representing an increase in cost per tonne or;
- HWL defending its market share by increasing its trade marketing activity through promotional spend to compete on price with the dumped imports to retain market share.



Loss of market share

In previous investigations, it has been shown that the entry of dumped peaches has resulted in a loss of market share for HWL branded peaches. Evidence of this market share loss has been presented in the last two initiation investigations; China 2005 where the brand grew to share in Pak n Save South Island over 4 weeks and likewise for the Spain 2010 investigation where the brand grew to share in Pak n Save Wellington over 4 weeks. It should be reiterated that in these cases the volume was in the region of 100-300 tonnes, a volume that is relatively small for a country the size of Greece. [market data]

It is highly likely that if dumped imports from Greece were to be sold in New Zealand, HWL will lose market share unless it increases its consumer and trade marketing activity, thereby causing injury.

Loss of sales revenue

Using TradeData data, the import price of peaches ex-wharf is \$\times \textit{KG NZD from the price} undercutting analysis. In order for HWL to sell its inventory of canned peaches and maintain market share it is reasonable to expect HWL will have to in order to do this. A summary of this injury is available in Table 13. [forecast assumption]

Table 13: Forecast Loss of Sales Revenue

(\$,000)	2018	2019	2020	2021	2022
Sales with AD Duty					
Sales without AD Duty					
Loss of Sales Revenue					
Loss of Sales Revenue Indexed to 2019			96%	68%	68%

Source: Confidential Appendix 10.5 & 10.6 [confidential financial data]

This forecast is based on the assumption that upon duty removal, importers will pass on cost savings to consumers. Given HWL will have existing stocks to sell, it will need to compete at the new depressed price level through increasing promotional discounts (trade marketing) with customers to pass onto consumers. This loss of sales revenue through price discounting passes to HWL's profit line.

A forecast reflecting this loss is available in Confidential Appendix 10.6. In Confidential Appendix 10.5 is a forecast with anti-dumping duties in place as a comparison. It is assumed injury would be for years 2021 and 2022.

Profits

The loss in sales revenue above reflects that HWL will need to incur more trade marketing activity to protect its volume market share. Therefore this loss in sales revenue directly impacts profit. A summary of this loss in profit is available in Table 14 below.

Table 14 Forecast Impact on Profits

Table 14 Forecast Impact on Fronts					
(\$,000)	2018	2019	2020	2021	2022
EBIT with AD Duty					
EBIT without AD Duty					
Loss of EBIT					
Loss of EBIT Indexed to 2019			41%	188%	200%

Source: Confidential Appendix 10.5 & 10.6 [confidential financial data]

Such a loss of sales revenue and profit would make

supporting horticultural industry. [commentary on profit impact]

A forecast reflecting this loss is available in Confidential Appendix 10.6. In Confidential Appendix 10.5 is a forecast with anti-dumping duties in place as a comparison. It is assumed injury would be for 2021 and 2022.

Even though

as can be seen in Appendix 10.5. However this gross margin has with HWL being unable to to retailers.

[financial commentary]

Forecasted Imports from Greece

It is important to be clear that the threat of injury exists if existing anti-dumping duties are removed due to the high capacity of the Greek canned peach industry and current global economic pressures being placed upon this industry meaning inventory will be available and the reasonable expectation that cost savings from the removal of the duty would be passed on.

The current global canned peach situation has placed an increasing amount of pressure on the Greek industry. There have been two key actions taken by nations Greece trades with which logic would dictate would lead to surplus capacity for Greek producers and readily available stocks for importers into New Zealand. These two actions are:

- 1. Russia trade embargo set in 2014 which prevents Greece exporting canned peaches to Russia.
- 2. Increased tariffs into the United States as a result of the current actions taken by the Trump administration in their tariff war with the EU.

Reference to this can be found here: https://uk.reuters.com/article/us-wto-trade-greece-peaches/not-a-peachy-outlook-greek-producers-despair-over-trumps-new-tariffs-idUKKBN1X70M5

A search of 'buy canned peaches from Greece' indicates it would be very easy to set up a trade arrangement with an exporter from Greece. This in combination with the economic threat to the Greek industry plus the recent increase of imports into New Zealand would all indicate that forecasting increased imports in the absence of anti-dumping duties would be a logical assumption.

The above arguments are also reinforced by the recent decline in export price from Greece as already referenced in Graph 1 previously.

HWL has demonstrated in the last two initiation investigations in relation to dumping from China (2005) and Spain (2010) that it only takes a relatively small volume of imports into the market, in the region of 200 tonnes, to cause injury.

Productivity

Currently, imports of preserved peaches from Greece would appear to not be having an injurious affect on HWL productivity due to either:

- The anti-dumping duties in place partially addressing the magnitude of dumping; or

The current imports falling outside of the like goods definition. Should the anti-dumping duties be removed and the cost of importing reduce and be passed onto the consumer, then there will be an injurious affect on the New Zealand industry which . Iforecasted injury] Presently, HWL has commitments to contracted growers to take their crop for 2021 and 2022. Should dumped import pricing be passed onto consumers, HWL would need to consider whether all or none of the crop would be processed. The cost of this crop is approximately \$ million dollars annually. [figure] **Return on Investments** EBIT figures have been provided both with and without anti-dumping duties in place in Confidential Appendix 10.5 and Confidential Appendix 10.6. If anti-dumping duties are not in place returns would diminish post This in turn could cause further injury to other areas of HWL's agricultural operations in New Zealand. [forecasted injury] **Production Capacity** As mentioned in previous investigations, HWL production capacity is constrained by the crop its contracted orchardists can deliver. If anti-dumping duties are removed and material injury does occur, . [Forecasted injury] This will have a devastating effect upon New Zealand peach growers as the company's raw material suppliers. The peach varieties they grow are . [Forecasted injury] Other economic effects The loss of volume, sales revenue and profits from the return of dumped imports will also have significant adverse effects upon HWL's achievable return on investments, cash flow, employment and inventories, growth with [forecasted injury] Under the forecasted scenario of removal of duties the impact would be: Decreased cash flow with Commitments to crop (raw material inventory) that HWL will need to the value of that stock has diminished based on the lower returns through removal of duties. Employment

Causal Link

The causal link between dumped imports of preserved peaches and material injury has been established in the original investigation. It was found in the original investigation that

[HWL comments on injury]

should anti-dumping duties not be put in place, material injury would occur to the New Zealand industry. With the availability of preserved peaches from Greece for export and the continued importation of dumped canned peaches this causal link still remains in place as was determined in the original investigation, and for the reasons set out in this application.

8. Other Factors Affecting the Industry

Volume and Prices of Goods not Sold at Dumped Prices

HWL is not aware of any material injury being caused through fairly traded competitor branded products.

Contraction in Demand or Changes in the Patterns of Consumption

There does not appear to be any contraction in demand or changes in the patterns of consumption.

Restrictive Trade Practices of; and Competition Between, Overseas and New Zealand Producers

HWL is not aware of any further restrictive trade practices that is currently affecting the New Zealand industry.

Developments in Technology

HWL does not believe that there is any evidence of a technology development relevant to the consideration of material injury.

HWL is of the understanding that its method of processing peaches is similar to that of other processors.

Export Performance and Productivity of the New Zealand Producer

9. Confirmation of Application

I apply, on behalf of Heinz Wattie's Limited, for the initiation of a sunset review of the antidumping duties applicable to *Peaches (halves, slices or pieces) packed in retail size cans* from Greece.

In support of this application I attach positive evidence of :

- i. The likelihood of dumping, should anti-dumping duties be removed;
- ii. The likely recurrence of material injury to the industry from the removal of duties; and
- iii. The causal link between dumped goods and the likely recurrence of injury from the removal of duties.

Heinz Wattie's Limited makes this application as the New Zealand industry producing, for domestic consumption, like goods to those subject to the application.

Signed

Name Simon Crampton

Date 11th May 2020

10. APPENDICES

- 1. AC Nielsen Retail Market Data [confidential retail market data]
- 2. Statistics New Zealand Infoshare Data
- 3. TradeData International Pty. Ltd. Export Data [confidential trade analysis]
- 4. Greece Domestic Peach Prices
- 5. Heinz Wattie's Financials Forecast [confidential financial data]
- 6. Heinz Wattie's Financials Injury Forecast [confidential financial data]
- 7. Exchange Rates

Appendix 10.2 - Statistics NZ Infoshare Data

		Greece	
	Fruit; pea	ches, including nectarines, prepared o	or preserved in
	ways n	.e.c. in heading no. 2007 and 2008, wh	ether or not
	contain	ing added sugar, other sweetening ma	atter or spirit
	Quantity	Cost including insurance and freight	Value for duty
2019M03	0	0	
2019M04	0	0	
2019M05	0	0	
2019M06	0	0	
2019M07	0	0	
2019M08	0	0	
2019M09	0	0	
2019M10	46,534	48,770	43,860
2019M11	19,984	29,467	27,92
2019M12	15,564	0	21,32
2019W12 2020M01	0	0	
2020M01	-		
202010102	7,344	11,384	9,77
	73,862	89,621	81,550
			1.10
	ormation:		
Units:			
Cost inclu	ıding insur	ance and freight: Dollars, Magnitude =	Units (in 1s)
Quantity:	Number,	Magnitude = Units (in 1s)	
		ars, Magnitude = Units (in 1s)	
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Quantity	unit:		
Code 200	8700900: K	gms	
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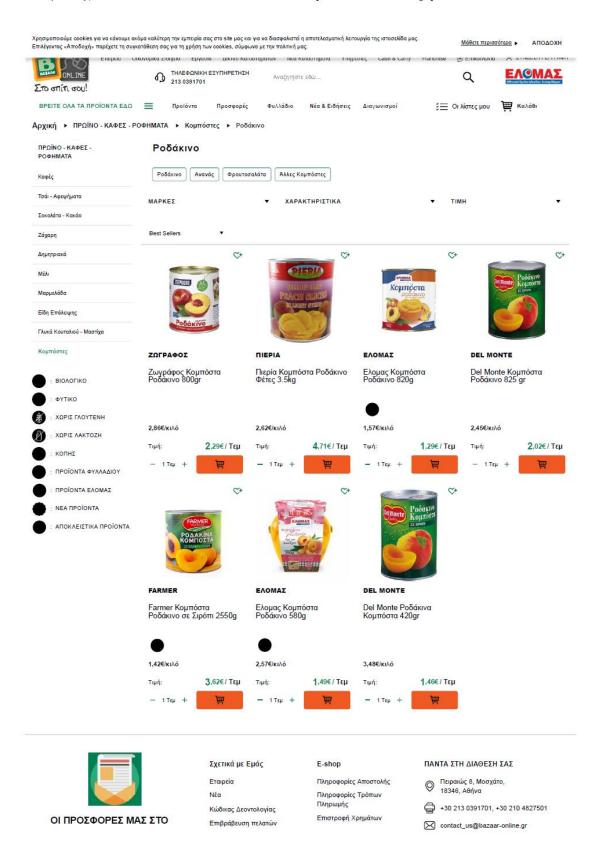
Appendix 10.4 – Greece Domestic Peach Prices

Retailer Type	Retailer	Brand (Greek)	Brand (English)	Weight	Euro	Euro/KG		PDF Name
Supermarket	Bazaar	ΖΩΓΡΑΦΟΣ	Painter	0.8000	2.29	2.86		Greece Peach Prices #1
Supermarket	Bazaar	ΕΛΟΜΑΣ	Elomas	0.8200	1.29	1.57		Greece Peach Prices #1
Supermarket	Bazaar		Del Monte	0.8250	2.02	2.45		Greece Peach Prices #1
Supermarket	Bazaar		Del Monte	0.4200	1.46	3.48		Greece Peach Prices #1
Supermarket	Bazaar	Πιερία	Pieria	3.5500	4.71	1.33		Greece Peach Prices #1
Supermarket	Bazaar		Farmer	2.5500	3.62	1.42		Greece Peach Prices #1
Supermarket	My Market		Del Monte	0.8250	2.02	2.45		Greece Peach Prices #2
Supermarket	My Market		My Gusto	0.8200	1	1.22	Special	Greece Peach Prices #2
Supermarket	My Market	Βέρμιον Νάουσα	Vermion Naoussa	0.8200	1.86	2.27		Greece Peach Prices #2
Supermarket	Care Market		Falani	0.4650	1.28	2.75		Greece Peach Prices #3
Supermarket	Care Market		Del Monte	0.8250	1.75	2.12		Greece Peach Prices #3
Supermarket	e-Fresh		Del Monte	0.8250	1.75	2.12		Greece Peach Prices #4
Supermarket	e-Fresh		Zografos	0.8000	2.28	2.85		Greece Peach Prices #5
Supermarket	ABC		Del Monte	0.4200	1.95	4.64		Greece Peach Prices #6
Supermarket	ABC		Del Monte	0.8250	2.45	2.97		Greece Peach Prices #6
Convenience Store	AB Shop and Go	ΖΩΓΡΑΦΟΣ	Painter	0.8000	2.29	2.86		Greece Peach Prices #7
Convenience Store	AB Shop and Go	Πιερία	Pieria	3.5000	4.71	1.35		Greece Peach Prices #7
Convenience Store	AB Shop and Go	ΕΛΟΜΑΣ	Elomas	0.8200	1.29	1.57		Greece Peach Prices #7
Convenience Store	AB Shop and Go		Del Monte	0.8250	2.02	2.45		Greece Peach Prices #7
Convenience Store	AB Shop and Go		Farmer	2.5500	3.62	1.42		Greece Peach Prices #7
Convenience Store	AB Shop and Go		Del Monte	0.4200	1.46	3.48		Greece Peach Prices #7

Appendix 10.4 - Greece Domestic Peach Prices (#1)

Ροδάκινο < Κομπόστες | Bazaar

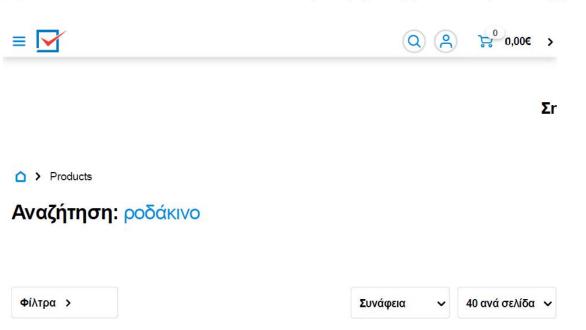
https://www.bazaar-online.gr/proino-kafes-rofimata/kombostes/rodakino/

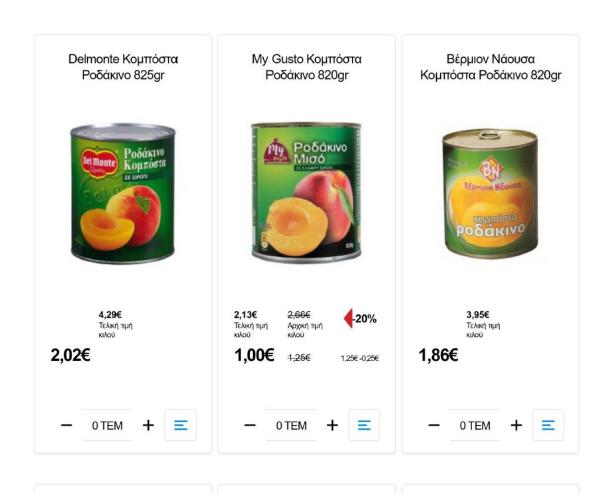


1 of 2 22/04/2020, 11:15 am

Appendix 10.4 - Greece Domestic Peach Prices (#2)

Products | MyMarket https://eshop.mymarket.gr/products?search=ροδάκινο&sort_by=score



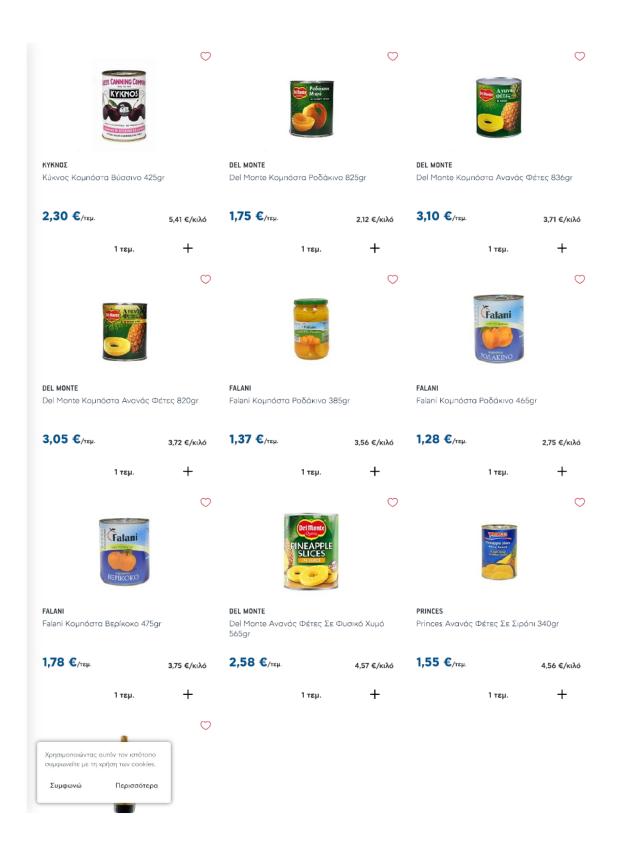


1 of 3 22/04/2020, 11:16 am

Appendix 10.4 - Greece Domestic Peach Prices (#3)

Αποτελέσματα Αναζήτησης | Supermarket Caremarket

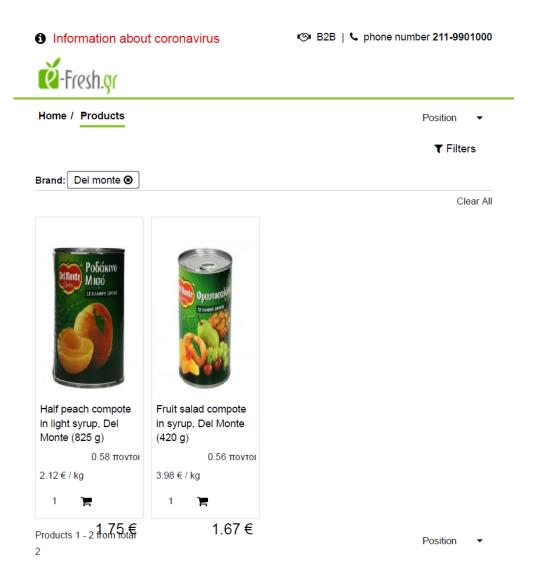
https://www.caremarket.gr/apotelesmata-anazitisis/?Query=Κομπόστα



2 of 3 22/04/2020, 11:23 am

Appendix 10.4 - Greece Domestic Peach Prices (#4) Category | e-Fresh.gr

https://www.e-fresh.gr/en/category/2?food_brand=6724



Terms of use were updated. Read here the e-fresh.gr policy for your personal information

Read more

I am informed, thank you

1 of 1 22/04/2020, 11:25 am

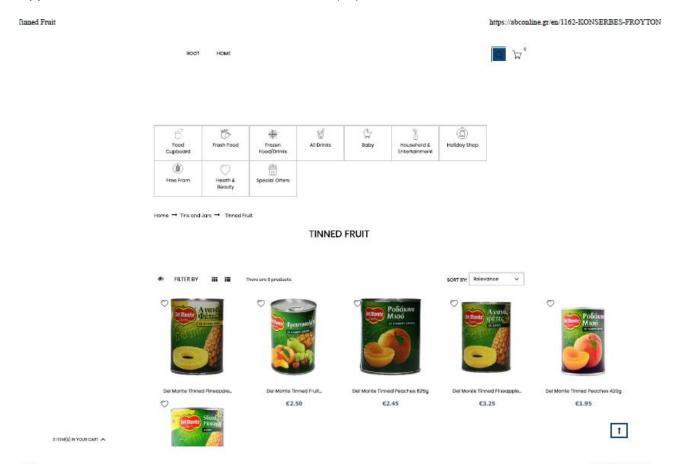


1 of 2 22/04/2020 11:43 am

Read more

Supplier Information

Appendix 10.4 - Greece Domestic Peach Prices (#6)

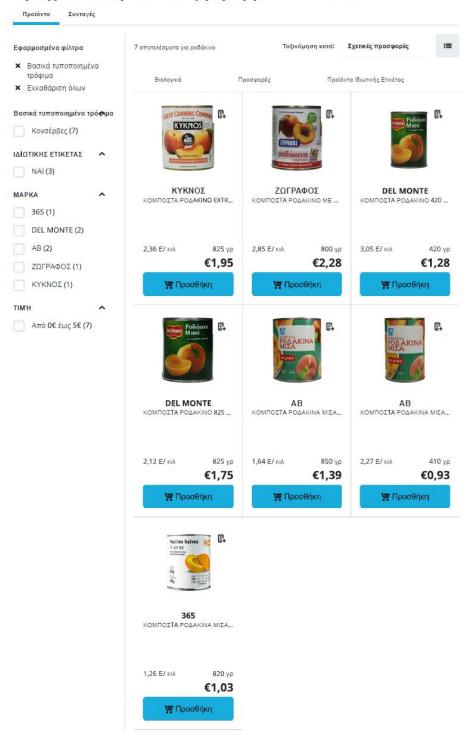


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Appendix 10.4 - Greece Domestic Peach Prices (#7)

Αποτελέσματα Αναζήτησης Προϊόντος https://www.ab.gr/click2shop/search?q=ροδάκινo:relevance:firstLevel...

Πραγματοποιήσατε αναζήτηση για: «Ροδάκινο»



Appendix 10.7 - Exchange Rates

Appendix	10.7 - LX	change ix	alco				
	NZD:Euro			NZD:USD		USD:Euro	
Jan-19	0.5932			0.6774		0.8757	
Feb-19	0.6022			0.6837		0.8809	
Mar-19	0.6045			0.6834		0.8846	
Apr-19	0.598			0.6718		0.8902	
May-19	0.5868			0.6567		0.8935	
Jun-19	0.5839			0.6594		0.8854	
Jul-19	0.5953			0.6682		0.8909	
Aug-19	0.5784			0.644		0.898	
Sep-19	0.5753			0.6339		0.9075	
Oct-19	0.5733			0.6336		0.9048	
Nov-19	0.5784			0.6395		0.9043	
Dec-19	0.5934	0.588558		0.659	0.659217	0.9005	0.893025
Jan-20	0.596			0.662		0.9003	
Feb-20	0.586	0.587442		0.6398		0.9159	
Mar-20	0.5464			0.6049		0.9034	
Apr-20	0.5503			0.5993		0.918	