

PRODUCERS' QUESTIONNAIRE
ELECTROLYTIC MANGANESE DIOXIDE FROM AUSTRALIA AND CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than September 5, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning electrolytic manganese dioxide from Australia and China (inv. Nos. 731-TA-1124 and 1125 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm produced electrolytic manganese dioxide (as defined in the instruction booklet) at any time since January 1, 2004?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____ () _____
Phone Fax

Email address

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form. _____ hours _____ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose the petition with respect to Australia? Please explain.

Support Oppose Take no position

Do you support or oppose the petition with respect to China? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigations are affirmative and antidumping duty orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No, I do not wish my position(s) on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

PART I.--GENERAL QUESTIONS--Continued

I-4. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing EMD from Australia or China into the United States or which are engaged in exporting EMD from Australia or China to the United States?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of EMD?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Cynthia Trainor (202-205-3354; cynthia.trainor@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No. _____ E-mail address _____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of EMD since January 1, 2004?

No Yes--Supply details as to the time, nature, and significance of such changes.

II-3. Does your firm produce other products on the same equipment and machinery used in the production of EMD?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced on same equipment and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
EMD	_____	_____	_____
_____	_____	_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce EMD?

No Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
EMD	_____	_____	_____
_____	_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-6. Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of EMD?

No Yes--Name firm: _____

II-7. Does your firm produce EMD in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2004, has your firm imported EMD?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

PART II.--TRADE AND RELATED INFORMATION--Continued

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of EMD in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
AVERAGE PRODUCTION CAPACITY ¹ (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ² of transfers to related firms					
EXPORT SHIPMENTS: ³					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/> <p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004, 2005, and 2006 below:</p> <hr/> <p>³ Identify your principal export markets: _____</p> <p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>					

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. Report your firm's U.S. shipments of the various "grades" of EMD during the specified periods. Please be advised that these grades are within the definition of EMD and are merely subsets of the EMD within the scope of these investigations. Therefore, the sum of the shipment data of all grades shown in question II-10 should equal total U.S. shipments shown in question II-9.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
U.S. SHIPMENTS OF ALKALINE GRADE EMD:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/transfers to related firms:					
Quantity of internal consumption					
Value ² of internal consumption					
U.S. SHIPMENTS OF "HIGH DRAIN" ALKALINE GRADE EMD:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/transfers to related firms:					
Quantity of internal consumption					
Value ² of internal consumption					
U.S. SHIPMENTS OF LITHIUM GRADE EMD:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/transfers to related firms:					
Quantity of internal consumption					
Value ² of internal consumption					
U.S. SHIPMENTS OF ZINC CHLORIDE GRADE EMD:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/transfers to related firms:					
Quantity of internal consumption					
Value ² of internal consumption					
TOTAL (Quantity)					

PART II.--TRADE AND RELATED INFORMATION--Continued

II-11. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-12. Does your firm produce EMD using titanium anodes, carbon anodes, and/or another method of production?

Titanium Carbon Other _____

II-13. Other than direct imports, has your firm otherwise purchased EMD since January 1, 2004? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
AUSTRALIA:					
<i>Quantity</i>					
<i>Value</i>					
CHINA:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725 or david.boyland@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title _____

 Phone No. _____ Fax No. _____

 E-mail address _____ Company web address _____

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below:

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ___ No ___
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
4. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes EMD, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced EMD, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of EMD from any related company?

Yes--Continue to question III-7 below. No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of EMD that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9 below. No--Continue to question III-10 below.

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (Operations on EMD); i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No--please contact David Boyland at 202-708-4725.

III-10. For each annual and interim period for which financial results are reported in question III-11, please attach a separate schedule that identifies the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's EMD operations.

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on EMD.--Report the revenue and related cost information requested below on the EMD operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

(Quantity in short tons, value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2006	2007
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

PART III.--FINANCIAL INFORMATION--Continued

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of EMD. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right, and as of the end of the specified interim periods.

<i>(Value in \$1,000)</i>					
Value of	Fiscal years ended--			January-June	
	_____	_____	_____	2006	2007
Assets associated with the production, warehousing, and sale of product:					
1. Current assets:					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (Finished goods)					
D. Inventories (raw materials and work in process)					
E. Short-term investments					
F. Prepaid expenses					
G. Property held for resale					
H. Other (describe _____)					
I. Total current assets (lines 1.A. through 1.H.)					
2. Notes receivable					
3. Long-term investments					
4. Property, plant, and equipment					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
5. Goodwill					
6. Other (describe _____)					
7. Other (describe _____)					
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)					

PART III.--FINANCIAL INFORMATION--Continued

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on EMD. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2006	2007
Capital expenditures					
Research and development expenditures					

III-14. Since January 1, 2004, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of EMD from Australia?

No Yes--My firm has experienced actual negative effects as follows:

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds

Other (specify) _____

III-15. Does your firm anticipate any negative impact of imports of EMD from Australia?

No Yes--My firm anticipates negative effects as follows:

III-16. Since January 1, 2004, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of EMD from China?

No Yes--My firm has experienced actual negative effects as follows:

Cancellation, postponement, or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify) _____

III-17. Does your firm anticipate any negative impact of imports of EMD from China?

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-A.1--QUARTERLY SELLING PRICE DATA--Continued

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Value¹
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
January-March		
April-June		
July-September		
October-December		
2007:		
January-March		
April-June		
¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-A.2--BID-PRICE SALES INFORMATION

IV-A.2-1 Please identify below your top 10 U.S. customers (in descending order) to which you sold your U.S.-produced product 1 on a bid basis during January 2004-June 2007. For each firm indicate whether it was an end user, distributor, retailer, or other type (specify) of purchaser of product 1, and identify the intended use(s) of product 1, if known, for each purchaser.

	Purchaser name	Type of purchaser	Intended use(s) of product 1
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			

IV-A.2.-2 When your firm submitted bid prices for its U.S.-produced product 1 to U.S. purchasers during January 2004-June 2007, how frequently did the bid prices and quantities apply to:

Only a single U.S. plant for each purchaser_____

Multiple U.S. plants for each purchaser_____

U.S. and offshore plants for each purchaser_____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

Unless otherwise instructed, please answer all questions in the rest of part IV based on your firm's total U.S. sales of its U.S.-produced EMD to all U.S. customers during January 2004-June 2007. If your responses differ by sales to different types of U.S. customers (distributors, end users, or types of end users) or by product specifications of the EMD that you produce domestically, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

IV-B-1. Please estimate below the share of your firm's total U.S. commercial shipment quantity of its U.S.-produced EMD during 2006 that was on a (1) long-term basis (multiple deliveries for more than 12 months after the sales agreement), (2) short-term basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the sales agreement). The three different sales bases include both written contracts and verbal agreements.

Type of Sale:	Share of U.S. commercial shipments (percent)
Long-term	
Short-term	
Spot sales	

IV-B-2. Please discuss the following provisions of your U.S. sales on a typical long-term basis that involved your U.S.-produced EMD.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet-or-release provision? _____

IV-B-3. Please discuss the following provisions of your U.S. sales on a typical short-term basis that involved your U.S.-produced EMD.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet-or-release provision? _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-4. Please describe below how your firm determines the prices that it charges for long-term and short-term sales of EMD to its U.S. customers (e.g., negotiate prices for each transaction, the role of quantity sold in arriving at prices, prices set by your price lists, use of follow-up price quotes, sell EMD bundled with other products you produce, etc.). If your firm uses/issues price lists, please enclose a copy of the most recent price list, if possible, with your submission; if your price list is large, please submit sample pages. Note if the price list differs by type of customer.

Long-term: _____

Short-term: _____

IV-B-5. Please explain how your firm establishes prices for sales of its U.S.-produced EMD on a spot basis.

IV-B-6. What were the typical payment terms required by your firm on sales of its U.S.-produced EMD shipped to U.S. customers during January 2004-June 2007 (e.g., 2/10 net 30 days, net 30 days, etc.)

_____?

IV-B-7. a) On what basis does your firm typically quote prices of its U.S.-produced EMD to its U.S. customers: f.o.b. plant/warehouse ____ or delivered ____? (Check one)

b) If f.o.b., do your customers typically arrange the freight ____ or does your firm arrange the freight ____? (Check one)

c) If your firm arranges freight on its f.o.b. sales, does it typically prepay the freight ____ or send the products freight collect ____? (Check one)

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-8. Please describe terms of your firm's discount policy, if any (quantity discounts per shipment, annual total volume (quantity or value) based discounts, etc.), on U.S. sales of its U.S.-produced EMD during January 2004-June 2007. Do not include any payment discounts covered in question IV-B-6.

IV-B-9. Report below for your firm's U.S. shipments, during January 2004-June 2007, of its U.S.-produced EMD.

a) What was the approximate percentage of the total delivered cost of your firm's EMD that was accounted for by U.S. inland transportation costs? _____ percent.

b) Who generally arranged the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

c) What was the approximate percentage of your sales that occurred within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-10. What was the geographic market area in the United States served by your firm's U.S.-produced EMD during January 2004-June 2007?

Northeast Mid-Atlantic Midwest Southeast
 Southwest Rocky Mountains West Coast Northwest
 National Other (describe) _____

Note any changes in your U.S. market area since January 2004.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-11. a) What was the average lead time (in days) between your customers' orders and the date of delivery for your firm's 2006 U.S. commercial shipments of its U.S.-produced EMD from its inventory and, if applicable, directly from its U.S. production? Also report the percentage share of your 2006 U.S. shipments that were from inventory and directly from your U.S. production.

Source	Share of 2006 U.S. commercial shipments quantity	Lead time
From inventory		
Direct from production		
Total	100%	

b) Have the average lead times changed since January 2004? Yes ____ No ____ (Check one) If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete with the subject imported EMD from Australia and China (respond separately for lead times from inventory and direct from production).

IV-B-12. Does your firm sell its U.S.-produced EMD over the internet?

No Yes

If yes--
Please describe below, noting the estimated share of your firm's total U.S. commercial shipment quantity in 2006 of its U.S.-produced EMD that was accounted for by internet sales.

IV-B-13. Have there been any significant changes in the product range or marketing of EMD in the United States since January 2004?

No Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on U.S. sales prices and quantities of your U.S.-produced EMD.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-14. Based on your two largest sales of your U.S.-produced EMD to domestic customers during January 2004-June 2007, identify, to the extent possible, the principal end-use product associated with each sale and the percentage share of the total cost to produce the end product accounted for by EMD.

<u>End use product</u>	<u>Share of total cost accounted for by EMD (percent)</u>
_____	_____
_____	_____

IV-B-15. a) Specify for your firm's U.S. production of EMD during 2006 the approximate percentage share of its total U.S. production costs that was variable and the share that was fixed; also, identify the specific costs that you consider variable and consider fixed.

Variable costs: _____

Fixed costs: _____

b) Please identify below the top two raw material inputs (by value) in your firm's U.S. production of EMD during 2006 and estimate the percentage share of your total production costs in 2006 accounted for by each of these inputs.

<u>Top raw material inputs</u>	<u>Share of total cost accounted for by these inputs (percent)</u>
_____	_____
_____	_____

c) For each of the top raw material inputs cited above, please explain (1) how and to what extent your purchase prices of these inputs changed during January 2004-June 2007, (2) whether you purchase these inputs on a spot or contract basis (identify the contract period of any such purchases), and (3) explain whether your selling prices of EMD enabled your firm to recover any increases in the price of these inputs during January 2004-June 2007.

1. Raw material input _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-15. *Continued*

2. Raw material input _____

IV-B-16. How has the demand for EMD in the United States and outside the United States, if known, changed since January 1, 2004? What principal factors affected any changes in demand?

a) **United States:**

Increased Unchanged Decreased Fluctuated

b) **Outside the United States:** (Specify below the countries/areas that you refer to outside of the United States)

Increased Unchanged Decreased Fluctuated

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

Substitution in demand refers to products that can, based on market price considerations and consumer /industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product--some consumers/ industrial users may require greater price changes than others before they switch among the alternative products.

Discuss substitution in demand in the U.S. market between EMD and alternative products in the following question.

IV-B-17. a) Please list in descending order of importance the top two products that may substitute for EMD, or vice-a-versa, in the U.S. market, based on your firm's experience during January 2004-June 2007, and show the type of EMD product for which each alternative product is the most probable substitute.

- 1. _____
- 2. _____

b) For each possible substitute product-pair listed, please note the most likely principal application(s)/end-use product(s) in which they may substitute for each other.

- 1. _____
- 2. _____

c) To what extent do changes in the relative prices of the substitute product-pairs affect the price or quantity of the EMD product? What is the time lag for any such impact and does this vary by type of EMD or final end-use?

- 1. _____
- _____
- 2. _____
- _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-18. Are all types of EMD produced in the United States, imported from Australia, China, and imported from other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Australia	China	Japan	South Africa	Other countries
United States						
Australia						
China						
Japan						
South Africa						

¹ For any country-pair producing EMD which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use. Also, identify any "other" countries included in the comparisons.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-19. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between EMD produced in the United States, imported from Australia, China, and imported from other countries a significant factor in your firm's sales of the U.S.-produced products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Australia	China	Japan	South Africa	Other countries
United States						
Australia						
China						
Japan						
South Africa						

¹ For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of U.S.-produced EMD, identify the country-pair, the type of EMD, and report the advantages or disadvantages imparted by such factors. Also, identify any "other" countries included in the comparisons.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-C.--CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest U.S. customers for its domestically-produced EMD during January 2004-June 2007. Please also provide the name and telephone number of a contact person and the percentage share of the quantity (based on short tons) of your firm's total domestic sales of its U.S.-produced EMD that each of these customers accounted for in 2006. For any customers related to your firm, place an R by the name of each such customer.

No.	Customer's name	Street address, state, and zip code	Contact person	Area code and telephone number	Share of 2006 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

