

U.S. PRODUCERS' QUESTIONNAIRE

RAW FLEXIBLE MAGNETS FROM CHINA AND TAIWAN

So as to be received by the Commission by no later than May 15, 2008

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping duty investigations concerning raw flexible magnets (flexible magnetic sheeting, strips, and profile shapes) from China and Taiwan (Inv. Nos. 701-TA-452 (Final) and 731-TA-1129-1130 (Final)). 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 (including through toll or non-toll conversion) raw flexible magnets, including photo pockets (as defined in the instruction booklet) at any time since January 1, 2005?

☐ **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, and return the entire questionnaire to the Commission so as to be received by the date indicated above.)

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 submitting 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 of Authorized Official

Title of Authorized Official

Date

Phone: ()

Signature

Fax ()

E-mail address

PART I.—GENERAL INFORMATION

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?

☐ Support ☐ Oppose ☐ Take no position

PART I.--GENERAL INFORMATION--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 raw flexible magnets from China and/or Taiwan into the United States or which are engaged in exporting raw flexible magnets from China and/or Taiwan 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 raw flexible magnets?

☐ 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 Olympia Hand (202-205-3182, olympia.hand@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 number E-mail address

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 raw flexible magnets since January 1, 2005?

☐ 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 raw flexible magnets?

☐ No ☐ Yes--List the following information.

Basis for allocation of capacity data (*e.g.*, production volume): _____

Products produced on same equipment and share of total production in 2007 (in percent):

<u>Product</u>	<u>Percent</u>
Raw flexible magnets	_____
_____	_____
_____	_____
_____	_____

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

- II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

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

☐ No ☐ Yes--List the following information.

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

Products produced using the same workers and share of total production in 2007 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Raw flexible magnets</u>	_____
_____	_____
_____	_____
_____	_____

- II-6. Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of raw flexible magnets? (If your firm has toll-produced raw flexible magnets, please provide the information in Part V of this questionnaire.)

☐ No ☐ Yes--Name firm(s): _____.

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

☐ No ☐ Yes--Identify FTZ(s): _____.

- II-8. Since January 1, 2005, has your firm imported raw flexible magnets?

☐ No ☐ Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

Note.—If your production-related activities are confined to toll conversion (fabrication), please proceed to Part V of this questionnaire. Non-toll converters (fabricators) should skip the remainder of Part II and Part III, and complete Parts IV and VI.

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 raw flexible magnets in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) **If your firm produces photo pockets, please fill out section VII, but also include data on photo pockets on this page.**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
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					
Value ² of transfers					
Export shipments: ³					
Quantity of exports					
Value of exports					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to printers (quantity)					
U.S. shipments to retailers (quantity)					
U.S. shipments to OEMs (quantity)					
U.S. shipments to other customers (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
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).					
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, <i>et cetera</i>) and provide value data using that basis for 2005, 2006, 2007, January-March 2007, and January-March 2008 below:					
³ Identify your principal export markets: _____					
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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-10. Please estimate the quantities of your firm's U.S. shipments of raw flexible magnets accounted for by flexible magnet sheeting, strips, and profile shapes, and by calendared and extruded raw flexible magnets. **(If your firm produces photo pockets, please fill out section VII, but also include data on photo pockets on this page.)**

Quantity (in 1,000 pounds)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
U.S. shipments, by form:					
Sheets:					
Strips:					
Profile shapes:					
Total: ¹					
U.S. shipments, by method of production:					
Calendared:					
Extruded:					
Total: ¹					
¹ The quantities reported for each period must equal the sum of commercial shipments, internal consumption, and transfers to related firms reported in response to question II-9.					

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

II-11. Other than direct imports, has your firm otherwise purchased raw flexible magnets since January 1, 2005? (See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.¹

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
PURCHASES FROM U.S. IMPORTERS² OF RAW FLEXIBLE MAGNETS FROM--					
China:					
Quantity					
Value					
Taiwan:					
Quantity					
Value					
All other countries:					
Quantity					
Value					
PURCHASES FROM DOMESTIC PRODUCERS:²					
Quantity					
Value					
PURCHASES FROM OTHER SOURCES:²					
Quantity					
Value					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
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.					

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

II-17. In 2007, were the raw flexible magnets that you sold in the merchant market generally used in the production of downstream products by your customers?

☐ No ☐ Don't know

☐ Yes--Please identify your two major customers, the major downstream products involved, and the approximate share (*in percent*) of the volume of your merchant market sales of raw flexible magnets in 2007 that was used in the production of downstream products by **all** of your customers.

II-18. In 2007, was any portion of your merchant market sales of raw flexible magnets used by your customers to produce the same downstream product(s) that your firm produces from captively produced raw flexible magnets?

☐ No ☐ Don't know

☐ Yes--Please identify your two major customers, the major downstream products involved, and the approximate share (*in percent*) of the volume of your merchant market sales of raw flexible magnets in 2007 that was used in the production of downstream products by **all** of your customers.

II-19. Please list each related company to which you transferred raw flexible magnets during 2007, the ownership interest that your firm has in each related company, any other companies with an ownership interest in the related company, and their respective ownership shares in the related company.

Related Company	Your ownership interest (<i>in percent</i>)	Other companies with an ownership interest	Their ownership interest (<i>in percent</i>)

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

II-20. In 2007, did the related company(ies) identified above source raw flexible magnets from any companies other than your firm?

☐ No

☐ Yes--Please list the other sources from which each related company obtained raw flexible magnets and what percentage came from each source. Please also indicate whether or not the raw flexible magnets from each other source was provided under a toll agreement.

II-21. Are your firm's transfers to the related company(ies) identified above made through a toll operation (i.e., do you maintain legal title to the raw flexible magnets that you transfer to the related company(ies)?

☐ Yes

☐ No--Please indicate how the price at which your company sells raw flexible magnets to the related company(ies) is established:

☐ Based on market prices for raw flexible magnets.

☐ Based on a non-market formula.

If price is based on a non-market formula, please explain the formula for valuing the raw flexible magnets, including what factors such as costs, profit, etc., are used to arrive at the value for the raw flexible magnets transferred to the related company(ies).

II-22. What entity holds the marketing/distribution rights (i.e., sells) the product(s) produced by the related company(ies)?

☐ Your company (including any joint ventures).

☐ Related company(ies).

If the joint venture partners and other owners sell the products produced by the related company(ies), how is the production of the related company divided among the joint venture partners and other owners?

☐ By ownership share

☐ Otherwise--please specify: _____

II-23. Are transfers to the related party(ies) valued differently from other internal transfers?

☐ No

☐ Yes--Please explain the basis for the difference in valuation: _____

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432, charles.yost@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact:

Name and title

() _____

Phone number

E-mail 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, ☐ 10 Qs,
☐ Monthly, ☐ quarterly, ☐ semi-annually, ☐ annually

4. Accounting basis: ☐ GAAP, ☐ cash, ☐ tax, or ☐ 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 raw flexible magnets, 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 costs plus variances, job order cost, et cetera).

PART III.--FINANCIAL INFORMATION--Continued

- 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 raw flexible magnets, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

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

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

- III-7. Other products. -- In the space provided below, identify the inputs related to the production of raw flexible magnets 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>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

- 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.

PART III.--FINANCIAL INFORMATION--Continued

- 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 raw flexible magnets); 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 Charles Yost at 202-205-3432.

- III-10. For each annual period for which financial results are reported in question III-11, please provide in the space below details of 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 operations on raw flexible magnets.

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on raw flexible magnets.--Report the revenue and related cost information requested below on the raw flexible magnets operations of your U.S. establishment(s) only.¹ Do not include here the resale of purchased 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.² 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 Charles Yost at 202-205-3432 and complete question V-2 and the remaining questions in this section of the questionnaire. **If your firm produces photo pockets, please fill out section VII, but also include data on photo pockets on this page.**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2007	2008
Net sales quantities: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Tolling costs of outside processing					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (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 Please list, on a separate page, the expense categories which include internal inputs and inputs from related firms at cost and the value of such inputs included in each expense category. If you normally value such inputs differently for accounting or other internal reporting purposes, please provide such values for each expense category and an explanation of the derivation or basis for those values. ³ 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. ⁴ COGS should include costs associated with internal consumption and transfers to related firms.					

PART III.--FINANCIAL INFORMATION--Continued

III-12. Consolidated operations on raw flexible magnets, including direct imports and purchases.—If your firm imported or purchased raw flexible magnets (reported data in question II-11 or the importers' questionnaire), report the revenue and related cost information requested below, combining the purchases with the operations of your U.S. establishment(s) and present a consolidated report.¹ 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 produces photo pockets, please fill out section VII, but also include data on photo pockets on this page.**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2007	2008
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 (COGS): ³					
Raw materials ⁴					
Direct labor					
Other factory costs					
Tolling costs of outside processing					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (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. ³ COGS should include costs associated with internal consumption and transfers to related firms. ⁴ Including the purchase cost of raw flexible magnets from other domestic producers or import sources.					

PART III.--FINANCIAL INFORMATION--Continued

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of raw flexible magnets. 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. **If your firm produces photo pockets, please fill out section VII, but also include data on photo pockets on this page.**

Value (in \$1,000)			
Item	Fiscal years ended--		
	20____	20____	20____
Assets associated with the production, warehousing, and sale of raw flexible magnets:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (finished goods)			
D. All other current assets (describe: _____)			
Total current assets (lines 1.A. through 1.D.)			
2. Noncurrent assets:			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
D. All other noncurrent assets (describe: _____)			
Total noncurrent assets (lines 2.A. through 2.D.)			
3. Total current and noncurrent assets			

III-14. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenses on raw flexible magnets. 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 produces photo pockets, please fill out section VII, but also include data on photo pockets on this page.**

Value (in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2007	2008
Capital expenditures					
Research and development expenditures					

PART III.--FINANCIAL INFORMATION--Continued

III-15. Since January 1, 2005, 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 raw flexible magnets from China and/or Taiwan?

☐ 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-16. Does your firm anticipate any negative impact of imports of raw flexible magnets from China and/or Taiwan?

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Ioana Mic (202-205-3196, ioana.mic@usitc.gov).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact:

Name and title

() _____

Phone number

E-mail address

PRICE DATA

This section requests quarterly quantity and value data concerning your firm's U.S. commercial shipments to unrelated customers of the following products during January 2005 to March 2008.

- Product 1. — Plain sheets in 12 mil thickness** (tolerance on thickness measurements of +0.5 through -1 mil).
Product 2. — Plain sheets in 13 mil thickness (tolerance on thickness measurements of +0.5 through -0.5 mil).
Product 3. — Plain sheets in 15 mil thickness (tolerance on thickness measurements of +0.5 through -1 mil).
Product 4. — Plain sheets in 20 mil thickness (including cut sheets and rolls) (tolerance on thickness measurements of +0.5 through -1 mil).
Product 5. — Plain sheets in 30 mil thickness (including cut sheets and rolls) (tolerance on thickness measurements of +0.5 through -1 mil).
Product 6. — Sheets in 30 mils thickness, in rolls of 50' x 2' (nominal), with vinyl lamination (tolerance on thickness measurements of +0.5 through -1 mil).

Each of the products listed above should include standard energy products with energy from 0.3 MGOe through 1.0 MGOe (mega Gauss Oersteds), whether in cut sheets or rolls. Each also should include unmagnetized, magnetized, or double-magnetized materials.

If available data are in terms of square feet of product sold rather than pounds sold, convert from square feet to pounds by using a pounds per square foot conversion of factor of 0.0182 times actual mileage for plain magnet sheeting. Thus, the conversion factor for plain magnet sheeting that is 12 mil in actual thickness would be 0.2184 lbs/square foot, the conversion factor for plain magnet sheeting that is 13 mil in actual thickness would be 0.2366 lbs/square foot, the conversion factor for plain magnet sheeting that is 15 mil in actual thickness is 0.273 lbs/square foot, the conversion factor for plain magnet sheeting that is 20 mil in actual thickness is 0.364 lbs/square foot, and the conversion factor for plain magnet sheeting that is 30 mil in actual thickness is 0.546 lbs/square foot. For a product with vinyl lamination, an addition of 0.0308 lbs/square foot should be made to account for the weight of the laminate.

For question IV-2 please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART IV.--PRICING AND RELATED INFORMATION--ContinuedIV-2. Report the quarterly price data¹ for pricing products² below.

Quantity (in pounds) and value (in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2008:						
Jan-Mar						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2008:						
Jan-Mar						

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.

² Pricing product definitions are provided on the first page of section IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1:

Product 2:

Product 3:

Product 4:

Product 5:

Product 6:

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

Please note that the questions in the remainder of this section refer to sales of raw flexible magnets including photo pockets. If your response to any question differs depending on the form (i.e., photo pockets vs. other forms of magnets), please note this in your response and provide information for each product.

IV-3. How does your firm determine the prices that it charges for sales of raw flexible magnets (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- ☐ Transaction by transaction ☐ Contracts ☐ Set price lists
- ☐ Other--Please describe: _____
- _____
- _____

IV-4. Please describe your firm's discount policy (*check all that apply*).

- ☐ Quantity discounts ☐ Annual total volume discounts ☐ No discount policy
- ☐ Other--Please describe: _____
- _____
- _____

IV-5. (a) What are your firm's typical sales terms for its U.S.-produced raw flexible magnets (e.g., 2/10 net 30 days)? _____.

(b) On what basis are your prices of domestic raw flexible magnets usually quoted? (check one)

- ☐ F.o.b.--Please specify point: _____ ☐ Delivered

IV-6. Approximately what share of your firm's sales of its U.S.-produced raw flexible magnets in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long term contracts	
Short term contracts	
Spot sales	
Total	100 %

IV-7. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (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

IV-8. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (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-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced raw flexible magnets?

Source	Share of sales 2007	Lead time
From inventory	percent	days
Produced to order	percent	days
Total/average	100 percent	-

IV-10. (a) What is the approximate percentage of the total delivered cost of raw flexible magnets that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? (check one)
☐ Your firm ☐ or purchaser

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-11. What is the geographic market area in the United States served by your firm's raw flexible magnets? (check all that apply)

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

IV-12. Describe the end uses of the raw flexible magnets that you manufacture. For each end-use product, what percentage of the total cost is accounted for by raw flexible magnets?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____

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

IV-13. (a) Please list in order of importance any products that may be substituted for raw flexible magnets.

(i) _____

(ii) _____

(iii) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for raw flexible magnets?

☐ No

☐ Yes-- To what degree do changes in their prices affect the price for raw flexible magnets? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of raw flexible magnets or final end use?

IV-14. (a) How has the demand within the United States for raw flexible magnets changed since January 1, 2005? What principal factors affect changes in demand?

☐ Increased

☐ Decreased

☐ Fluctuated

☐ No Change

(b) How has the demand outside the United States for raw flexible magnets changed since January 1, 2005? What principal factors affect changes in demand?

☐ Increased

☐ Decreased

☐ Fluctuated

☐ No Change

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

IV-15. Have there been any significant changes in the product range or marketing of raw flexible magnets since January 1, 2005?

☐ No ☐ Yes-- Please describe.

IV-16. Does your firm sell raw flexible magnets over the internet?

☐ No ☐ Yes-- Please describe, noting the estimated percentage of your firm's total sales of raw flexible magnets in 2007 accounted for by internet sales.

[illegible]

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

IV-19. Please identify below the names and addresses of your firm's 10 largest customers for raw flexible magnets since January 1, 2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of raw flexible magnets that each of these customers accounted for in 2007.

No.	Customer's Name	Street address (not P.O. box), city, state, and zip code	Contact Person	Area code and telephone number	Share of 2007 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

Questions IV-20 and IV-21 are to be completed only by non-petitioners, or by petitioners providing allegations involving quotes made after the date of the filing of the petition. Please do not re-submit allegations provided in the preliminary phase of these investigations.

IV-20. **COMPETITION FROM IMPORTS--LOST REVENUES**.--Since January 1, 2005: To avoid losing sales to competitors selling raw flexible magnets from China and/or Taiwan, did your firm:

- a) Reduce prices ☐ No ☐ Yes
- b) Roll back announced price increases ☐ No ☐ Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your initial price quotation

Quantity involved

Your initial *rejected* price quotation (total delivered value)

Your *accepted* price quotation (total delivered value)

The country of origin of the competing imported product

The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (pounds)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)

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

IV-21. **COMPETITION FROM IMPORTS--LOST SALES**--Since January 1, 2005: Did your firm lose sales of raw flexible magnets to imports of these products from China and/or Taiwan?

☐ No

☐ Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your price quotation

Quantity involved

Your rejected price quotation (total delivered value)

The country of origin of the competing imported product

The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (pounds)	Rejected U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)

PART V.—TOLLING OPERATIONS

- V-1. **Toll processors: Toll production of raw flexible magnets.**—For the tolling operations of your U.S. establishment(s), report the information requested below.

Quantity (in 1,000 pounds) and value (i.e., fee for services) (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
Average production capacity (quantity)					
Production (quantity)					
Shipments to tollee: ^{1 2}					
Quantity					
Value					
Average number of PRWs					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ Report your firm's shipments/net sales of raw flexible magnets which it converted under a toll agreement with another firm. Quantity refers to the amount of raw flexible magnets converted, and value refers to your firm's fee for its services.					
² Less discounts, returns, allowances, and prepaid freight.					

- V-2. **Tolling operations (see definition in instruction booklet).**—Report the revenue and related cost information requested below on the tolling of raw flexible magnets operations of your U.S. establishment(s).¹ Provide data for your three most recently completed fiscal years and the specified interim periods in chronological order from left to right. **Report for all tollees together, identifying the firms below.**

Quantity (in 1,000 pounds) and value (i.e., fee for services) (in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2007	2008
Tolling operations					
Net quantity tolled					
Net tolling revenue					
Net packaging revenue					
Cost of tolling services					
Raw materials not supplied by tollee					
Direct labor					
Other factory costs					
Total cost of tolling services					
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)					
¹ Include only tolling revenue (whether domestic or exports) and costs related to your U.S. manufacturing operations.					
Tolling operations were conducted for: _____					

PART VI.—Converter (Fabricator) Operations

VI-1. **Converter (fabricator) operations (non-toll).**— For the non-toll converter (fabricator) operations of your U.S. establishment(s), report the information requested below.

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
AVERAGE PRODUCTION CAPACITY (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 of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ¹ of transfers to related firms					
EXPORT SHIPMENTS: ²					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ³ (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
FINANCIAL INFORMATION: ⁴					
Net sales: ⁵					
Quantity					
Value					
Cost of goods sold (value)					
Raw materials (value)					
Direct labor (value)					
Other factory costs (value)					
Total cost of goods sold (value)					
Gross profit or (loss) (value)					
Selling, general, and administrative expenses (value)					
Operating income or (loss) (value)					
Capital expenditures (value)					
¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value. ² Identify your principal export markets: _____ ³ 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 above reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ ⁴ Report financial information on a fiscal-year basis (year ending _____). ⁵ Including internal consumption and transfer to related firms and net of discounts, returns, allowances, and prepaid flight.					

PART VI.—Converter (Fabricator) Operations--Continued

VI-2. Please quantify your U.S. shipments of raw flexible magnets by customer type for the periods requested below.

Quantity (in 1,000 pounds)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to printers (<i>quantity</i>)					
U.S. shipments to retailers (<i>quantity</i>)					
U.S. shipments to OEMs (<i>quantity</i>)					
U.S. shipments to other customers (<i>quantity</i>)					

VI-3. Please identify the source and provide the amount of your firm's capital investment for converter (fabricator) operations.

VI-4. Please describe the technical expertise involved in your firm's U.S. production activities for converter (fabricator) operations.

VI-5. Please describe the inputs sourced in the United States. Please report the quantity in pounds for each of the periods for which you reported conversion (fabrication) operations (e.g., pounds of magnetic sheet sourced in the U.S.; pounds of PVC material for photo pockets, etc.).

PART VII.—Operations on Photo Pockets

VII-1. **Operations on Photo Pockets.**— For the photo pockets operations of your U.S. establishment(s), report the information requested below.

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
AVERAGE PRODUCTION CAPACITY (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 of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ¹ of transfers to related firms					
EXPORT SHIPMENTS: ²					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ³ (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
FINANCIAL INFORMATION: ⁴					
Net sales: ⁵					
Quantity					
Value					
Cost of goods sold (value)					
Raw materials (value) ⁶					
Direct labor (value)					
Other factory costs (value)					
Total Cost of goods sold (value)					
Gross profit or (loss) (value)					
Selling, general, and administrative expenses (value)					
Operating income or (loss) (value)					
Capital expenditures (value)					
Total current assets (value)				---N/A---	---N/A---
Book value of property, plant, and equipment (value)				---N/A---	---N/A---
Total current and non-current assets (value)				---N/A---	---N/A---
¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value. ² Identify your principal export markets: _____ ³ 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 above reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ ⁴ Report financial information on a fiscal-year basis (year ending _____). ⁵ Including internal consumption and transfer to related firms and net of discounts, returns, allowances, and prepaid freight. ⁶ Please estimate the ratios of value separately of raw flexible magnets and PVC material to total raw materials for each period reported: RFM: 2005 ; 2006 ; 2007 ; Jan.-March 2007 ; Jan.-March 2008 PVC: 2005 ; 2006 ; 2007 ; Jan.-March 2007 ; Jan.-March 2008					

PART VII.—Operations on Photo Pockets--Continued

VII-2. Please estimate the quantities of your firm's U.S. shipments of photo pockets accounted for by flexible magnet sheeting, strips, and profile shapes, and by calendared and extruded raw flexible magnets.

Quantity (in 1,000 pounds)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
U.S. shipments, by form:					
Sheets:					
Strips:					
Profile shapes:					
Total: ¹					
U.S. shipments, by method of production:					
Calendared:					
Extruded:					
Total: ¹					
¹ The quantities reported for each period must equal the sum of commercial shipments, internal consumption, and transfers to related firms reported in response to question VII-1.					

VII-3. Please quantify your U.S. shipments of photo pockets by customer type for the periods requested below.

Quantity (in 1,000 pounds)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to printers (<i>quantity</i>)					
U.S. shipments to retailers (<i>quantity</i>)					
U.S. shipments to OEMs (<i>quantity</i>)					
U.S. shipments to other customers (<i>quantity</i>)					