

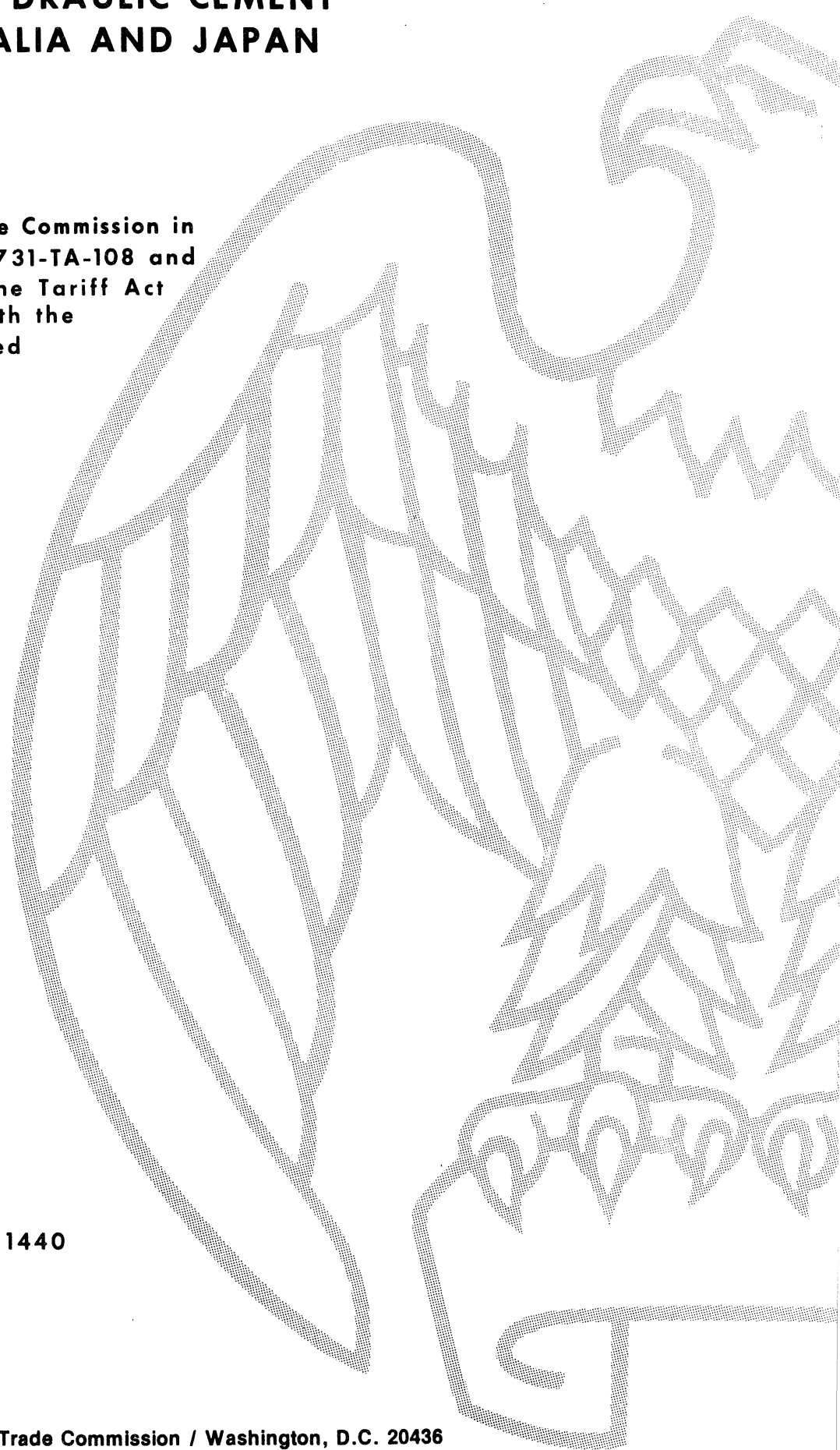
# PORTLAND HYDRAULIC CEMENT FROM AUSTRALIA AND JAPAN

**Determinations of the Commission in  
Investigations Nos. 731-TA-108 and  
109 (Final) Under the Tariff Act  
of 1930, Together With the  
Information Obtained  
in the Investigations**

**USITC PUBLICATION 1440**

**OCTOBER 1983**

**United States International Trade Commission / Washington, D.C. 20436**



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Note.--Information which would disclose confidential operations of individual concerns may not be published and therefore has been deleted from this report. Deletions are indicated by asterisks.

UNITED STATES INTERNATIONAL TRADE COMMISSION  
Washington, D.C.

Investigations Nos. 731-TA-108 and 109 (Final)

PORTLAND HYDRAULIC CEMENT FROM  
AUSTRALIA AND JAPAN

Determinations

On the basis of the record 1/ developed in the subject investigations, the Commission determines, pursuant to section 735(b)(1) of the Tariff Act of 1930 (19 U.S.C. § 1673d(b)(1)), that an industry in the United States is not materially injured or threatened with material injury, and the establishment of an industry in the United States is not materially retarded, by reason of imports from Australia and Japan of portland hydraulic cement, provided for in item 511.14 of the Tariff Schedules of the United States, which have been found by the Department of Commerce to be sold in the United States at less than fair value (LTFV).

Background

The Commission instituted these investigations effective April 29, 1983, following preliminary determinations by the Department of Commerce that imports of portland hydraulic cement from Australia and Japan are being sold in the United States at LTFV.

Notice of the institution of the Commission's investigations and of a public hearing to be held in connection therewith was given by posting copies of the notice in the Office of the Secretary, U.S. International Trade Commission, Washington, D.C., and by publishing the notice in the Federal Register on June 2, 1983 (48 F.R. 24799). The hearing was held in Los Angeles, Calif., on September 12, 1983, and all persons who requested the opportunity were permitted to appear in person or by counsel.

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1/ The record is defined in sec. 207.2(i) of the Commission's Rules of Practice and Procedure (19 CFR § 207.2(i)).



## VIEWS OF THE COMMISSION

We determine that an industry in the United States is not materially injured or threatened with material injury <sup>1/</sup> by reason of imports of portland hydraulic cement from Australia and Japan sold at less than fair value (LTFV). <sup>2/</sup> Our determination is based on the following considerations.

Domestic industry

Section 771(4)(A) of the Tariff Act of 1930 defines the term "industry" as the "domestic producers as a whole of a like product, or those producers whose collective output of the like product constitutes a major proportion of the total domestic production of that product." <sup>3/</sup> Section 771(10) defines "like product" as "a product which is like, or in the absence of like, most similar in characteristics and uses with," the article under investigation. <sup>4/</sup>

The imported article which is the subject of these investigations is portland hydraulic cement. Hydraulic cement is a fungible, highly standardized product developed from limestone, clay, and silica. This product chemically reacts to form concrete when combined with water, sand, gravel, or other materials. <sup>5/</sup> Such concrete is used primarily in the construction of highways and residential and nonresidential buildings. The domestic product has the same characteristics and uses as the imported product. <sup>6/</sup>

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<sup>1/</sup> Material retardation of the establishment of a domestic industry is not an issue in these investigations.

<sup>2/</sup> Our analysis has been made on a case-by-case basis.

<sup>3/</sup> 19 U.S.C. § 1677(4)(A).

<sup>4/</sup> 19 U.S.C. § 1677(10).

<sup>5/</sup> Report at A-2-3.

<sup>6/</sup> For a complete description of the imported and domestic products, see id. at A-2-6.

Based on the record in these final investigations, we adopt the Commission's views with respect to the issue of "like product" in the preliminary investigations. <sup>7/</sup> Therefore, we find the like product to be portland hydraulic cement.

Normally, the impact of imports which are subject to investigation is assessed on the industry as defined in section 771(4)(A). In appropriate circumstances, however, the statute permits the impact to be assessed on a regional industry basis. Section 771(4)(C) of the Act states:

In appropriate circumstances, the United States, for a particular product market, may be divided into 2 or more markets and the producers within each market may be treated as if they were a separate industry if--

(i) the producers within such market sell all or almost all of their production of the like product in question in that market, and

(ii) the demand in that market is not supplied, to any substantial degree, by producers of the product in question located elsewhere in the United States.

. . . there is a concentration of . . . dumped imports into such an isolated market and if the producers of all, or almost all, of the production within that market are being materially injured or threatened by material injury, or if the establishment of an industry is being materially retarded, by reason of the . . . dumped imports. <sup>8/</sup>

For the purposes of the preliminary investigations, the Commission found these statutory criteria to be met for the California-Nevada

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<sup>7/</sup> For a more complete discussion of this issue, see Portland Hydraulic Cement From Australia and Japan, Invs. Nos. 731-TA-108 and 109 (Preliminary), USITC Pub. 1310 (1982) (hereinafter "preliminary investigations").

<sup>8/</sup> 19 U.S.C. § 1677(4)(C).

region. <sup>9/10/</sup> The record in these final investigations reveals that (1) an average of 92 percent of the shipments of domestic producers in the region are sold in that market, (2) only 5 percent or less of consumption is supplied from outside the region, and (3) more than 99 percent of the subject imports from Australia and Japan are concentrated in that region. <sup>11/</sup> In addition, cement possesses two characteristics which tend to lead to the formation of regional industries: a low value-to-weight ratio and fungibility. Therefore, we conclude, as was done in the preliminary investigations, that the domestic industry consists of the domestic producers located in California and Nevada. <sup>12/</sup>

Condition of the domestic industry

The statute requires that a determination of injury to a regional industry must be made on the basis of injury to the "producers of all or

<sup>9/</sup> See preliminary investigations at 4-11 for a full treatment of this issue. This definition of the regional industry was also proffered by petitioners. Prehearing Brief at 6.

<sup>10/</sup> Commissioner Stern notes that in both the preliminary and final investigations she has accepted arguendo the petitioners' delineation of a California-Nevada region.

<sup>11/</sup> Report at A-8. It could be argued that smaller areas within the California-Nevada region, particularly northern California, merit treatment as separate regional industries. However, such regions would not appear to satisfy the statutory criteria for such a finding. For example, it appears that the northern California market is substantially supplied (i.e., 30 percent) from outside that area. Id. at A-8. Petitioners specifically argue against division of the California-Nevada region, stating that it "would not comport with commercial reality or usefully contribute to analysis in these proceedings." Prehearing Brief at 14.

<sup>12/</sup> These producers are: California Portland Cement Co., Centex Corp., General Portland, Inc., Genstar Cement and Lime Co., Kaiser Cement Corp., Lone Star Industries, Inc., Monolith Portland Cement Co., Gifford-Hill Cement Co., and Southwestern Portland Cement Co. Report at A-11.

almost all of the production." <sup>13/</sup> We have assessed the condition of each of the individual companies and have determined that each is experiencing material injury. We therefore find that the producers of all the production are being materially injured. <sup>14/</sup> However, because of the confidential nature of individual company information, our discussion will focus on aggregate data.

Consumption in the region declined steadily throughout the period, dropping from 8.8 million short tons in 1980 to 6.4 million short tons in 1982, a decline of 27 percent, with a continued drop of 4 percent in January-April 1983 as compared with January-April 1982. <sup>15/</sup> However, new construction authorizations in this region rose sharply in January-April 1983

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<sup>13/</sup> 19 U.S.C. § 1677(4)(C). The Court of International Trade has interpreted this statutory phrase as requiring a two-step process. First, there is to be an individual analysis of the domestic producers to determine which firms are injured. Second, a finding is to be made that these injured domestic producers produce all or almost all of the region's production. *Atlantic Sugar v. United States*, No. 81-119 (CIT, Dec. 28, 1981) (unpublished memorandum and order) and *Atlantic Sugar v. United States*, 553 F. Supp. 1050, 1055 (1982). The court did note that this procedure may be modified if there are numerous producers, but not if there are a limited number of producers as there are in these investigations.

<sup>14/</sup> We have looked at the individual companies' production, capacity, and capacity utilization (Report at A-20), shipments (*Id.* at A-22), inventories (*Id.* at A-25), employment (*Id.* at A-27), wages (*Id.* at A-29), and financial condition (*Id.* at A-35).

<sup>15/</sup> *Id.* at A-10. Consumption of cement is dependent on construction activity, which is highly cyclical. *Id.* at A-12. In the California-Nevada market, consumption reached a cyclical peak in 1979, resulting in shortages of cement. Since 1979, consumption has declined sharply, following the trend in construction activity.



from the corresponding period in 1982, <sup>16/</sup> indicating that consumption should increase accordingly in future months. <sup>17/</sup>

The condition of the California-Nevada cement industry deteriorated during the period of investigation, particularly from 1980 through 1982. Production in the region declined by 25 percent, from 8.8 million short tons in 1980 to 6.6 million short tons in 1982, and increased by 4 percent in January-April 1983 as compared with January-April 1982. <sup>18/</sup> Capacity in the region increased from 11.3 million short tons in 1980 to 12.4 million short tons in 1982, an increase of 9 percent. <sup>19/</sup> It increased by an additional 3 percent in the first 4 months of 1983 as compared with the first 4 months of 1982. The increase in capacity was due in large part to modernization efforts, which were also intended to make the industry more efficient. <sup>20/</sup> As a result of the decline in production coupled with the increase in capacity, capacity utilization in the industry dropped from 77.8 percent in 1980 to 53.2 percent in 1982. <sup>21/</sup> However, capacity utilization increased slightly to 44.4 percent in January-April 1983 as compared with 43.9 percent in January-April 1982 as a result of increased production. <sup>22/</sup>

<sup>16/</sup> Id. at A-17.

<sup>17/</sup> Chairman Eckes and Commissioner Stern note that throughout the period of this investigation domestic producers maintained their market share. California-Nevada producers held a 91.7 percent share of all shipments in 1980. This rose to 93.8 percent in 1981 and remained at 93.6 percent in 1982. LTFV imports from either Australia or Japan did not reduce the market share of producers in the region. Id. at A-66.

<sup>18/</sup> Id. at A-17.

<sup>19/</sup> Id. at A-19.

<sup>20/</sup> Id.

<sup>21/</sup> Id. at A-20.

<sup>22/</sup> Id.

Shipments generally followed the same trend as production. They declined from 8.7 million short tons in 1980 to 6.5 million short tons in 1982, a drop of 25 percent. Shipments increased in January-April 1983 by 1.7 percent as compared with the corresponding period of 1982. <sup>23/</sup>

Inventories increased steadily throughout the period both in absolute terms and as a percentage of shipments. Inventory levels as of the end of 1980 were 496,155 short tons, and they increased by 20 percent to 593,490 short tons at the end of 1982. <sup>24/</sup> By the end of April 1983, inventories had risen to 617,186 short tons, an increase of 25 percent over the end of April 1982. <sup>25/</sup> The ratio of inventories to shipments increased from 5.7 percent in 1980 to 9.1 percent in 1982. Using annualized shipments, the ratio of inventories to shipments increased to 11.1 percent as of April 30, 1983, as compared with 7.6 percent as of April 30, 1982. <sup>26/</sup>

Employment in the industry declined throughout the period from 3,105 production and related workers in 1980 to 2,664 in 1982, a drop of 14 percent. <sup>27/</sup> Employment declined by 29 percent between January-April 1982 and January-April 1983, from 2,715 production and related workers to 1,915 workers. <sup>28/</sup> This drop occurred despite an increase in production in January-April 1983. It is unclear how much of the decline in employment was due to the cutback in production and how much was due to the modernization of the production facilities.

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<sup>23/</sup> Id. at A-23.

<sup>24/</sup> Id. at A-24.

<sup>25/</sup> Id.

<sup>26/</sup> Id. at A-25.

<sup>27/</sup> Id.

<sup>28/</sup> Id.

Wages in the industry increased from \$14.12 per hour in 1980 to \$18.81 per hour in 1982. <sup>29/</sup> Per hour wages dropped slightly to \$18.67 in January-April 1983. Productivity in the industry remained fairly stable, declining slightly from an output of 1.39 tons per hour in 1980 to 1.36 tons per hour in 1982. The level of 1.34 tons per hour output in January-April 1983 was substantially higher than the 1.08 tons per hour output in the corresponding period of 1982. <sup>30/</sup>

The financial condition of the producers in the California-Nevada region declined significantly throughout the period. Net sales declined by 23 percent from 1980 to 1982, with a continued decline of 5 percent shown in the first 4 months of 1983 compared with the first 4 months of 1982. <sup>31/</sup> Cost of goods sold per ton increased, particularly "other factory costs," with the result that gross income declined substantially throughout the period. Operating income dropped from \$89 million in 1980 to a loss of \$25 million in 1982. The industry operated at a loss of \$17 million in January-April 1983 as compared with a loss of \$7 million in January-April 1982. The ratio of operating income to net sales declined from a positive 16.3 percent in 1980 to a negative 5.9 percent in 1982. The operating ratio was a negative 19.5 percent in January-April 1983 as compared with a negative 7.7 percent in January-April 1982. <sup>32/</sup>

Thus, we conclude that the economic and financial indicators discussed show that the California-Nevada industry was experiencing difficulties during the period.

<sup>29/</sup> Id. at A-30.

<sup>30/</sup> Id. at A-28.

<sup>31/</sup> Id. at A-35-40.

<sup>32/</sup> Id. at A-39.

No material injury by reason of LTFV imports

In order to analyze the impact of imports in this market, it is necessary to understand the nature of the cement market and the dynamics of price competition in this market. Several factors which are important to our analysis of the effect of imports in this market are discussed immediately below.

Cement is a commodity-type product. <sup>33/</sup> Thus, price is an important factor in the purchase of cement, and suppliers must maintain competitive prices to obtain sales. In addition, purchasers of cement, primarily ready-mix concrete companies, generally are aware of the latest market prices. Purchasers obtain knowledge of market prices through their frequent, even daily, purchases of cement and through knowledge of their competitors' prices for concrete. Purchasers therefore will expect their suppliers to match the lowest price available in the marketplace. <sup>34/</sup> Thus, in a market area for which there are several aggressive suppliers of cement, significant underselling is unlikely to exist for any extended period of time. We have thus attempted to identify those suppliers which exhibited price leadership or which initiated price declines during the period of investigation in order to determine the effect of the imports under investigation on prices in this market. <sup>35/</sup> Although it is difficult to identify a price leader in a

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33/ Id. at A-2.

34/ Transcript at 16-19, 23-34, 29-30, and 34.

35/ Our analysis of the issue of price leadership relies on pricing information gathered through the use of several different methods. Pricing comparisons developed from information submitted by domestic producers and importers were analyzed to determine which cement

(Continued)

dynamic market such as this, we believe that the combination of the various types of pricing information available give us a good understanding of this market.

Another factor which affects the structure of the market for cement is the low value-to-weight ratio of this product, which results in high transportation costs. <sup>36/</sup> <sup>37/</sup> Because of this characteristic, prices of cement to different points in California can differ significantly as a result

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(Continued)

suppliers were most commonly the first to report price reductions. In addition, the ranges as well as the weighted averages of these prices were analyzed to determine which source exhibited the most aggressive pricing practices. In this regard, specific emphasis was placed on the lowest reported prices in each period, provided such prices represented longer term prices (not a sporadic low price). Similar analyses were conducted for pricing information submitted by purchasers. In addition, direct price comparisons were constructed using only those purchase prices for the imported and domestic products reported by the same purchaser. Furthermore, purchasers were asked to identify the price leader in their market area and to report the cement suppliers which initiated price reductions during the period of investigation. Information on direct bid projects (in the case of Australian cement) and allegations of lost sales and lost revenues were also analyzed.

<sup>36/</sup> Report at A-51.

<sup>37/</sup> Commissioner Stern notes that transportation phenomena are critical to understanding this industry. With the decline in ocean-going freight rates during the last two decades (see Transportation Costs of U.S. Imports, USITC Pub. 1375, April 1983), U.S. industries such as portland hydraulic cement have become increasingly exposed to international competition. Accompanying this has been a development of infrastructure such as cement import terminals in port cities. The economics of land transport of portland hydraulic cement are such that marketing areas are broken into rather narrow zones with a precipitous fall-off in sales 100-200 miles beyond the location of domestic producers or import terminals (see Id. at A-53). In some zones imports have had an impact. But at the regional and national levels no material injury to the domestic industry could be demonstrated from the subject LTFV sales. Contrary to petitioners' suggestion (Transcript at 13-15), the mere existence of import terminals cannot demonstrate injury or threat remediable under Title VII. (Also see Views of Commissioner Paula Stern in the preliminary case, Inv. Nos. 731-TA-108 & 109 (Preliminary), USITC Pub. No. 1310, November 1982 at 23-32).

of varying transportation costs. <sup>38/</sup> In addition, producers and importers tend to be located close to the metropolitan area which is their primary market and to sell most of their cement in market areas no more than 100 to 300 miles from their plant or import terminal. <sup>39/</sup> Thus, the major metropolitan areas in the region are relatively distinct markets. We have analyzed pricing within specific market areas and metropolitan areas to determine the effects of the imports under investigation on the domestic industry.

### Australia

The sole importer of cement from Australia during the period under investigation was Pacific Coast Cement Corporation (Pacific Coast). In response to the cement shortage experienced in California in 1979, coupled with projections of continued high demand, Pacific Coast established an import terminal in Long Beach, which began operations in the fall of 1981. <sup>40/</sup> Thus, imports from Australia first entered the United States in 1981. Pacific Coast's shipments of Australian cement as a share of apparent consumption in the region increased in 1982 from inconsequential levels in 1981 but declined

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<sup>38/</sup> The industry uses constructed mileages between any two points in California to determine delivered prices. These constructed mileages are established by the Public Utility Commission (PUC), the transportation regulatory authority in California. The PUC has further divided metropolitan Los Angeles, San Francisco and San Diego into smaller metropolitan zones (MZ's). For example, MZ 221 is a narrowly defined area within Los Angeles. This finer breakdown allows the calculation of the constructed mileages between two points within each of these larger metropolitan areas. Report at A-53.

<sup>39/</sup> Id. at A-7-8. More than 90 percent of U.S. producers' shipments were to purchasers within 300 miles of their plants. Importers sold 85 percent of their shipments to purchasers within 100 miles of their import terminals.

<sup>40/</sup> Id. at A-14. Transcript at 85.

slightly in January-April 1983 from the comparable 1982 period. <sup>41/</sup> The volume of imports increased in 1982 over 1981 and again in January-April 1983 over the January-April 1982 period. <sup>42/</sup>

Sales of cement imported from Australia were concentrated in the Los Angeles area. Thus, the most comprehensive pricing information was received for zones in this area, and our analysis of the effect of imports from Australia on pricing focuses on these zones. <sup>43/</sup>

Prices for shipments of Australian cement were generally within the range of prices charged by regional cement producers. In the five market areas where Pacific Coast reported making sales, prices of Australian cement were above the weighted average prices of regional producers in 36 out of 50 instances reported. The price of Australian cement was above the lowest reported price of a regional producer in 49 out of 50 instances reported. <sup>44/</sup> Prices reported by purchasers of Australian cement show that Australian cement was either the same price as regionally produced cement or higher priced for 94 percent of the direct price comparisons in 1981, 92 percent in 1982, and 97 percent in January-June 1983. <sup>45/</sup> Information received from purchasers regarding the issue of price leadership shows that almost all of the price decreases to ready-mix companies in the Los Angeles area during this period were initiated by regional producers. <sup>46/</sup>

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<sup>41/</sup> Id. at A-51. The exact levels are confidential business information.

<sup>42/</sup> Id. at A-47.

<sup>43/</sup> We received some pricing information for Australian cement sold in zones located in the San Diego area. Because of the distance of these zones from the import terminal, these pricing comparisons are believed to represent insignificant volumes and to have had at most a minimal effect on pricing in these zones.

<sup>44/</sup> Report at tables 21, 23, 24, 27, and 30.

<sup>45/</sup> Id. at A-67. These price comparisons represent approximately 18 percent of the Australian cement shipped during the period of investigation.

Id. at A-70.

<sup>46/</sup> Id. at A-79-84.

Information regarding allegations of lost sales and lost revenues further supports the conclusion that Pacific Coast met rather than undercut domestic prices. Almost all of the purchasers contacted regarding such allegations stated that the price of Australian cement was equal to or higher than the price of the domestic cement and cited nonprice reasons for purchasing Australian cement. <sup>47/</sup> Our analysis of direct bid projects shows little evidence of lost sales or lost revenues by regional producers due to competition by Pacific Coast. <sup>48/</sup>

If competition from cement imported from Australia had adversely affected the regional industry to any significant degree, it could be expected that domestic producers' price declines in those market areas closest to the import terminal would have been greater than such declines in areas not directly affected by import competition from Australian cement. <sup>49/</sup> Regional producers' prices in the metropolitan Los Angeles zones, where competition from Australian cement is most direct, declined by 10 to 13 percent from December 1981 to December 1982. Prices in Bakersfield/Visalia, a market area where no known import competition exists, declined by similar amounts--12 to 13 percent over the same period. <sup>50/</sup> Thus, there does not appear to be a

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<sup>47/</sup> Id. at A-87.

<sup>48/</sup> Id. at A-84-85.

<sup>49/</sup> Petitioners disagree with this assumption, arguing that a "ripple effect" will occur, wherein lower prices in one area as a result of direct import competition will force domestic producers to lower prices in other market areas not directly affected by imports. Petitioner's Prehearing Brief at 15-16 and Transcript at 29-30. While any market area is not a completely independent entity and may be affected by events in adjacent or proximate areas, nonetheless, any such effect will at most only partially equalize prices. Thus, a finding that price declines in the market areas not directly affected by imports were as great as price declines in the market areas with direct import competition supports the conclusion that imports had no significant effect on overall price levels in the region.

<sup>50/</sup> Report at A-58-64.



significant correlation between the presence of Australian cement and declines in domestic producers' prices during the period of investigation.

Therefore, in light of the low level of Australian imports together with the absence of evidence of significant price suppression or depression by these imports, we determine that the domestic industry is not materially injured by reason of LTFV imports from Australia.

### Japan

During the period under investigation, cement was imported from Japan by several companies. Two of these importers were domestic producers which imported cement from various sources, including Japan, during 1979 through 1981. <sup>51/</sup> Two other firms, Stinnes Enterprises Co., Inc. (Stinnes), and Melwire Trading Company (Melwire), imported cement from Japan in 1981 and 1982 through their own import terminals. Like the terminal built by Pacific Coast, these terminals were established following the shortage of cement in 1979. The terminal used by Stinnes is located in Stockton, Calif., near San Francisco. Melwire imports through its terminal in San Diego. <sup>52/</sup>

Imports from Japan have declined steadily since 1981, when importers other than domestic producers first became active. The volume of imports from Japan declined to a very low level in 1982 from 1981, when these Japanese imports reached their peak. <sup>53/</sup> There were no imports of cement from Japan in January-April 1983. <sup>54/</sup> As a share of apparent U.S. consumption,

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<sup>51/</sup> All of the imports from Japan in 1980 and a substantial portion in 1981 were accounted for by domestic producers. Id. at A-63.

<sup>52/</sup> Id. at A-14.

<sup>53/</sup> The exact levels are confidential business information.

<sup>54/</sup> Id.

shipments of imports from Japan declined in 1982 from 1981 and again in January-April 1983 from the corresponding period of 1982. <sup>55/</sup>

As previously indicated, import terminals for Japanese cement were located in or near two metropolitan market areas that are relatively distinct from each other and from the area served by the import terminal for Australian cement. <sup>56/</sup> Thus, the pricing practices of Stinnes primarily affected the sales of domestic producers in northern California. The pricing practices of Melwire primarily affected the San Diego area. Therefore, we have analyzed the pricing information received for each metropolitan area separately.

Stinnes, the importer of Japanese cement located in Stockton, <sup>57/</sup> entered the California market in April 1981. In this same month, domestic producers in northern California <sup>58/</sup> raised prices significantly to some ready-mix companies. However, this price increase apparently did not apply to all customers, as indicated by the unchanged "lowest price" charged by domestic producers in metropolitan San Francisco and Modesto throughout much of 1981. <sup>59/</sup>

Stinnes, therefore, entered a market where relatively wide price differentials existed between the lowest and highest prices charged in the

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<sup>55/</sup> Id. at A-52.

<sup>56/</sup> There were reports of some sales of Japanese cement in Los Angeles. However, because of the high transportation costs associated with such sales, these sales were infrequent and could have had little, if any, effect on prices in this area.

<sup>57/</sup> Stinnes' marketing subsidiary in California, Delta Cement, has ceased operations. Thus, no pricing information was received from Stinnes. Prices discussed in this section were received from purchasers. These price comparisons represent at least 54 percent of the Japanese cement imported by Stinnes during the period of investigation.

<sup>58/</sup> There are only three domestic producers of cement with plants located in northern California: Genstar, Lone Star, and Kaiser Cement. Report at A-16-17.

<sup>59/</sup> Id. at tables 28-29.

market areas closest to its terminal. Stinnes generally priced at the low end of this range. <sup>60/</sup> Therefore, on a weighted-average basis, the price of Japanese cement was generally below regional producers' prices in 1981. However, the lowest price for Japanese cement was often above the lowest price charged by regional producers in the same zone in 1981, <sup>61/</sup> indicating that Stinnes was no more competitive than regional producers offering these prices.

By the beginning of 1982, domestic producers in northern California had rescinded their April 1981 price increase, and the differential between the low price and high price narrowed accordingly. Between January and August 1982, in four of the six zones for which significant price information was received, prices of Japanese cement were almost always equal to or above regional producers' prices on a weighted-average basis. <sup>62/</sup>

Almost all of the cement sold by Stinnes from September to December 1982 was not Japanese cement. Rather, this cement had been imported from another foreign source not subject to these investigations. <sup>63/</sup> Furthermore, Stinnes reduced its prices in this period to liquidate its inventory before the end of 1982 because it had to vacate the import terminal. Thus, we have placed little importance on this period in our pricing analysis.

As stated earlier, because of the low value-to-weight ratio of cement, importers should have a competitive advantage with those customers located closer to the import terminal. Therefore, if imports of Japanese cement had adversely affected the regional cement industry, prices in those market areas

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<sup>60/</sup> Id. at A-74.

<sup>61/</sup> Id. at tables C-19, C-21.

<sup>62/</sup> Id. at table 34.

<sup>63/</sup> Id. at A-74-75.

where direct import competition is present should have declined by a greater degree than in those market areas where direct import competition is not present. <sup>64/</sup>

In northern California we analyzed relative price declines from January 1981 to December 1982, since prices began to decline in the north in 1981. In those market areas where Stinnes sold Japanese cement, most of which were within 100 miles of Stockton, regional producers' price declines ranged from 15 percent to 21 percent. In those market areas where no direct import competition was evident, prices declined by a slightly lesser amount, from 12 percent to 18 percent over the same period. <sup>65/</sup> However, the same northern California zones in which Stinnes competed were also conveniently served by regional producers. Areas in which no imports were sold are generally served by fewer regional producers and thus could be expected to be characterized by less competition among regional producers and less severe price declines. <sup>66/</sup> Thus, there does not appear to be any significant correlation between the presence of Japanese cement in northern California and price declines by regional producers during the period under investigation.

Melwire began importing Japanese cement in 1981 through the import terminal in San Diego. In the San Diego market area, as in northern California, the price differential between regional producers' lowest and

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<sup>64/</sup> See discussion at 13-14 & n. 45.

<sup>65/</sup> Report at table 32.

<sup>66/</sup> For instance, according to purchasers' questionnaires, purchasers reporting prices in some of the northern California market areas generally reported purchasing from one domestic producer only.

highest sales prices, as reported by producers, was relatively large. <sup>67/</sup> The prices of Japanese cement reported by Melwire were generally above the lowest prices reported by regional producers, <sup>68/</sup> sometimes by a substantial amount, although they were generally below the weighted average prices of regional producers. <sup>69/</sup> Several allegations of lost sales and lost revenues were confirmed. However, information received with regard to the issue of price leadership shows that neither Melwire nor any individual domestic producer was consistently identified as possessing a role of price leadership in the San Diego area. Thus, we conclude that these instances of lost sales and lost revenues are not significant enough to have had a significant adverse effect on domestic producers.

In southern California, price declines in those market areas in which Japanese imports were reported ranged from 10 percent to 15 percent from December 1981 to December 1982 (prices did not generally decline in southern California until 1982). Price decreases in those southern California market areas not directly affected by import competition declined by 10 percent to 14 percent. Therefore, there appears to be no significant correlation between the existence of Japanese cement and price declines of regional cement producers in southern California.

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<sup>67/</sup> Report at tables 26 and 27. There are no producers of cement located in the San Diego metropolitan area. This area is served by two domestic producers located in the San Bernardino Valley, east of Los Angeles, and several producers located northeast of Los Angeles. The large price differential in San Diego appears to be a result of the relative degree of attractiveness of this distant market to the various producers.

<sup>68/</sup> The primary exception consists of sales in one market area in San Diego in late 1982 and early 1983. *Id.* at table 26.

<sup>69/</sup> *Id.* at tables 26 and 27. Pricing information received from purchasers shows similar results for two market areas, although greater underselling is shown for two other market areas. *Id.* at tables C-9 and C-10. These price comparisons represent about 20 percent of the Japanese cement shipped by Melwire during the period of investigation.

Thus, there are instances in these investigations of underselling, lost sales, and lost revenues related to imports from Japan. However, these instances are not indicative of a price-depressing effect of Japanese cement in the marketplace. Rather, the low and declining level of imports from Japan, the presence of these imports primarily in markets which are distant from most domestic producers in the region, and the portion of such sales which are made at prices within the range of domestic prices show that imports from Japan have not significantly suppressed or depressed regional producers' prices or materially affected the condition of the regional industry.

No threat of material injury by reason of LTFV imports

A threat determination includes an evaluation of the rate of increase of the LTFV exports to the U.S. market, the capacity of the exporting country to generate exports, and the likelihood that such exports will be directed to the U.S. market. Congress has stated that a threat determination must include "information showing that the threat is real and injury imminent, not a mere supposition or conjecture." <sup>70/</sup> The Court of International Trade, in discussing Congress' standard in Alberta Gas, <sup>71/</sup> stated that speculation on the possibility of injury in the future would not meet the "real and imminent" standard enunciated by Congress. <sup>72/</sup>

Australia

Although cement imports from Australia increased from the 1981 level, it does not appear that this increase will continue. <sup>73/</sup> A significant share of Pacific Coast has recently been sold to a domestic

<sup>70/</sup> S. Rep. No. 249, 96th Cong., 1st Sess. 88, 89 (1979) and H.R. Rep. No. 317, 967th Cong., 1st Sess. 47 (1979).

<sup>71/</sup> Alberta Gas Chemicals, Inc. v. United States, 515 F. Supp. 780 (1981).

<sup>72/</sup> Id. at 791.

<sup>73/</sup> Report at A-46.

producer. Under the terms of this sale, a preexisting contract for purchase of Australian cement is null and void. 74/ Inventories of Australian cement as of the end of April 1983 were low.

Further, the foreign exporter, Adelaide Brighton Cement, Ltd., has testified that it is the only Australian cement company, located on a port, which is in a position to export to the United States. This firm indicated that it intended to establish a market in the Brisbane area of Australia and therefore any excess cement would be directed to that market rather than to the United States. 75/

#### Japan

There have been no imports from Japan in the first 4 months of 1983 and there is no reason to expect any in the future from independent importers. 76/ Although the terminals previously used for Japanese imports still exist, there is no indication that they will be used for Japanese cement in the future. Stinnes' importer, Delta Cement, terminated its agreement with the Stockton Port Authority on December 31, 1982, and sold all its inventories. 77/ Genstar, a regional producer, is currently operating the terminal. Melwire reported no inventories of Japanese cement as of the end of April 1983 and is currently importing from another country not subject to these investigations. 78/

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74/ Id. at A-45.

75/ Id. at A-57-58.

76/ Id. at A-47.

77/ Id. at A-46.

78/ Id.

**Conclusion**

For the reasons discussed above, we cannot find the requisite causal link between any injury suffered by the regional producers and the subject imports from either Australia or Japan. Therefore, we have determined that there is no material injury or threat of material injury by reason of portland hydraulic cement imports from Australia or Japan.



## INFORMATION OBTAINED IN THE INVESTIGATIONS

## Introduction

Following preliminary determinations by the U.S. Department of Commerce that imports of portland hydraulic cement 1/ from Australia and Japan are being sold in the United States at less than fair value (LTFV) within the meaning of the antidumping law, the U.S. International Trade Commission instituted investigations Nos. 731-TA-108 and 109 (Final) under section 735(b) of the Tariff Act of 1930 (19 U.S.C. 1673d(b)) to determine whether an industry in the United States is materially injured, or is threatened with material injury, or the establishment of an industry is materially retarded, by reason of imports of such merchandise. 2/ Notice of the institution of the Commission's final investigations and of the public hearing to be held in connection therewith was given by publishing notices in the Federal Register on June 2, 1983 (48 F.R. 24799), and June 22, 1983 (48 F.R. 28565). 3/ The hearing was held in Los Angeles, Calif., beginning on September 12, 1983. 4/

The Department of Commerce notified the Commission of its preliminary determinations as to the question of LTFV sales in these investigations on April 29, 1983, with final determinations due on July 5, 1983. Commerce subsequently extended the date its final determinations were due in both cases to September 6, 1983, and published those final determinations on September 13, 1983. 5/ The applicable statute directs that the Commission make its final injury determinations within 45 days after the final determinations by Commerce.

Previous Commission Investigations Concerning  
Portland Hydraulic Cement

There have been nine previous Commission investigations concerning portland hydraulic cement, dating back to 1960. All of these have been antidumping investigations concerning portland hydraulic cement, other than white, nonstaining portland cement, and all were conducted under the provisions of the Antidumping Act, 1921. The first six involved cement from

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1/ Portland hydraulic cement is provided for in item 511.14 of the Tariff Schedules of the United States (TSUS).

2/ These cases are the result of petitions filed on Sept. 23, 1982, by Kaiser Cement Corp.; Gifford-Hill Cement Co.; Monolith Portland Cement Co.; Nevada Cement Co.; the Stone, Glass, and Clay Coordinating Committee, AFL/CIO; and the United Cement, Lime, Gypsum, & Allied Workers International Union, AFL/CIO, CLC.

3/ Copies of the Commission's notices are presented in app. A.

4/ A list of witnesses appearing at the hearing is also presented in app. A.

5/ A copy of Commerce's final determination is presented in app. B.

Canada, 1/ Sweden, 2/ Belgium, 3/ Portugal, 4/ and the Dominican Republic. 5/6/ Four of these six cases resulted in affirmative determinations. The last three investigations, those concerning cement from Mexico 7/8/ in 1975 and 1976 and the case concerning Canada 9/ in 1978, resulted in negative determinations.

In all of the affirmative cases, the Commissioners made their finding with respect to a specific regional market area and the producers supplying that market area. 10/

## The Product

### Description and uses

Cement generally refers to the binding material used in building and civil engineering construction. It is a highly standardized product prepared from a mixture of limestone, clay, and silica, which is crushed and ground to a fine powder by either a wet or dry process. The powdered raw materials are sintered at about 2,700° F. in refractory-lined, cylindrical, steel rotary kilns to make cement clinker, which is in the form of small, grayish-black pellets. Clinker is inert and may be stockpiled for many months. When the clinker is ground into cement, a small amount of gypsum is added to retard the absorption of water and allow for easier handling.

1/ Portland Hydraulic Cement from Canada: Determination of No Injury or Likelihood Thereof, (AA1921-12), U.S. Tariff Commission, Mar. 11, 1960.

2/ Portland Cement from Sweden: Determination of Injury, TC Publication 10, Apr. 4, 1961.

3/ Portland Cement from Belgium: Determination of Injury, TC Publication 22, June 2, 1961.

4/ Portland Grey Cement from Portugal: Determination of Injury, TC Publication 37, Oct. 20, 1961.

5/ Portland Hydraulic Cement from the Dominican Republic: Determination of No Injury, TC Publication 54, (AA1921-23), Apr. 18, 1962.

6/ Portland Cement from the Dominican Republic: Determination of Likelihood of Injury, TC Publication 87, Apr. 19, 1963.

7/ Portland Hydraulic Cement, Other than White Nonstaining Cement, from Mexico: Negative Determination of "No Reasonable Indication of Injury" in Inquiry No. AA-1921-Inq. 3, Under the Antidumping Act, 1921, as Amended, ITC Publication 751, December 1975.

8/ Portland Hydraulic Cement from Mexico: Determination of No Injury or Likelihood Thereof in Investigation No. AA1921-161, under the Antidumping Act, 1921, as Amended, Together with the Information Obtained in the Investigation, USITC Publication 795, December 1976.

9/ Portland Hydraulic Cement from Canada: Determination of No Injury in Investigation No. AA1921-84 . . . , USITC Publication 918, September 1978.

10/ In addition to these investigations conducted by the Commission, Commerce recently determined that subsidized portland hydraulic cement from Mexico is being sold in the United States (48 F.R. 43063, Sept. 21, 1983). The Commission is not involved in this investigation because Mexico has not signed the General Agreement on Tariffs and Trade Subsidies Code.

Hydraulic cements are distinguished from nonhydraulic cements by the fact that they will set, or harden, under water; nonhydraulic cement will not set under water. Portland 1/ hydraulic cement, the product covered in these investigations, 2/ is the most important of the four major categories of hydraulic cements, 3/ accounting for about 95 percent of domestic production and for almost all imports in recent years. All cement generally conforms to the standards established by the American Society for Testing Materials (ASTM). General descriptions of the five types of portland cement are given by ASTM as follows: 4/

Type I--For use when the special properties specified for any other type are not required;

Type II--For general use, especially when moderate sulfate resistance or moderate heat of hydration is required;

Type III--For use when high early strength is required;

Type IV--For use when a low heat of hydration is required; and

Type V--For use when high sulfate resistance is required.

In 1981, type I and type II portland cement together accounted for about 89 percent of the quantity of all domestic shipments. Specifications for type I and type II portland hydraulic cement are very similar. In fact, the chemical specifications for types I and II differ only in so far as type I has no specification for several items that are specified for type II. Thus, type II cement meets all the requirements of type I cement and may be used in lieu of type I. In some regions of the country, California in particular, the available raw materials used in the production of portland hydraulic cement are naturally balanced so that type II is obtained as a result of the normal production process.

Portland hydraulic cement has little usefulness alone, but, when mixed with water, sand, gravel, and other materials, is a material which chemically reacts to form concrete. Concrete is consumed almost wholly in construction of various types. Chief among these are highway construction using ready-mix concrete and building construction using both ready-mix concrete and precast concrete units. In many building applications, concrete is used with steel reinforcement to obtain greater strength and durability. One ton of portland cement is used to make about 4 cubic yards of concrete.

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1/ The name was given in 1824 by Joseph Aspdin, a bricklayer of Leeds, England, to a hydraulic lime that he patented, because when set with water and sand, it resembled a natural limestone quarried on the Isle of Portland in England.

2/ White, nonstaining portland cement is not covered in these investigations.

3/ Portland, masonry, pozzolanic, and natural or Roman cement are the four major categories of hydraulic cements.

4/ ASTM designation C-150.

Concrete, being a major material in building construction, competes with structural steel, clay products, building stone, and other materials in various building construction applications. However, in almost every type of structure, regardless of the principal building material used, there are certain basic uses for concrete (foundations, basements, floors, and so forth), for which there is little direct competition. The choice of the principal structural material is governed by many factors, such as cost, personal preference, and building code specifications.

Portland cement concrete is the most widely used construction material in the United States. There is a general consensus among both producers and importers in California that cement will continue to maintain its share of the construction market and may well increase that share, since it is both energy efficient in its manufacture relative to the alternatives and because it is, by nature, energy conserving in the structure.

Cement is hygroscopic, i.e., it has a tendency to absorb water. Because cement and water form concrete, cement must be handled and stored in a manner which minimizes the possibility of contamination by water. Thus, both domestic producers and importers must use some type of enclosed system or storage silo and relatively sophisticated equipment to handle finished cement.

Production process.--As noted, there are basically two processes used to blend the raw materials to produce cement, the wet process and the dry process (fig. 1). In the wet process, the raw materials are ground, blended, and mixed with water to produce a slurry. This slurry is fed into rotary kilns where it is heated to induce chemical reactions which convert the raw material into clinker.

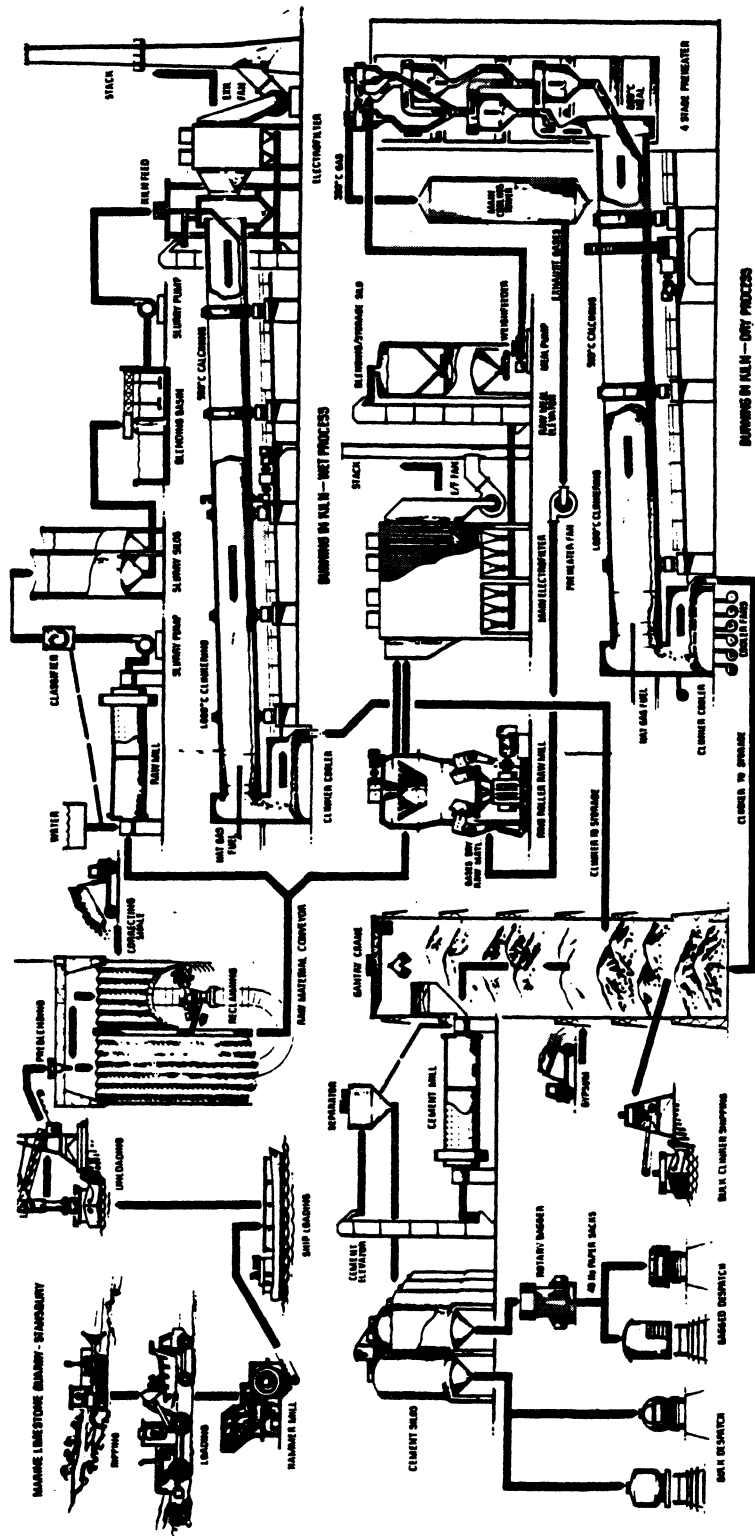
In the dry process, all grinding and blending are done with dry materials in a roller mill. The blended raw meal then goes through a preheater/precalciner in which it is partially calcined by direct firing. The preheated and precalcined meal is then fed directly into a rotary kiln, where it is calcined into clinker.

Many domestic producers, particularly in the California-Nevada region, have converted their facilities to the dry process. The main advantage of this process is that it is more energy efficient, since less time is needed for heating. Material travels through the kiln in 15 to 20 minutes, while the wet process requires approximately 1-1/2 hours of kiln time. Other economic advantages of the dry process include its use of otherwise waste energy in the preheating process, and some economies of scale resulting from the development of precalciners which allow larger capacity units to be utilized.

In addition to converting from the wet to the dry process, many producers in California and Nevada, in an attempt to cut rising energy costs, have converted their facilities from natural gas and oil to coal.

The imported product.--The vast majority of the portland cement recently imported from Japan and Australia conforms to the ASTM designation for type II portland hydraulic cement (C-150), and is imported in bulk form through recently installed terminal facilities at the respective ports of entry. All of the cement is transported to the United States by ship and transported within the United States mainly by truck. A-4

Figure 1.--Portland hydraulic cement production processes



Source: Adelaide Brighton Cement, Ltd., sales brochure.

Melwire Trading Co. was the only firm to import type I cement or cement in bags. Melwire's imports of type I cement accounted for approximately \*\*\* percent of imports from Japan in 1981. All of its imports in 1982 were of type II. Its imports of cement in bags accounted for approximately \*\*\* percent of its imports from Japan in 1982.

#### U.S. tariff treatment

U.S. imports of portland hydraulic cement, other than white, nonstaining portland cement, from countries entitled to the column 1 rate 1/ enter free of duty under item 511.1440 of the Tariff Schedules of the United States Annotated. The applicable column 2 rate of duty 2/ is 6 cents per 100 pounds, including the weight of the container. The duty-free treatment under column 1 became effective January 1, 1972, as a result of a concession granted by the United States in the Kennedy round of trade-agreement negotiations. As the column 1 rate of duty is free, preferential tariff treatment for imports from least developed developing countries (LDDC's), 3/ or under the Generalized System of Preferences (GSP), 4/ is not afforded under this item.

#### Nature and Extent of Sales at LTFV

##### Australia

On September 13, 1983, the Department of Commerce made a final determination that portland hydraulic cement from Australia is being, or is likely to be, sold in the United States at LTFV. Commerce investigated all sales of this cement which were made by Adelaide Brighton Cement Holdings, Ltd. (Adelaide Brighton), during the period of its investigation, April 1, 1982, through September 30, 1982. Adelaide Brighton is believed to have accounted for 100 percent of Australia's exports of portland hydraulic cement to the United States.

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1/ Col. 1 rates of duty are most-favored-nation rates and are applicable to imported products from all countries except those Communist countries and areas enumerated in general headnote 3(f) of the TSUS. However, these rates would not apply to products of developing countries where such articles are eligible for preferential tariff treatment under the Generalized System of Preferences (GSP) or under the "LDDC" rate of duty column.

2/ Col. 2 rates of duty apply to imported products from those Communist countries and areas enumerated in general headnote 3(f) of the TSUS.

3/ The preferential rates of duty in the "LDDC" column reflect the full U.S. Multilateral Trade Negotiation concession rates implemented without staging for particular items which are the products of the LDDC's enumerated in general headnote 3(d) of the TSUS. Where no rate of duty is provided in the LDDC column for an item, the rate of duty provided in col. 1 applies.

4/ The GSP, enacted as title V of the Trade Act of 1974, provided duty-free treatment for specified eligible articles imported directly from designated beneficiary developing countries. GSP, implemented by Executive order No. 11888 of Nov. 24, 1975, applies to merchandise imported on or after Jan. 1, 1976, and is scheduled to remain in effect until Jan. 4, 1985.

To determine whether sales of the subject merchandise were made at LTFV, Commerce compared U.S. purchase prices with foreign-market values, based on home-market prices. Using this comparison, Commerce found that the foreign market value exceeded the U.S. price on 100 percent of the merchandise sold. The LTFV margin was found to be 136.19 percent.

### Japan

On September 13, 1983, Commerce also made a final determination that portland hydraulic cement from Japan is being, or is likely to be, sold in the United States at LTFV. Commerce investigated sales of this cement by two Japanese producers, Sumitomo Co., Ltd. (Sumitomo), and Nihon Cement Co., Ltd. (Nihon), during the period March 1, 1982, through September 30, 1982. Sales by these two Japanese producers accounted for 100 percent of all sales of the subject merchandise to the United States during the period of investigation. To determine whether sales of the subject merchandise in the United were made at LTFV, Commerce compared U.S. purchase prices with foreign-market values, based on home-market prices (Nihon) or on constructed value (Sumitomo). Commerce found that the foreign-market value exceeded the U.S. price on 100 percent of the merchandise sold. The weighted-average margins were 35.50 percent for Sumitomo, 43.54 percent for Nihon, and 37.24 percent for all others (a weighted average of the margins found for Sumitomo and Nihon).

### The Domestic Market

#### The regional character 1/

Because of the low value-to-weight ratio and the fungible character of cement, transportation costs are an important limiting factor on its shipment (more than 95 percent of portland hydraulic cement shipments in the United States are to customers located within 300 miles of the production site). The following tabulation presents a percentage distribution of U.S. producers' shipments, by distances, for the California-Nevada region and the total United States:

<u>Miles shipped</u>	<u>California and Nevada 1/</u> (percent)	<u>Total United States 2/</u> (percent)
0 to 99 -----	38.0	57.5
100 to 299 -----	52.8	37.6
300 to 499 -----	6.1	3.5
500 to 999 -----	3.1	1.2
1,000 or more---	3/	.2
Total-----	100.0	100.0

1/ Based on questionnaire responses for shipments made in 1982.

2/ These figures represent 1972 data from the Bureau of the Census, U.S. Department of Commerce.

3/ Less than 0.05 percent.

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1/ In its preliminary determinations, the Commission found a reasonable indication of material injury to producers located in the California-Nevada region of the United States.

U.S. producers located in California and Nevada ship more than 90 percent of their cement within a 300-mile radius of their plants. Moreover, U.S. importers of cement from Australia and Japan that are located in California (no importers are located in Nevada) shipped more than \*\*\* percent of their cement within a 300-mile radius. This is shown in the following tabulation, which presents the percentage distribution of California importers' shipments, by distances shipped, for 1982:

<u>Miles shipped</u>	<u>Percentage distribution of shipments</u> <u>1/</u>
0 to 99 -----	***
100 to 299 -----	***
300 to 499 -----	<u>2/</u> ***
500 to 999 -----	***
1,000 or more-----	***
Total-----	<u>100.0</u>

1/ Based on shipment information provided by \*\*\* importers.

2/ \*\*\*.

To explore the issue of a regional market, the Commission compiled shipment data, by States, and compared it with total shipment data for U.S. producers and importers located in California and Nevada. These comparisons showed that U.S. producers located in California and Nevada shipped an average of 92 percent of their portland hydraulic cement within the two-State region during January 1980-April 1983; U.S. importers located in California shipped over \*\*\* percent of their portland hydraulic cement within the two-State area during January 1980-April 1983. 1/

Obtaining the share of regional consumption supplied by producers or importers located outside the region was not as simple, nor were the results as accurate. Total consumption of cement is published for each State by the Bureau of Mines. The Commission's staff computed consumption of cement produced or imported into the California-Nevada region from data submitted in response to questionnaires. Ideally, the difference between the figures from the two sources for each period would provide the shipments into the region from sources outside the region. Comparisons of the Bureau of Mines data for

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1/ Within the region, available information from the Bureau of Mines indicates that in 1982, about \*\*\* percent of total shipments of domestically produced cement to customers located in southern California came from producers located outside southern California, and that about \*\*\* percent of total shipments of domestically produced cement to customers located in northern California came from producers located outside northern California. All imports of cement from Australia have been entered through the port of Los Angeles, but imports from Japan have been entered through ports in both northern and southern California. Sales of imported cement from both countries were reported in Nevada.



the California-Nevada region with those of the Commission are shown in the following tabulation:

<u>Period</u>	<u>Shipments within the region 1/</u> (1,000 short tons)	<u>Consumption 2/</u> (1,000 short tons)	<u>Shipments within the region as a share of consumption</u> (percent)
1980-----	8,361	8,803	95.0
1981-----	7,600	7,842	96.9
1982-----	6,270	6,436	97.4
January-April--			
1982-----	1,792	1,842	97.3
1983-----	1,690	1,777	95.1

1/ Commission data.

2/ Bureau of Mines data.

These data indicate that 5 percent or less of total consumption in the California-Nevada region is supplied by shipments from producers or importers located outside the region.

#### Factors affecting demand

Virtually all cement is used in the manufacture of concrete, one of the essential building materials for most types of construction. Thus, the demand for cement is highly dependent on general construction activity.

One indicator of construction activity is the number of construction permits authorized. Table 1 presents data on such authorizations by States and by types of permits, for 1980-82, January-April 1982, and January-April 1983.

These statistics show that authorizations of residential permits in the United States declined by 17 percent from 1980 to 1982, but then increased by 74 percent in January-April 1983 relative to those authorized in January-April 1982. Authorizations of nonresidential permits followed a different trend. The dollar volume of these authorizations, as adjusted for inflation, increased by 2 percent from 1980 to in 1981, and then declined by 12 percent in 1982. Authorizations of nonresidential permits continued to decline, by 5 percent, in January-April 1983 relative to those in January-April 1982.

For the California-Nevada region, the figures indicate a sharper decline in construction activity in 1980-82. Authorizations for residential housing declined by 40 percent from 1980 to 1982, but then increased by 96 percent in January-April 1983 relative to authorizations in January-April 1982. Nonresidential authorizations in California and Nevada increased in real dollar terms by 4 percent from 1980 to 1981, but then declined by 15 percent in 1982. Nonresidential authorizations declined by an additional 5 percent in January-April 1983 relative to those reported in January-April 1982.

Table 1.--Construction permits authorized, by States and by types,  
1980-82, January-April 1982, and January-April 1983

Item	1980	1981	1982	January-April	
				1982	1983
Residential:					
California-----units--:	144,796	104,927	85,704	20,425	40,440
Nevada-----do-----:	11,993	10,622	8,319	2,850	5,268
Subtotal-----do-----:	156,789	115,549	94,023	23,275	45,708
Total, United States :					
units--:	1,207,174	997,697	1,006,768	260,169	453,771
Nonresidential: <u>1/</u>					
California-					
million dollars--:	6,117	6,486	5,645	1,828	1,740
Nevada-----do-----:	450	350	194	81	70
Subtotal-----do-----:	6,567	6,836	5,839	1,909	1,810
Total, United States :					
million dollars--:	40,891	41,505	36,654	11,075	10,501

1/ Nominal values are adjusted by the implicit price deflator for structures, with 1979 the base year.

Source: Compiled from statistics of the U.S. Department of Commerce, Bureau of the Census.

#### Apparent consumption

Because it is so dependent on construction activity, demand for cement has tended to be very cyclical. Apparent consumption, based on official statistics of the Bureau of Mines is presented in the following tabulation (in thousands of short tons): 1/

<u>Period</u>	<u>California and Nevada</u>	<u>Total United States <u>1/</u></u>
1980-----	8,803	75,763
1981-----	7,842	71,308
1982-----	6,436	64,035
January-April--		
1982-----	1,842	16,223
1983-----	1,777	17,044

1/ Includes the 50 States, the District of Columbia, and Puerto Rico.

1/ According to an official of the Bureau of the Mines, these data may be somewhat understated in that they may not include all imports.

Consumption of portland cement in the California-Nevada region declined by 27 percent from 1980 to 1982, and then declined by an additional 4 percent in January-April 1983 relative to that reported for the corresponding period of 1982. Total U.S. consumption declined by 15 percent from 1980 to 1982, but then increased in January-April 1983 by 5 percent compared with that reported for the corresponding period of 1982.

#### U.S. Producers

In 1982, 49 companies and one State agency together operated 151 cement-producing plants in 40 States and Puerto Rico (fig. 2). The principal producing States are Texas (19 plants), Pennsylvania (15 plants), California (12 plants), and Missouri (5 plants). U.S. plants had an estimated annual grinding capacity in 1982 of 104 million short tons. About 30 percent of all U.S. capacity is owned by firms based in Canada, France, Italy, Sweden, Switzerland, and West Germany.

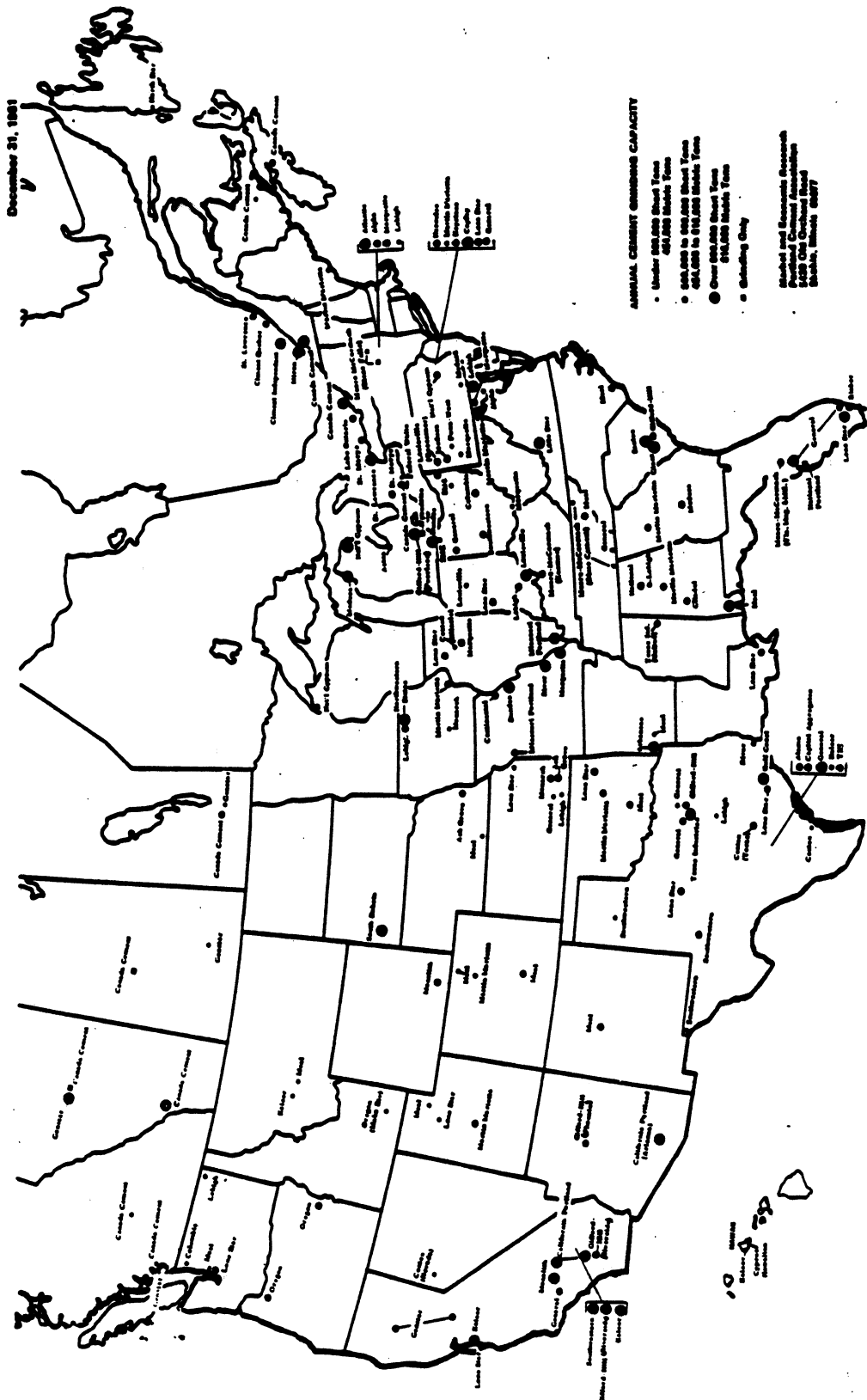
Within the California-Nevada region there are 9 firms operating a total of 13 plants (fig. 3). In California there are 8 companies together operating 12 plants, and Nevada has one firm operating one plant. The names of the California-Nevada producers and the locations of their plants 1/ are as follows:

<u>Parent company</u>	<u>Production Facilities</u>
California Portland Cement Co-----	Colton, Calif. Mojave, Calif.
Centex Corp. (Nevada Cement)-----	Fernley, Nev.
General Portland, Inc-----	Lebec/Los Robles, Calif.
Genstar Cement and Lime Co-----	San Andreas, Calif. Redding, Calif.
Kaiser Cement Corp-----	Permanente, Calif. Lucerne Valley, Calif.
Lone Star Industries, Inc-----	Davenport/Santa Cruz, Calif.
Monolith Portland Cement Co-----	Monolith, Calif.
Gifford-Hill Cement Co. (Gifford-Hill Co., Inc.).	Crestmore/Riverside, Calif. Oro Grande, Calif.
Southwestern Portland Cement Co---	Victorville, Calif.

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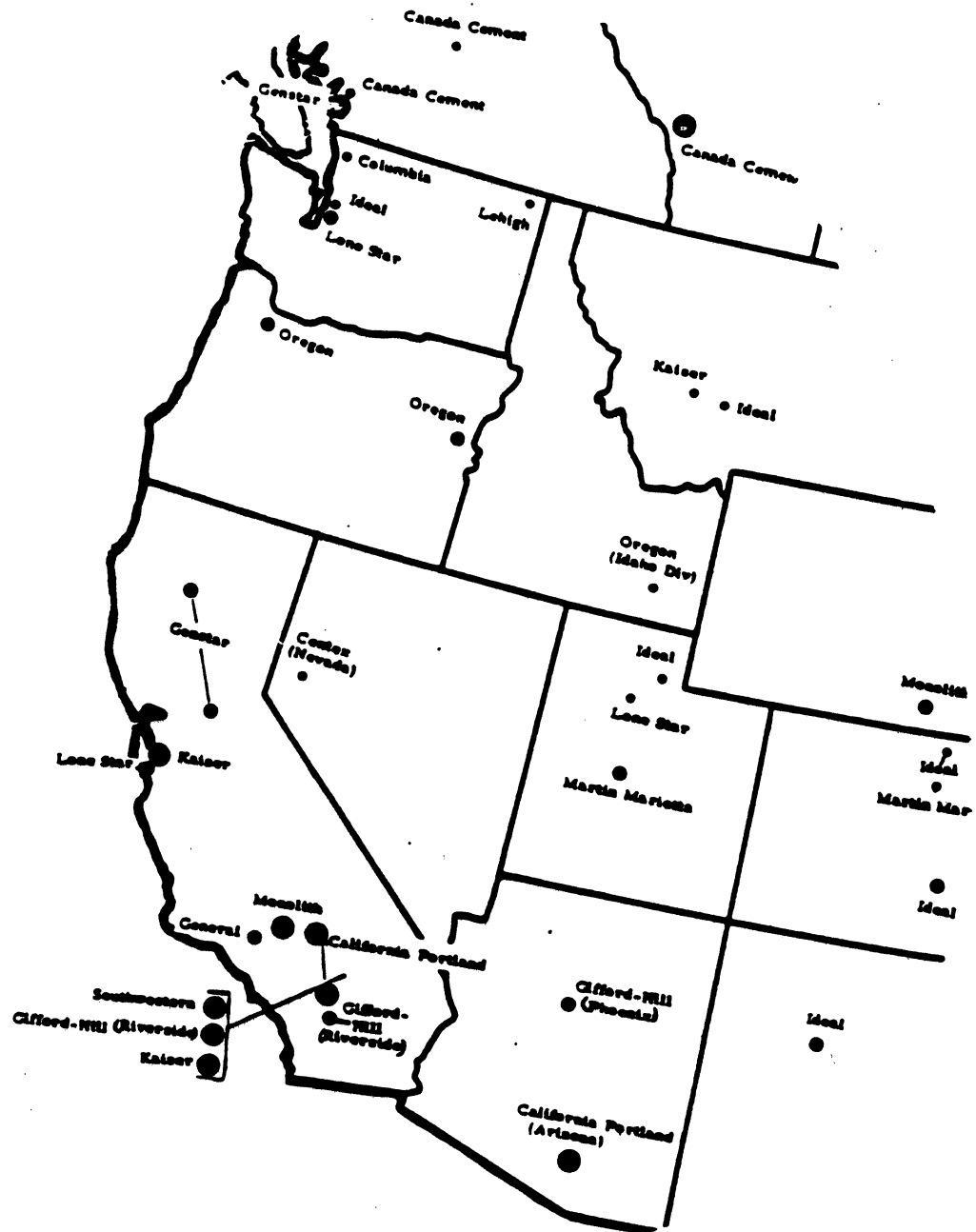
1/ As reported by the U.S. Bureau of Mines.

Figure 2.--U.S. and Canadian portland cement plant locations



Source: Portland Cement Association.

Figure 3.--Location of cement plants in California and Nevada



Source: Portland Cement Association.

### U.S. Importers

There are six firms that are known to have imported cement into the California-Nevada region during the period under consideration. Two of the firms, \*\*\* and \*\*\*, are domestic cement producers. \*\*\* and \*\*\* imported cement from various sources, including Japan, <sup>1/</sup> during 1979-81 \*\*\*. All of the remaining importers, Melwire Trading Co., Inc. (Melwire), Stinnes Enterprises Co., Inc. (Stinnes), and Pacific Coast Cement Corp. (Pacific Coast Cement), imported cement through their own, recently constructed, import terminals.

In order to import cement in bulk, a storage terminal is necessary. Melwire imports through a storage terminal which the firm converted from a warehouse by work done to the interior and the addition of appropriate equipment for unloading cement from the ships and loading the stored cement onto trucks and, infrequently, onto rail cars. The terminal is located in San Diego, Calif. It was opened in 1979 and has an estimated annual through-put capacity of \*\*\* short tons of cement. Melwire began importing \*\*\*.

Stinnes \*\*\* an import terminal in Stockton. The firm leased the facility from the Stockton Port Authority. It was opened in the spring of 1981 and has an estimated annual through-put capacity of \*\*\* tons. However, according to counsel for Stinnes, the company closed its cement operations at the terminal as of December 31, 1982, primarily because of a legal disagreement with the port authority about the terminal facilities. <sup>2/</sup> Stinnes marketed its cement in the California-Nevada market through its wholly owned subsidiary, Delta Cement. As of December 31, 1982, Delta Cement had sold all the cement remaining in its silos and began liquidation of its business. This firm imported from Nihon of Japan.

Pacific Coast worked closely with the port authority in Long Beach, Calif., in the construction of its import terminal. The terminal began operations in the fall of 1981 and has an annual through-put capacity of about \*\*\* short tons. Pacific Coast has been the only importer of Australian cement.

### Foreign Producers

The major foreign producing countries of cement are the U.S.S.R., Japan, China, and West Germany. World cement production during 1980-82, as reported by the U.S. Bureau of Mines, increased from 975 million short tons in 1980 to an estimated 983 million short tons in 1982, as shown in the following tabulation (in millions of short tons):

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<sup>1/</sup> See the section of this report on U.S. imports.

<sup>2/</sup> See memorandum to the record on trip report to Stockton, Calif.

Countries	1980	1981	1982
U.S.S.R-----	138	140	137
Japan-----	97	94	73
United States-----	77	74	65
China-----	88	93	104
West Germany-----	39	36	36
Spain-----	31	32	32
France-----	32	31	29
Brazil-----	30	31	28
Poland-----	20	16	18
India-----	20	23	25
Australia-----	6	6	6
All other-----	397	403	430
Total-----	975	<u>1/</u> 979	<u>1/</u> 983

1/ Estimated.

Japan is the second largest cement producer in the world, with 24 manufacturers together operating about 60 plants. The industry is modern, highly efficient, and uses the latest technology. Japan ranked first in labor productivity of cement production in the world in 1980. That year the industry's annual output per worker was 7,945 tons; annual output per worker in the United States was 2,616 tons. 1/

Total Japanese cement production declined from 97 million short tons in 1980 to an estimated 73 million short tons in 1982. Five companies together accounted for over 55 percent of total Japanese cement sales. The three Japanese cement companies which are believed to have exported portland hydraulic cement to the United States since 1980 are Nihon, Sumitomo, and Onoda Cement Co. (Onoda). Nihon sold through Stinnes in Stockton, Calif., and Sumitomo sold through Melwire in San Diego, Calif. Onoda supplied cement to \*\*\* through its trading company, \*\*\*.

Nihon is the second largest cement producer in Japan, with five facilities. Nihon's annual production capacity is \*\*\* million short tons, and its production in 1982 was \*\*\* million tons. Nihon exports its cement through the Japanese trading company Marubeni Corp. Sumitomo is the fifth largest Japanese cement producer and has eight plants with a combined annual capacity of \*\*\* million short tons. Its total production was over \*\*\* million short tons in 1982. Sumitomo Shoji Group, a trading company, handles Sumitomo's cement exports. Onoda is the third or fourth largest Japanese cement producer. It terminated its shipments to the United States in 1981.

1/ The Japan Economic Journal, 1981 Industrial Review of Japan, p. 127. The productivity figures presented in the 1981 Industrial Review of Japan may be based on definitions of employment that differ from country to country.

The Australian cement industry is very small when compared with that of other nations. It is composed of 9 producers together operating 18 plants. The production capacity of the Australian industry in 1982 was 8.3 million tons for clinker and 7.6 million tons for cement; cement production in 1982 was 6.1 million tons, representing an increase of 6 percent over the 5.7 million tons produced in 1981. Estimated cement consumption in Australia in 1982 was 5.9 million tons, representing an increase of 4 percent over consumption of 5.7 million tons in 1981. Australia exported approximately 290,000 tons of cement in 1982, representing an increase of 17 percent over the 247,000 tons exported in 1981.

The Australian company exporting to the United States is Adelaide Brighton. It currently has two production facilities located in South Australia with a combined annual cement clinker production capacity of \*\*\* million tons. Because it exports clinker, Adelaide Brighton's cement milling capacity is substantially lower, at \*\*\* tons. Adelaide Brighton is the most significant Australian exporter, accounting for \*\*\* of the 290,000 tons of cement and clinker exported in 1982.

#### Consideration of Material Injury to an Industry in the United States

##### U.S. production, capacity, and capacity utilization

The Bureau of Mines publishes data on the U.S. cement industry by specific States or regions and for the total United States. These data are available for California, but not for Nevada. Bureau of Mines data on production, capacity, and capacity utilization for California and for the total United States are presented in table 2. These data indicate that production of portland hydraulic cement in California declined annually, from 8.8 million short tons in 1980 to 6.5 million short tons in 1982, or by 26 percent. Production for the total United States declined from 73.7 million short tons in 1980 to 61.1 million short tons in 1982, or by 17 percent. Production in California accounted for 10 to 12 percent of total U.S. production during 1980-82.

Production and capacity data were also provided in Commission questionnaires by all eight producers located in California and the one producer located in Nevada. Table 3 presents a comparison of production data provided by California producers in response to Commission questionnaires with official statistics of the Bureau of Mines. As can be seen in table 2, data received from Commission questionnaires are approximately \*\*\* to \*\*\* percent of the Bureau of Mines statistics. Due to the closeness of the data from the questionnaires and from official Bureau of Mines statistics, as well as the fact that the Bureau of Mines does not publish separate data for Nevada, most of the information in this report on the California-Nevada region is from questionnaire responses. Information on the total U.S. cement industry is from Bureau of Mines data.



Table 2.--Portland hydraulic cement: U.S. production, capacity, and capacity utilization for California and the total United States, 1980-82

Item	1980	1981	1982
California:			
Production			
1,000 short tons--:	8,849	7,878	6,507
Capacity-----do----	11,387	11,787	11,971
Capacity utilization			
percent--:	77.7	66.8	54.4
United States:			
Production			
1,000 short tons--:	73,657	70,153	61,071
Capacity-----do----	106,902	105,201	104,042
Capacity utilization			
percent--:	68.9	66.7	58.7

Source: Compiled from data obtained from the U.S. Bureau of Mines.

Table 3.--Portland hydraulic cement: Production in California, 1980-82

Item	1980	1981	1982
Respondents--1,000 short tons--:	***	***	***
Bureau of Mines-----do----	8,849	7,878	6,507
Ratio of respondents' data to			
official statistics			
percent--:	***	***	***

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission and from official statistics of the Bureau of Mines.

Production reported by cement producers located in the California-Nevada region totaled 8.8 million short tons in 1980 (table 4). It declined annually to 6.6 million short tons in 1982, or by 25 percent. In January-April 1983, however, production totaled 1.9 million short tons, or 4 percent more than production in the corresponding period of 1982. Within the two-State region, production \*\*\*.

The percentage of production accounted for by each producer in the California-Nevada region remained relatively stable in 1980 and 1981. In 1982, however, there were some minor changes, with \*\*\* and \*\*\* increasing their shares of regional production by 3.7 and 2.3 percentage points, respectively. In January-April 1983, \*\*\*'s share of regional production declined, but \*\*\*'s continued to increase, to 31.4 percent. \*\*\* also regained some of the share of regional production which it had lost in 1982.

Table 4.--Portland hydraulic cement: Regional U.S. production, by States and by responding firms, 1980-82, January-April 1982, and January-April 1983

State and firm	1980	1981	1982	January-April--	
				1982	1983
Quantity (short tons)					
California:					
California Portland----	***	***	***	***	***
General Portland-----	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Subtotal-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Total-----	8,832,365	8,009,192	6,597,628	1,812,441	1,887,293
Percent of total					
California:					
California Portland----	***	***	***	***	***
General Portland-----	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Subtotal-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Total-----	100.0	100.0	100.0	100.0	100.0

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Note.--Because of rounding, figures may not add to the totals shown.

U.S. producers' capacity (finished grinding capacity) to produce portland hydraulic cement, as reported by the Bureau of Mines, increased annually in California, from 11.4 million short tons in 1980 to 12.0 million short tons in 1982, or by 5.1 percent. In contrast, the capacity of U.S. producers in the entire United States declined from 106.9 million short tons in 1980 to 104.0 million short tons in 1982, or by 2.7 percent. California producers' capacity accounted for 10.7 percent of total U.S. capacity in 1980, 11.2 percent in 1981, and 11.5 percent in 1982.

Finished grinding capacity reported to the Commission for those producers located in California and Nevada increased throughout the period under consideration. Capacity increased by 9.6 percent from 1980 through 1982, and then increased by an additional 3.1 percent in January-April 1983 compared with capacity in January-April 1982 (table 5). This increased capacity was \*\*\*.

In the last few years, several cement producers in California have both modernized and expanded their facilities. Much of the modernization was aimed at making the cement facilities more energy efficient by converting from the wet process to the dry process of producing clinker, and conversion to coal as a primary fuel source. The modernization, along with other expansions, had the effect of increasing the capacity in California by more than 9 percent over the 3-year period. Those cement producers that modernized and expanded their cement-producing operations in California are as follows.

\* \* \* \* \*

The Bureau of Mines Minerals Yearbook on cement reported that expansion and modernization plans were underway at Monolith Portland Cement Co., which were scheduled for completion in 1982. However, Monolith reported in its questionnaire response that \*\*\*.

As a result of the declining production and increasing capacity, capacity utilization in California and Nevada has declined substantially throughout the period. The ratio of production to capacity in the California-Nevada region was 77.8 in 1980. This dropped to 69.0 in 1981 and then to 53.2 in 1982. An increase is shown in January-April 1983, to 44.4 percent, compared with 43.9 percent in January-April 1982.

Bureau of Mines data indicate that capacity utilization in California followed a trend similar to that derived from Commission questionnaire responses, declining from 77.7 percent in 1980 to 66.8 percent in 1981 and 54.4 percent in 1982. The capacity utilization trend shown by the Bureau of Mines for the total United States indicates a similarly declining trend, although the drop was not as sharp. Capacity utilization for the total United States was 68.9 percent in 1980, 66.7 percent in 1981, and 58.7 percent in 1982.

Table 5.--Portland hydraulic cement: Regional U.S. production and capacity, by States and by responding firms, 1980-82, January-April 1982, and January-April 1983

State and firm	1980	1981	1982	January-April--	
				1982	1983
Production (short tons)					
California:					
Calif. Portland---	***	***	***	***	***
General Portland--	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Subtotal-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Total-----	8,832,365	8,009,192	6,597,628	1,812,441	1,887,293
Capacity (short tons)					
California:					
Calif. Portland---	***	***	***	***	***
General Portland--	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Subtotal-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Total-----	11,347,000	11,608,000	12,400,000	4,131,300	4,254,300
Capacity utilization (percent)					
California:					
Calif. Portland---	***	***	***	***	***
General Portland--	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Average-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Average, California and Nevada----	77.8	69.0	53.2	43.9	44.4

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Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Note.--Because of rounding, figures may not add to the totals shown.

U.S. producers' commercial shipments

The available data on U.S. producers' domestic shipments of portland hydraulic cement are summarized in table 6 and presented in detail in table 7. These data show that domestic shipments of producers located in the California-Nevada region declined from 1980 to 1982, but increased slightly in January-April 1983. The quantity of these producers' shipments declined by 24.5 percent from 1980 to 1982, but then increased by 1.7 percent in January-April 1983 compared with shipments in January-April 1982.

The data for the nation as a whole demonstrated a similarly declining trend from 1980 through 1982, although the drop was not as sharp as that exhibited by the producers located in the California-Nevada region. All U.S. producers' domestic shipments declined by 14 percent from 1980 to 1982, and then declined by an additional 13 percent in January-April 1983 relative to those for the corresponding period of 1982.

Table 6.--Portland hydraulic cement: U.S. producers' domestic shipments, by areas, 1980-82, January-April 1982, and January-April 1983

Item	1980	1981	1982	January-April--	
				1982	1983
California and Nevada:					
Quantity					
1,000 short tons--:	8,650	7,960	6,534	1,823	1,854
Value--1,000 dollars--:	529,896	523,120	395,339	115,281	106,227
Unit value---per ton--:	\$61.26	\$65.71	\$60.50	\$63.24	\$57.30
Total United States:					
Quantity					
1,000 short tons--:	80,381	73,095	69,423	46,723	40,754
Value--1,000 dollars--:	3,721,633	3,716,020	3,621,020	<u>1/</u>	<u>1/</u>
Unit value---per ton--:	\$46.30	\$50.84	\$52.16	-	-

1/ Not available.

Source: Data for California and Nevada, compiled from data submitted in response to questionnaires of the U.S. International Trade Commission; data for total United States, compiled from data obtained from the U.S. Bureau of Mines.

Table 7.--Portland hydraulic cement: U.S. producers' domestic shipments, by States and by responding firms, 1980-82, January-April 1982, and January-April 1983

State and firm	1980	1981	1982	January-April--	
				1982	1983
Quantity (short tons)					
California:					
California Portland----	***	***	***	***	***
General Portland-----	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Subtotal-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Total-----	8,650,299	7,960,564	6,534,099	1,823,249	1,854,408
Value (1,000 dollars)					
California:					
California Portland----	***	***	***	***	***
General Portland-----	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Subtotal-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Total-----	529,896	523,120	395,339	115,281	106,227
Unit value (per short ton)					
California:					
California Portland----	***	***	***	***	***
General Portland-----	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Average-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Average, California and Nevada-----	61.3	65.7	60.5	63.2	57.3

Table 7.--Portland hydraulic cement: U.S. producers' domestic shipments, by States and by responding firms, 1980-82, January-April 1982, and January-April 1983--Continued

State and firm	1980	1981	1982	January-April--	
				1982	1983
Percent of total quantity					
California:					
California Portland----	***	***	***	***	***
General Portland-----	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Subtotal-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Total-----	100.0	100.0	100.0	100.0	100.0

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Note.--Because of rounding, figures may not add to totals shown.

The value of U.S. producers' domestic shipments in the California-Nevada region declined steadily throughout the period. The value did not decline at the same rate as quantity, however. Thus, the unit value of shipments increased from \$61.26 per ton in 1980 to \$65.71 in 1981, and then dropped to \$60.50 per ton in 1982. The unit value dropped sharply in January-April 1983 to \$57.30 per ton, compared with \$63.24 per ton in January-April 1982. The unit values of domestic shipments in the California-Nevada region were consistently higher than the unit value of shipments in the total United States. The difference in unit value narrowed, however, from \$14.96 per short ton in 1980 to \$8.34 per short ton in 1982.

Individual company data show little change in the relative shares of the domestic shipments among producers in the region during the period. However, as with share of production, \*\*\* increased its share of the market throughout the period.

Regional shipments.--Domestic producers were asked to provide information on their shipments to customers in California and Nevada, as well as their shipments by various distances from the production facility. Table 8 provides information on the quantity of cement which was shipped within the region and its share of total domestic shipments.

Table 8.--Portland hydraulic cement: U.S. producers' domestic shipments, total and to California and Nevada, 1980-82, January-April 1982, and January-April 1983

Item	1980	1981	1982	January-April--	
				1982	1983
Shipments to--					
California					
1,000 short tons--	7,526	6,837	5,655	1,568	1,530
Nevada-----do----	550	517	370	123	104
Subtotal-----do----	8,076	7,354	6,025	1,691	1,634
Total-----do----	8,650	7,931	6,534	1,822	1,854
Share of shipments to					
California and Nevada					
percent--	93.4	92.7	92.2	92.8	88.1

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

As the data in table 8 indicate, a declining percentage of the shipments of the California and Nevada producers stayed within those two States. The percentage dropped from 93.4 percent in 1980 to 88.1 percent in January-April, 1983. This is probably due to the general decline in demand over that time period, which may have prompted producers to attempt to sell outside their normal marketing area.

Table 9 provides data on domestic shipments by distance shipped from the plant. As these data indicate, approximately 83 to 86 percent of domestic shipments by producers in California were made to customers located within 200 miles of the producing facility, and 91 to 94 percent of such shipments were made to customers located within 300 miles of the plant.

Exports--U.S. producers' exports have been insignificant throughout the period under consideration, and were reported by only one producer in the California-Nevada region. \*\*\* reported exports of \*\*\* short tons in 1980, \*\*\* short tons in 1981, and \*\*\* short tons in 1982. In each year, exports accounted for less than \*\*\* percent of total shipments of producers located in the California-Nevada region.

#### U.S. producers' inventories

Data on U.S. producers' inventories are available only from those producers responding to the Commission's questionnaire (table 10). These data show inventories increasing over the period, both in terms of absolute quantity and relative to shipments. The quantity of end-of-period inventories of portland hydraulic cement held in the California-Nevada region as of December 31 increased by 20 percent from 1980 to 1982. The quantity of cement held in inventory as of April 30 also increased, by 25 percent, from 1982 A-24 1983. As a ratio to U.S. producers' total shipments for the preceding period,



Table 9.--Portland hydraulic cement: California-Nevada producers' domestic shipments by distances shipped, 1980-82, January-April 1982, and January-April 1983

Miles shipped	1980	1981	1982	January-April--	
				1982	1983
Quantity (short tons)					
0 to 99-----	3,225	3,037	2,485	663	731
100 to 199-----	4,237	3,741	3,006	895	853
200 to 299-----	531	551	520	145	134
300 to 399-----	106	130	120	28	35
400 to 499-----	382	293	282	66	48
Over 500-----	169	179	121	26	53
Total-----	8,650	7,931	6,534	1,823	1,854
Percent of total					
0 to 99-----	37.3	38.3	38.0	36.4	39.4
100 to 199-----	49.0	47.2	46.0	49.1	46.0
200 to 299-----	6.1	6.9	8.0	8.0	7.2
300 to 399-----	1.2	1.6	1.8	1.5	1.9
400 to 499-----	4.4	3.7	4.3	3.6	2.6
500 and over-----	2.0	2.3	1.8	1.4	2.9
Total-----	100.0	100.0	100.0	100.0	100.0

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

year-end inventories in the California-Nevada region increased from 5.7 percent in 1980 to 9.1 percent in 1982. The ratio of inventories held as of April 30 to annualized shipments increased from 7.6 percent in 1982 to 11.1 percent in 1983.

#### U.S. employment, productivity, and wages

The employment of production and related workers producing portland hydraulic cement declined steadily during the period of investigation (table 11). There were 3,105 production and related workers producing portland hydraulic cement in 1980. By 1982, this number had declined by 14.2 percent to 2,664 workers. The number of production and related workers continued to drop in January-April 1983, to 1,915 from the 2,715 employed in January-April 1982, or by 29.5 percent.

The hours worked by these production and related workers declined steadily throughout the period as well, from 5.3 million hours in 1980 to 4.0 million hours in 1982, or by 23.3 percent. The number of hours worked further declined, from 1.4 million hours in January-April 1982 to 1.2 million hours in January-April 1983, or by 11.4 percent.

Table 10.--Portland hydraulic cement: U.S. producers' inventories held as of Dec. 31 of 1980-82, Apr. 30, 1982, and Apr. 30, 1983, by States and by firms

State and firm	1980	1981	1982	January-April--	
				1982	1983
Quantity (short tons)					
California:					
California Portland----	***	***	***	***	***
General Portland-----	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Subtotal-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Total-----	496,155	519,914	593,490	493,632	617,186
Ratio of inventories to shipments (percent) <u>1/</u>					
California:					
California Portland----	***	***	***	***	***
General Portland-----	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Average-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Average, all firms---	5.7	6.5	9.1	7.6	11.1

1/ The ratios of inventories to shipments for the partial-year periods have been annualized.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

The productivity of the production and related workers varied significantly from producer to producer in the California-Nevada region. Full-year productivity of the workers in the area ranged from a high of 1.84 tons per hour for \*\*\* in 1980 to a low of 0.88 tons per hour for \*\*\* in 1981. Overall, the productivity of production and related workers, with productivity measured by tons produced per hour, declined from 1.39 in 1980 to 1.36 in 1982. In January-April 1983, productivity increased to 1.34 tons per hour, compared with 1.08 tons per hour in January-April 1982.

All of the producers reported that their employees were represented by a A-26 union. Most were represented by the United Cement, Lime, Gypsum & Allied Workers International Union, although several other unions were mentioned as well.

Table 11.--Average number of employees, total and production and related workers employed in U.S. establishments producing portland hydraulic cement, and hours worked by, productivity of, hourly wages paid to, total compensation 1/ earned by, and average hourly compensation of production and related workers producing portland hydraulic cement, by States and by firms, 1980-82, January-April 1982, and January-April 1983

State and firm	1980	1981	1982	January-April--	
				1982	1983
Average number of total employees					
California:					
California Portland----	***	***	***	***	***
General Portland-----	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Subtotal-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Total-----	3,652	3,553	3,327	3,206	2,323
Average number of production and related workers producing portland hydraulic cement					
California:					
California Portland----	***	***	***	***	***
General Portland-----	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Subtotal-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Total-----	3,105	3,081	2,664	2,715	1,915

See footnotes at end of table.

Table 11.--Average number of employees, total and production and related workers employed in U.S. establishments producing portland hydraulic cement, and hours worked by, productivity of, hourly wages paid to, total compensation 1/ earned by, and average hourly compensation of production and related workers producing portland hydraulic cement, by States and by firms, 1980-82, January-April 1982, and January-April 1983--Continued

State and firm	1980	1981	1982	January-April--	
				1982	1983
: Hours worked by production and related workers					
: producing portland hydraulic cement (1,000 hours)					
California:					
California Portland----	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>
General Portland-----	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Subtotal-----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Total-----	5,262	4,919	4,036	1,354	1,200
: Productivity of production and related workers					
: producing portland hydraulic cement (tons per hour)					
California:					
California Portland----	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>
General Portland-----	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Average <u>3/</u> -----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Average, California					
and Nevada <u>3/</u> -----	1.39	1.33	1.36	1.08	1.34

See footnotes at end of table.

Table 11.--Average number of employees, total and production and related workers employed in U.S. establishments producing portland hydraulic cement, and hours worked by, productivity of, hourly wages paid to, total compensation <sup>1/</sup> earned by, and average hourly compensation of production and related workers producing portland hydraulic cement, by States and by firms, 1980-82, January-April 1982, and January-April 1983--Continued

State and firm	1980		1981		1982		January-April--	
							1982	1983
:Hourly wages paid to production and related workers								
: producing portland hydraulic cement (1,000 dollars)								
California:								
California Portland----	2/		2/		2/		2/	2/
General Portland-----	***		***		***		***	***
Genstar-----	***		***		***		***	***
Gifford-Hill-----	***		***		***		***	***
Kaiser-----	***		***		***		***	***
Lone Star-----	***		***		***		***	***
Monolith-----	***		***		***		***	***
Southwestern-----	***		***		***		***	***
Subtotal-----	***		***		***		***	***
Nevada: Centex-----	***		***		***		***	***
Total-----	59,481		62,230		57,202		17,081	16,444
: Total compensation earned by production								
: and related workers producing portland								
: hydraulic cement (1,000 dollars)								
California:								
California Portland----	***		***		***		***	***
General Portland-----	***		***		***		***	***
Genstar-----	***		***		***		***	***
Gifford-Hill-----	***		***		***		***	***
Kaiser-----	***		***		***		***	***
Lone Star-----	***		***		***		***	***
Monolith-----	***		***		***		***	***
Southwestern-----	***		***		***		***	***
Subtotal-----	***		***		***		***	***
Nevada: Centex-----	***		***		***		***	***
Total-----	91,123		98,667		92,702		27,797	22,404

See footnotes at end of table.

Table 11.--Average number of employees, total and production and related workers employed in U.S. establishments producing portland hydraulic cement, and hours worked by, productivity of, hourly wages paid to, total compensation 1/ earned by, and average hourly compensation of production and related workers producing portland hydraulic cement, by States and by firms, 1980-82, January-April 1982, and January-April 1983--Continued

State and firm	1980	1981	1982	January-April--	
				1982	1983
Average hourly compensation of production and related workers producing portland hydraulic cement					
California:					
California Portland-----	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>
General Portland-----	***	***	***	***	***
Genstar-----	***	***	***	***	***
Gifford-Hill-----	***	***	***	***	***
Kaiser-----	***	***	***	***	***
Lone Star-----	***	***	***	***	***
Monolith-----	***	***	***	***	***
Southwestern-----	***	***	***	***	***
Average <u>4/</u> -----	***	***	***	***	***
Nevada: Centex-----	***	***	***	***	***
Average, California and Nevada <u>4/</u> -----	14.12	16.32	18.81	17.08	18.67

1/ Includes hourly wages and fringe benefits such as health insurance, contributions to retirement, bonuses, or any payment in kind paid by the firm.

2/ Not available.

3/ Based only on those producers providing data for both production and hours worked.

4/ Based only on those producers providing data for both total compensation and hours worked.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

#### Financial experience of California producers

Eight firms (California Portland, General Portland, Genstar, Kaiser, Lone Star, Monolith, Gifford-Hill, and Southwestern), accounting for 100 percent of total California production of portland hydraulic cement in 1982, furnished usable income-and-loss data relative to both their establishment operations and their operations on portland cement alone. In the aggregate, the eight firms reported diminishing sales and profits from both operations during 1980-82 and the interim period ended April 30, 1983.

Overall establishment operations.--Overall establishment net sales declined annually during 1980-82, from \*\*\* million in 1980 to \*\*\* million in 1982 (table 12). Net sales totaled \*\*\* million during the interim period

Table 12.--Income-and-loss experience of 8 California producers on the overall operation of their establishments producing portland hydraulic cement, 1980-82, interim 1982, and interim 1983

Item	1980	1981	1982	Interim period ending April 30-- 1/	
				1982	1983
Net sales					
1,000 dollars--	***	***	***	***	***
Cost of goods sold:					
Raw materials					
1,000 dollars--	***	***	***	***	***
Energy-----do----	***	***	***	***	***
Direct labor-----do----	***	***	***	***	***
Other factory costs					
1,000 dollars--	***	***	***	***	***
Total-----do----	***	***	***	***	***
Gross income or (loss)					
1,000 dollars--	***	***	***	***	***
General, selling, and administrative ex- penses--1,000 dollars--	***	***	***	***	***
Operating income or (loss)--1,000 dollars--	***	***	***	***	***
Other income or (expense):					
Interest expense					
1,000 dollars--	***	***	***	***	***
Other income or (ex- pense), net					
1,000 dollars--	***	***	***	***	***
Total-----do----	***	***	***	***	***
Net income or (loss) before income taxes					
1,000 dollars--	***	***	***	***	***
Depreciation and amorti- zation expense					
1,000 dollars--	***	***	***	***	***
Cash flow from operations:					
1,000 dollars--	***	***	***	***	***
Ratio to net sales of--					
Gross income or (loss) percent--	***	***	***	***	***
Operating income or (loss)-----percent--	***	***	***	***	***
Net income or (loss) before taxes percent--	***	***	***	***	***
Cost of goods sold percent--	***	***	***	***	***
General, selling, and administrative expenses----percent--	***	***	***	***	***
Number of firms reporting operating losses-----	***	***	***	***	***
Number of firms reporting net losses---	***	***	***	***	***
Ratio of portland cement sales to total establishment sales percent--	***	***	***	***	***

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1/ Data are for 7 firms.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

ended April 30, 1983, compared with \*\*\* million for the corresponding period of 1982. Portland hydraulic cement accounted for about \*\*\* percent of total establishment sales during 1980-82 and the interim period ended April 30, 1983. Operating income followed the same trend as net sales--declining annually from an operating income of \*\*\* million, or \*\*\* percent of net sales, in 1980 to an operating loss of \*\*\* million, or \*\*\* percent of net sales, in 1982. The reporting firms together reported an operating loss of \*\*\* million, or \*\*\* percent of net sales, for the interim period ended April 30, 1983, compared with an operating loss of \*\*\* million, or \*\*\* percent of net sales, for the corresponding period of 1982.

Portland hydraulic cement.--Net sales of portland hydraulic cement also declined annually during 1980-82, from \*\*\* million to \*\*\* million, or by \*\*\* percent (table 13). Net sales totaled \*\*\* million during interim 1983, down \*\*\* percent from the \*\*\* million in net sales reported for the corresponding period of 1982.

In the aggregate, the eight reporting firms' portland hydraulic cement operations were profitable in 1980 and 1981, and unprofitable in 1982 and interim 1983. Operating income fell from \*\*\* million, or \*\*\* percent of net sales, in 1980 to \*\*\* million, or \*\*\* percent of net sales, in 1981. In 1982, the eight firms sustained an aggregate operating loss of \*\*\* million, or \*\*\* percent of net sales. During interim 1983, reporting firms sustained an operating loss of \*\*\* million, or \*\*\* percent of net sales, compared with an operating loss of \*\*\* million, or \*\*\* percent of net sales, in the corresponding period of 1982. Net income or loss before income taxes followed the same trend as operating income or loss.

Cash flow generated from portland hydraulic cement operations declined annually during 1980-82, from \*\*\* in 1980 to \*\*\* in 1982. The reporting firms together reported cash flows of \*\*\* and \*\*\* during interim 1982 and 1983, respectively.

\*\*\* sustained an operating loss in 1981, and \*\*\* sustained both an operating loss and net loss in that year. \*\*\* firms sustained operating losses in 1982, and \*\*\* firms sustained both operating and net losses during interim 1983 (compared with \*\*\* firms sustaining such losses during interim 1982).

As a share of net sales, the reporting firms' cost of goods sold rose annually, from \*\*\* percent in 1980 to \*\*\* percent during interim 1983. In absolute figures, such costs rose from \*\*\* million in 1980 to \*\*\* million in 1981, and then fell to \*\*\* million in 1982. Such costs totaled \*\*\* million and \*\*\* million, respectively, for interim 1982 and interim 1983. As shown in table 13, the costs of energy and other factory costs accounted for a large share of the total cost of goods sold; raw materials and direct labor accounted for a lesser amount. General, selling, and administrative expenses rose from \*\*\* million in 1980 to \*\*\* million in both 1981 and 1982. Such expenses totaled \*\*\* million during interim 1983, compared with \*\*\* million in interim 1982. Stated as a share of net sales, general, selling, and administrative expenses rose from \*\*\* percent in 1980 to \*\*\* percent in 1982, and then declined to \*\*\* percent during interim 1983, compared with \*\*\* percent for the corresponding period of 1982.



Table 13.--Income-and-loss experience of 8 California producers on their portland hydraulic cement operations, 1980-82, interim 1982, and interim 1983

Item	1980	1981	1982	Interim period ending April 30-- 1/	
				1982	1983
Net sales					
1,000 dollars--	***	***	***	***	***
Cost of goods sold:					
Raw materials					
1,000 dollars--	***	***	***	***	***
Energy-----do----	***	***	***	***	***
Direct labor-----do----	***	***	***	***	***
Other factory costs					
1,000 dollars--	***	***	***	***	***
Total-----do----	***	***	***	***	***
Gross income or (loss)					
1,000 dollars--	***	***	***	***	***
General, selling, and administrative ex- penses--1,000 dollars--	***	***	***	***	***
Operating income or (loss)--1,000 dollars--	***	***	***	***	***
Other income or (expense):					
Interest expense					
1,000 dollars--	***	***	***	***	***
Other income or (ex- pense), net					
1,000 dollars--	***	***	***	***	***
Total-----do----	***	***	***	***	***
Net income or (loss) before income taxes					
1,000 dollars--	***	***	***	***	***
Depreciation and amorti- zation expense					
1,000 dollars--	***	***	***	***	***
Cash flow from operations:					
1,000 dollars--	***	***	***	***	***
Ratio to net sales of--					
Gross income or (loss) percent--	***	***	***	***	***
Operating income or (loss)-----percent--	***	***	***	***	***
Net income or (loss) before taxes percent--	***	***	***	***	***
Cost of goods sold percent--	***	***	***	***	***
General, selling, and administrative expenses----percent--	***	***	***	***	***
Number of firms reporting operating losses-----	***	***	***	***	***
Number of firms reporting net losses---	***	***	***	***	***

1/ Data are for 7 firms.

A-33

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

The California portland hydraulic cement producers spend large sums of money annually keeping their facilities updated with modern equipment. As a result, interest expense rose annually, from \*\*\* million to \*\*\* million, during 1980-82. Interest expense totaled \*\*\* million during interim 1983, compared with \*\*\* million in the corresponding period of 1982. 1/

Income-and-loss data pertaining to the entire U.S. portland hydraulic cement industry are not available. However, income-and-loss data for 13 U.S. firms which accounted for about 43 percent of total U.S. sales of portland hydraulic cement in 1983, along with income-and-loss data for the California cement producers, are shown in the table 14. 2/

Table 14.--Income-and-loss data for 13 U.S. producers of portland hydraulic cement and the 8 California producers, 1980-82

Year	13 U.S. firms			8 California producers		
	Net sales	Operating income	Operating income margin	Net sales	Operating income or (loss)	Operating income or (loss) margin
	<u>Million dollars</u>	<u>Million dollars</u>	<u>Percent</u>	<u>Million dollars</u>	<u>Million dollars</u>	<u>Percent</u>
1980-----	2,994	396	13.2	***	***	***
1981-----	2,993	305	10.2	***	***	***
1982-----	2,646	134	5.1	***	***	***

Source: Data on the 13 U.S. producers compiled from Annual Reports to Stockholders and Moody's Industrial Surveys; data on the 8 California producers compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

As shown in table 14, the California industry was \*\*\* profitable than the U.S. industry in 1980 and \*\*\* profitable than the U.S. industry in 1981. However, the California producers \*\*\* in 1982, and the U.S. industry earned an operating income of \$134 million, or 5.1 percent of net sales.

Income-and-loss data on an individual company basis are shown in table 15. All nine of the reporting firms experienced a downward swing in sales and income during 1980-82. \*\*\* and \*\*\* were the only firms that reported a profit for 1982.

Income-and-loss data per ton of portland hydraulic cement sold are shown in table 16 for the California producers for 1980-82, interim 1982, and

1/ Commencing with the 1980 tax year, interest expense associated with the purchase or construction of new facilities has to be capitalized and then amortized over a number of years. \*\*\*.

2/ Including the overall U.S. portland hydraulic cement operations of the 8 California firms.

Table 15.--Income-and-loss experience of 8 California producers and 1 Nevada producer on their portland hydraulic cement operations, by firms, 1980-82, interim 1982, and interim 1983

Item	1980	1981	1982	Interim period ending April 30--	
				1982	1983
Net sales:					
California:					
California Portland					
1,000 dollars--:	***	***	***	<u>1/</u>	<u>1/</u>
General Portland					
1,000 dollars--:	***	***	***	***	***
Genstar-----do----	***	***	***	***	***
Gifford-Hill---do----	***	***	***	***	***
Kaiser-----do----	***	***	***	***	***
Lone Star-----do----	***	***	***	***	***
Monolith-----do----	***	***	***	***	***
Southwestern--do----	***	***	***	***	***
Subtotal-----do----	***	***	***	***	***
Nevada: Centex--do----	***	***	***	<u>2/</u>	<u>2/</u>
Total-----do----	549,016	542,332	421,851	92,727	87,918
Cost of goods sold:					
California:					
California Portland					
1,000 dollars--:	***	***	***	<u>1/</u>	<u>1/</u>
General Portland					
1,000 dollars--:	***	***	***	***	***
Genstar-----do----	***	***	***	***	***
Gifford-Hill---do----	***	***	***	***	***
Kaiser-----do----	***	***	***	***	***
Lone Star-----do----	***	***	***	***	***
Monolith-----do----	***	***	***	***	***
Southwestern--do----	***	***	***	***	***
Subtotal-----do----	***	***	***	***	***
Nevada: Centex--do----	***	***	***	<u>2/</u>	<u>2/</u>
Total-----do----	425,315	448,758	407,456	91,377	97,316
Gross income or (loss):					
California:					
California Portland					
1,000 dollars--:	***	***	***	<u>1/</u>	<u>1/</u>
General Portland					
1,000 dollars--:	***	***	***	***	***
Genstar-----do----	***	***	***	***	***
Gifford-Hill---do----	***	***	***	***	***
Kaiser-----do----	***	***	***	***	***
Lone Star-----do----	***	***	***	***	***
Monolith-----do----	***	***	***	***	***
Southwestern--do----	***	***	***	***	***
Subtotal-----do----	***	***	***	***	***
Nevada: Centex--do----	***	***	***	<u>2/</u>	<u>2/</u>
Total-----do----	123,701	93,574	14,395	1,350 <sub>A:35</sub>	(9,398)

See footnotes at end of table.

Table 15.--Income-and-loss experience of 8 California producers and 1 Nevada producer on their portland hydraulic cement operations, by firms, 1980-82, interim 1982, and interim 1983--Continued

Item	1980	1981	1982	Interim period ending April 30--	
				1982	1983
General, selling and administrative expenses:					
California:					
California Portland 1,000 dollars--:	***	***	***	<u>1/</u>	<u>1/</u>
General Portland 1,000 dollars--:	***	***	***	***	***
Genstar-----do----	***	***	***	***	***
Gifford-Hill---do----	***	***	***	***	***
Kaiser-----do----	***	***	***	***	***
Lone Star-----do----	***	***	***	***	***
Monolith-----do----	***	***	***	***	***
Southwestern---do----	***	***	***	***	***
Subtotal-----do----	***	***	***	***	***
Nevada: Centex--do----	***	***	***	<u>2/</u>	<u>2/</u>
Total-----do----	34,358	39,525	39,387	8,497	7,752
Operating income or (loss):					
California:					
California Portland 1,000 dollars--:	***	***	***	<u>1/</u>	<u>1/</u>
General Portland 1,000 dollars--:	***	***	***	***	***
Genstar-----do----	***	***	***	***	***
Gifford-Hill---do----	***	***	***	***	***
Kaiser-----do----	***	***	***	***	***
Lone Star-----do----	***	***	***	***	***
Monolith-----do----	***	***	***	***	***
Southwestern---do----	***	***	***	***	***
Subtotal-----do----	***	***	***	***	***
Nevada: Centex--do----	***	***	***	<u>2/</u>	<u>2/</u>
Total-----do----	89,343	54,049	(24,992)	(7,147)	(17,150)

See footnotes at end of table.

Table 15.--Income-and-loss experience of 8 California producers and 1 Nevada producer on their portland hydraulic cement operations, by firms, 1980-82, interim 1982, and interim 1983--Continued

Item	1980	1981	1982	Interim period ending April 30--	
				1982	1983
Interest expense:					
California:					
California Portland					
1,000 dollars--:	***	***	***	<u>1/</u>	<u>1/</u>
General Portland					
1,000 dollars--:	***	***	***	***	***
Genstar-----do----	***	***	***	***	***
Gifford-Hill---do----	***	***	***	***	***
Kaiser-----do----	***	***	***	***	***
Lone Star-----do----	***	***	***	***	***
Monolith-----do----	***	***	***	***	***
Southwestern--do----	***	***	***	***	***
Subtotal-----do----	***	***	***	***	***
Nevada: Centex--do----	***	***	***	<u>2/</u>	<u>2/</u>
Total-----do----	3,391	12,585	22,089	3,729	2,931
Other income or (ex-					
pense), net:					
California:					
California Portland					
1,000 dollars--:	***	***	***	<u>1/</u>	<u>1/</u>
General Portland					
1,000 dollars--:	***	***	***	***	***
Genstar-----do----	***	***	***	***	***
Gifford-Hill---do----	***	***	***	***	***
Kaiser-----do----	***	***	***	***	***
Lone Star-----do----	***	***	***	***	***
Monolith-----do----	***	***	***	***	***
Southwestern--do----	***	***	***	***	***
Subtotal-----do----	***	***	***	***	***
Nevada: Centex--do----	***	***	***	<u>2/</u>	<u>2/</u>
Total-----do----	9,823	10,681	5,219	27	(281)

See footnotes at end of table.

Table 15.--Income-and-loss experience of 8 California producers and 1 Nevada producer on their portland hydraulic cement operations, by firms, 1980-82, interim 1982, and interim 1983--Continued

Item	1980	1981	1982	Interim period ending April 30--	
				1982	1983
Net income or (loss)					
before income taxes:					
California:					
California Portland					
1,000 dollars--	***	***	***	<u>1/</u>	<u>1/</u>
General Portland					
1,000 dollars--	***	***	***	***	***
Genstar-----do----	***	***	***	***	***
Gifford-Hill---do----	***	***	***	***	***
Kaiser-----do----	***	***	***	***	***
Lone Star-----do----	***	***	***	***	***
Monolith-----do----	***	***	***	***	***
Southwestern---do----	***	***	***	***	***
Subtotal-----do----	***	***	***	***	***
Nevada: Centex--do----	***	***	***	<u>2/</u>	<u>2/</u>
Total-----do----	95,775	52,145	(41,862)	(10,849)	(20,362)
Cash flow from					
operations:					
California:					
California Portland					
1,000 dollars--	***	***	***	<u>1/</u>	<u>1/</u>
General Portland					
1,000 dollars--	***	***	***	***	***
Genstar-----do----	***	***	***	***	***
Gifford-Hill---do----	***	***	***	***	***
Kaiser-----do----	***	***	***	***	***
Lone Star-----do----	***	***	***	***	***
Monolith-----do----	***	***	***	***	***
Southwestern---do----	***	***	***	***	***
Subtotal-----do----	***	***	***	***	***
Nevada: Centex--do----	***	***	***	<u>2/</u>	<u>2/</u>
Total-----do----	118,599	82,942	3,476	(592)	(9,444)

See footnotes at end of table.

Table 15.--Income-and-loss experience of 8 California producers and 1 Nevada producer on their portland hydraulic cement operations, by firms, 1980-82, interim 1982, and interim 1983--Continued

Item	1980	1981	1982	Interim period ending April 30--	
				1982	1983
Ratio of operating income: or (loss) to net sales:					
California:					
California Portland percent--:	***	***	***	<u>1/</u>	<u>1/</u>
General Portland percent--:	***	***	***	***	***
Genstar-----do----	***	***	***	***	***
Gifford-Hill---do----	***	***	***	***	***
Kaiser-----do----	***	***	***	***	***
Lone Star-----do----	***	***	***	***	***
Monolith-----do----	***	***	***	***	***
Southwestern---do----	***	***	***	***	***
Average-----do----	***	***	***	***	***
Nevada: Centex--do----	***	***	***	<u>2/</u>	<u>2/</u>
Average, California: and Nevada percent--:	16.3	10.0	(5.9)	(7.7)	(19.5)
Ratio of net income or (loss) before income taxes to net sales:					
California:					
California Portland percent--:	***	***	***	<u>1/</u>	<u>1/</u>
General Portland percent--:	***	***	***	***	***
Genstar-----do----	***	***	***	***	***
Gifford-Hill---do----	***	***	***	***	***
Kaiser-----do----	***	***	***	***	***
Lone Star-----do----	***	***	***	***	***
Monolith-----do----	***	***	***	***	***
Southwestern---do----	***	***	***	***	***
Average-----do----	***	***	***	***	***
Nevada: Centex--do----	***	***	***	<u>2/</u>	<u>2/</u>
Average, California: and Nevada percent--:	17.4	9.6	(9.9)	(11.7)	(23.2)

1/ Not available. California Portland's accounting year ended Apr. 30.

2/ Not available. Centex's accounting year ended Mar. 31.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 16.--Income-and-loss experience per ton of portland hydraulic cement sold for 8 California producers, 1980-82, interim 1982, and interim 1983

Item	1980	1981	1982	Interim period ending April 30-- 1/	
				1982	1983
Net sales-----	***	***	***	***	***
Cost of goods sold-----	***	***	***	***	***
Gross income or (loss)-----	***	***	***	***	***
General, selling, and ad- ministrative expenses--	***	***	***	***	***
Operating income or (loss)-----	***	***	***	***	***
Other income or (ex- pense), net-----	***	***	***	***	***
Net income or (loss) before income taxes----	***	***	***	***	***
Ratio of operating income: or (loss) to net sales :					
percent--	***	***	***	***	***
Ratio of net income or (loss) to net sales :					
percent--	***	***	***	***	***

1/ Data are for 7 firms.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

interim 1983. The average selling price per ton rose from \*\*\* in 1980 to \*\*\* in 1981, and then declined to \*\*\* in 1982. The average selling price was \*\*\* during interim 1983, compared with \*\*\* for interim 1982.

The average cost of goods sold per ton increased in each of the reporting periods, from \*\*\* in 1980 to \*\*\* during interim 1983. General, selling, and administrative expenses per ton rose from \*\*\* in 1980 to \*\*\* in 1982, and then declined to \*\*\* during interim 1983.

Operating income per ton was \*\*\* and \*\*\*, respectively, in 1980 and 1981. Operating loss per ton ranged from \*\*\* in 1982 to \*\*\*8 for interim 1983.

Income-and-loss experience of the Nevada producer

The one Nevada producer, Centex, furnished income-and-loss data relative to its portland hydraulic cement operations for 1980-82. 1/ In relation to

1/ Data are for accounting years ended Mar. 31. Hence, Centex did not submit data for the two interim periods ended Apr. 30, 1982, and 1983.



net sales, Centex's portland cement operation was \*\*\* than the average for all California producers during 1980-82. Centex's net sales and earnings did, however, \*\*\*.

Centex's net sales \*\*\* from \*\*\* million in 1980 to \*\*\* million in 1982, or by \*\*\* percent, and operating income \*\*\* from \*\*\* million, or \*\*\* percent of net sales, in 1980 to \*\*\* million, or \*\*\* percent of net sales, in 1982 (table 17). During this period, net income \*\*\* from \*\*\* million, or \*\*\* percent of net sales, to \*\*\* million, or \*\*\* percent of net sales, and cash flow from operations \*\*\* from \*\*\* million to \*\*\* million.

Centex's costs of goods sold \*\*\* from \*\*\* million, or \*\*\* percent of net sales, in 1980 to \*\*\* million, or \*\*\* percent of net sales, in 1982, and general, selling, and administrative expenses ranged from \*\*\* million, or \*\*\* percent of net sales, in 1980 to \*\*\* million, or \*\*\* percent of net sales, in 1981.

Centex did not supply data relative to its investment in fixed assets, its capital expenditures, or its research and development costs.

#### Investment in productive facilities

All eight California firms supplied data relative to their investment in productive facilities employed in the manufacture of portland hydraulic cement (table 18). Their aggregate establishment investment in such facilities, valued at cost, increased by \$294 million during 1980-82; the book value of such assets increased by \$220 million during this period. The eight firms' investment, valued at cost, for productive facilities used in the production of portland hydraulic cement increased by \$290 million during 1980-82, and the book value of such assets increased by \$279 million during this period. Seven firms supplied data for the two interim periods ended April 30. Their investment, both at cost and book value, and for both their establishment operations and their cement operation, continued to grow during interim 1983.

#### Capital expenditures

Capital expenditures, both on an establishment basis and for portland hydraulic cement alone, are shown in table 19 for 1980-82, January-April 1982, and January-April 1983. Capital expenditures for land, building, machinery and equipment used in the production of portland hydraulic cement totaled \$103 million in 1982, compared with \$184 million in 1981 and \$220 million in 1980. Such expenditures totaled \$11 million during January-April 1983, compared with \$36 million for the corresponding period of 1982. Machinery and equipment purchases accounted for the bulk of capital expenditures during the reporting period.

Capital expenditures for the eight firms' overall establishment operations approximate those of their cement operations.

Table 17.--Income-and-loss experience of Centex Corp. on its portland hydraulic cement operations, 1980-82 1/

Item	1980	1981	1982
Net sales-----1,000 dollars--:	***	***	***
Cost of goods sold:			
Raw materials-----1,000 dollars--:	***	***	***
Energy-----do-----:	***	***	***
Direct labor-----do-----:	***	***	***
Other factory costs-----do-----:	***	***	***
Total-----:	***	***	***
Gross profit-----1,000 dollars--:	***	***	***
General, selling, and administrative expenses			
1,000 dollars--:	***	***	***
Operating income-----do-----:	***	***	***
Other income-----do-----:	***	***	***
Net income before income taxes-----do-----:	***	***	***
Depreciation and amortization expense			
1,000 dollars--:	***	***	***
Cash flow from operations-----do-----:	***	***	***
Ratio to net sales of--			
Gross income-----percent--:	***	***	***
Operating income-----do-----:	***	***	***
Net income before income taxes-----do-----:	***	***	***
Cost of goods sold-----do-----:	***	***	***
General, selling, and administrative			
expenses-----do-----:	***	***	***

1/ Accounting years ended Mar. 31 of 1981-83.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

#### Research and development expenditures

Four of the eight California producers incurred research and development expenditures relative to their portland hydraulic cement operations during 1980-82, January-April 1982, and January-April 1983. Such expenditures are shown in the following tabulation:

<u>Period</u>	<u>Value</u> (1,000 dollars)
1980-----	937
1981-----	739
1982-----	839
January-April--	
1982-----	247
1983-----	238

Table 18.--Investment in productive facilities by 8 California producers of portland hydraulic cement, as of the end of accounting years 1980-82, and as of Apr. 30, 1982, and Apr. 30, 1983

Item	1980	1981	1982	April 30-- <u>1/</u>	
				1982	1983
Establishment operations:					
Original cost					
1,000 dollars--	818,423	1,033,633	1,112,271	823,079	862,280
Book value-----do-----	593,395	817,469	813,240	651,868	679,026
Ratio of operating income or (loss) to--					
Net sales---percent--	15.4	9.2	(6.4)	(6.8)	(18.9)
Original cost--do-----	10.3	4.8	(2.4)	(.8)	(2.0)
Book value-----do-----	14.2	6.1	(3.3)	(1.0)	(2.6)
Portland hydraulic cement operations:					
Original cost					
1,000 dollars--	798,433	1,014,000	1,088,593	800,240	839,069
Book value-----do-----	575,756	801,104	854,368	632,964	661,317
Ratio of operating income or (loss) to--					
Net sales---percent--	15.2	9.0	(7.1)	(7.7)	(19.5)
Original cost--do-----	10.0	4.6	(2.6)	(.9)	(2.0)
Book value-----do-----	13.9	5.8	(3.3)	(1.1)	(2.6)

1/ Data are for 7 firms.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 19.--Eight California portland hydraulic cement producers' capital expenditures for land and land improvements, buildings and leasehold improvements, and machinery and equipment, 1980-82, January-April 1982, and January-April 1983

(In thousands of dollars)

Item	: Land and : land : improve- : ments	: Buildings : and lease- : hold im- : provements	: Machinery : and : equip- : ment	: Total
Establishment operations:	:	:	:	:
1980-----	422	31,289	189,331	221,042
1981-----	719	17,341	167,422	185,482
1982-----	10	29,426	74,850	104,286
January-April--	:	:	:	:
1982-----	-	11,257	25,270	36,527
1983-----	-	1,476	9,878	11,354
Portland hydraulic cement operations:	:	:	:	:
1980-----	422	31,270	188,030	219,722
1981-----	719	17,317	165,818	183,854
1982-----	10	29,426	73,229	102,665
January-April--	:	:	:	:
1982-----	-	11,257	24,501	35,758
1983-----	-	1,476	9,648	11,124

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

### Capital and investment

The following replies were received from California producers relative to actual and potential negative effects of LTFV imports of portland hydraulic cement on their firms' growth, investment, and ability to raise capital.

\* \* \* \* \*

### Consideration of the Threat of Material Injury

There are several factors which may contribute to a determination of threat of injury to the domestic industry. These include the ability of the foreign producers to increase their exports to the United States, any increase in U.S. importers' inventories of the product, and increasing trends in the quantity of imports and U.S. market penetration. A discussion on the rate of increase of imports and of market penetration is presented in the causation section of this report. Other factors which may contribute to a determination of threat are discussed below.

Australia

The Australian cement industry, as discussed in the foreign producers section of this report, consists of 9 producers operating a total of 16 plants. Exports from Australia on a fiscal-year basis (July to June) are shown, by companies, in the following tabulation (in thousands of tons):

<u>Firm</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>
Adelaide Brighton -----	***	***	***
Goliath Cement Holdings-----	***	***	***
All other-----	***	***	***
Total-----	250	247	290

Australia's export markets and the quantity of cement shipped to each, again on a fiscal-year basis, are shown in the following tabulation (in thousands of tons):

<u>Market</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>
Saudi Arabia/Bahrain-----	91	218	138
United States-----	<u>1/</u> 123	1	133
Singapore-----	11	1	-
Papua New Guinea-----	5	12	11
Indonesia-----	4	12	7
All others-----	6	3	2
Total-----	250	247	290

1/ Includes both clinker and cement. Most of the exports were of clinker, and most were sold to U.S. producers.

These figures indicate that Australia's largest export markets are Bahrain and Saudi Arabia, with the United States following.

The cement being imported into the United States from Australia is being produced by Adelaide Brighton. Adelaide Brighton advised that it is the only Australian producer which, because of its location on a port, is in a position to export to the United States. This firm indicated that due to its efforts to establish a market in the Brisbane area of Australia, much of its excess cement would be directed to that market rather than to foreign markets. Adelaide Brighton exported \*\*\* short tons of cement to the United States in 1981, the first year of such exports. Of this quantity, \*\*\* tons was in inventory in the United States at the end of the year. In 1982, Adelaide Brighton exported \*\*\* short tons to the United States. Further, by the end of the year, only \*\*\* short tons was in U.S. inventories, indicating that domestic U.S. shipments exceeded imports by a significant amount. In January-April 1983, Adelaide Brighton exported \*\*\* short tons to the United States; \*\*\* short tons was in U.S. inventory at the end of April.

All imports of cement from Australia during the period of investigation were entered by Pacific Coast Cement. On September 28, 1983, \*\*\*, a domestic producer located in \*\*\*, purchased \*\*\* percent of Pacific Coast. The sale has reportedly voided the contract between Pacific Coast and Derby & Co. (Australia) and Exportadora Espanola de Cementos Portland S.A. (Spain), from which Pacific Coast had contracted to purchase the Australian cement.

### Japan

The Cement Association of Japan compiled information on exports of Japanese cement and clinker, by export markets and by Japanese producers. According to this information, the Japanese industry exported 11.2 million tons of cement in 1982. It's principal export market was the Middle East, to which 64 percent of its exports were shipped, and Asia, which received 35 percent.

The cement being imported into the United States from Japan is produced by three Japanese firms, Sumitomo, Nihon, and Onoda. Cement produced by Onoda was imported into the United States by \*\*\* for \*\*\*, a domestic producer. These imports supplemented \*\*\*. There have been no imports by \*\*\* since 1981.

Cement produced by Nihon was imported by Stinnes and distributed through the import terminal at Stockton, Calif., by its subsidiary Delta Cement. This firm's agreement with the port authority at Stockton was terminated on December 31, 1982. All inventories were sold at that time, and the terminal is now reportedly being used by a domestic producer. Stinnes has advised that it is no longer in the cement business in the United States.

Cement produced by Sumitomo was imported into the United States by Melwire through a terminal in San Diego, Calif. This company imported \*\*\* short tons into the United States in 1981, the first year of such imports, and \*\*\* tons were in inventory at the end of the year. In 1982, it imported \*\*\* short tons, and at yearend, it had \*\*\* short tons in inventory. There were no imports from Sumitomo in January-April 1983, and Melwire reported no Japanese cement was inventoried as of the end of April 1983.

On August 11, 1983, \*\*\*.

## Consideration of the Causal Relationship Between the LTFV Imports and the Alleged Injury

### U.S. imports

Data on U.S. imports of portland hydraulic cement, as compiled by the U.S. Department of Commerce, are presented in table 20. Customs officials, however, have informed the Commission of several instances of misclassification which have been brought to their attention. Import statistics in table 20 have been adjusted to reflect these changes, but there may be other instances of which Customs is unaware. The Commission also has

Table 20.--Portland hydraulic cement: U.S. imports for consumption for the California-Nevada region and the total United States, 1/ by principal sources, 1980-82, January-March 1982, and January-March 1983

Area and source	1980	1981	1982	January-March--	
				1982	1983
Quantity (short tons)					
California-Nevada:					
Australia-----	1,205	66,571	116,014	16,786	46,239
Canada-----	114,216	25	0	0	0
Japan-----	87,997	177,585	87,215	22,758	0
Mexico-----	1,842	1,493	14,627	5	14,665
All other-----	109,822	73,575	20,639	1,434	405
Total-----	315,082	319,249	238,495	40,983	61,309
Total United States:					
Australia-----	1,205	66,571	116,014	16,786	46,239
Canada-----	1,768,130	1,715,935	1,704,781	155,884	113,309
Japan-----	112,248	177,585	87,226	22,758	0
Mexico-----	328,616	83,206	112,551	13,286	62,934
All other-----	1,021,726	610,232	348,034	55,062	106,582
Total-----	3,231,925	2,653,529	2,368,606	263,776	329,064
Value (1,000 dollars)					
California-Nevada:					
Australia-----	67	2,158	4,347	559	1,340
Canada-----	5,647	1	-	-	-
Japan-----	3,210	7,235	3,151	831	-
Mexico-----	191	136	824	2/	785
All other-----	3,820	3,868	578	68	51
Total-----	12,936	13,398	8,900	1,458	2,176
Total United States:					
Australia-----	67	2,158	4,347	559	1,340
Canada-----	61,632	60,090	58,160	5,286	3,741
Japan-----	4,018	7,235	3,153	831	-
Mexico-----	13,824	4,623	5,159	765	2,537
All other-----	35,730	20,546	10,891	1,947	4,041
Total-----	115,271	94,652	81,710	9,388	11,659

1/ Imports are adjusted to reflect misclassifications.

2/ Less than \$500.

Source: Compiled from official statistics of the U.S. Department of Commerce.

import data from all known importers in the California-Nevada region of portland hydraulic cement from Australia and Japan and almost all imports from other sources. 1/ Data provided by importers responding to Commission questionnaires are considered the best information available with respect to the regional market, and will be used for analysis of that market. Data from the U.S. Bureau of Mines, however, are used to calculate apparent consumption (see discussion in the following section).

The quantity of total imports, as reported by U.S. importers operating in California, increased from 1980 to 1981 by 60,785 short tons, or 20.6 percent. Imports then declined, however, by 46.8 percent in 1982. In January-April 1983, imports were \*\*\* (table 21).

There were no imports of portland hydraulic cement from Australia in 1980. However, such imports totaled \*\*\* short tons in 1981 and then increased to \*\*\* short tons in 1982, or by \*\*\* percent. A continued increase is shown for January-April 1983, with imports from Australia being \*\*\* percent higher than in January-April 1982.

Imports of cement from Japan totaled \*\*\* short tons in 1980, all of which were imported by \*\*\* exclusively for \*\*\*, a domestic producer. Imports from Japan increased significantly in 1981 to \*\*\* short tons, more than double the level in 1980. Approximately \*\*\* percent of these imports were entered by \*\*\* for \*\*\*. \*\*\* percent were imported by Melwire, which distributed the product through a terminal in San Diego. 2/ Melwire purchases from Sumitomo. Stinnes accounted for the remaining \*\*\* percent of imports from Japan in 1981. It distributed these imports through a terminal at the port of Stockton, Calif., which was operated by its subsidiary company, Delta Cement. Stinnes purchased its cement from Nihon. Imports from Japan declined by \*\*\* percent in 1982, and there were no imports from Japan in January-April 1983.

Together, imports from Japan and Australia \*\*\* from 1980 to 1981, before \*\*\* in 1982. Imports in 1982, however, remained well above the 1980 level. \*\*\*.

Imports from all other countries into the region, as reported in questionnaires, fell by \*\*\* percent from 1980 to 1981, and by an additional \*\*\* percent in 1982.

As a share of total imports into California, imports of portland hydraulic cement from Australia \*\*\* from \*\*\* percent in 1981 to \*\*\* percent in 1982. They accounted for \*\*\* percent of imports in January-April 1983. Imports from Japan accounted for \*\*\* percent of total imports in 1980,

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1/ The exception is imports from Mexico, which in the latter part of 1982 and January-April 1983 were being transported by truck directly to purchasers in southern California. Thus, data compiled from the Commission's questionnaires on imports from Mexico are understated to the extent that these direct purchasers did not respond to the questionnaires. According to the data in table 20, the understatement could be as much as 15,000 tons in both 1982 and January-April 1983.

2/ \*\*\* percent of these imports (\*\*\*) were rejected by Melwire and returned to its supplier. The supplier then sold \*\*\*. A-48



Table 21.--Portland hydraulic cement: U.S. imports into California, by sources and by firms, 1980-82, January-April 1982, and January-April 1983

Source and firm	1980	1981	1982	January-April--	
				1982	1983
Quantity (short tons)					
Australia:					
Pacific Coast-----	***	***	***	***	***
Japan:					
Melwire-----	***	***	***	***	***
*** 1/-----	***	***	***	***	***
Stinnes-----	***	***	***	***	***
Total, Japan-----	***	***	***	***	***
Total, Japan and Australia-----	***	***	***	***	***
All other:					
***-----	***	***	***	***	***
***-----	***	***	***	***	***
***-----	***	***	***	***	***
***-----	***	***	***	***	***
Total, all other 2/--	***	***	***	***	***
Grand total-----	294,477	355,262	188,904	***	***
Value (1,000 dollars)					
Australia:					
Pacific Coast-----	***	***	***	***	***
Japan:					
Melwire-----	***	***	***	***	***
*** 1/-----	***	***	***	***	***
Stinnes-----	***	***	***	***	***
Total, Japan-----	***	***	***	***	***
Total, Japan and Australia-----	***	***	***	***	***
All other:					
***-----	***	***	***	***	***
***-----	***	***	***	***	***
***-----	***	***	***	***	***
***-----	***	***	***	***	***
Total, all other 2/--	***	***	***	***	***
Grand total-----	14,960	17,820	9,144	***	***

See footnotes at end of table.

Table 21.--Portland hydraulic cement: U.S. imports into California, by sources and by firms, 1980-82, January-April 1982, and January-April 1983--Continued

Source and firm	1980	1981	1982	January-April--	
				1982	1983
Unit value (per short ton)					
Australia:					
Pacific Coast-----	***	***	***	***	***
Japan:					
Melwire-----	***	***	***	***	***
*** 1/-----	***	***	***	***	***
Stinnes-----	***	***	***	***	***
Average, Japan-----	***	***	***	***	***
Average, Japan and Australia-----	***	***	***	***	***
All other:					
***-----	***	***	***	***	***
***-----	***	***	***	***	***
***-----	***	***	***	***	***
***-----	***	***	***	***	***
Average, all other---	***	***	***	***	***
Average, all sources-----	50.80	50.16	48.41	***	***
Percent of total quantity					
Australia:					
Pacific Coast-----	***	***	***	***	***
Japan:					
Melwire-----	***	***	***	***	***
*** 1/-----	***	***	***	***	***
Stinnes-----	***	***	***	***	***
Total, Japan-----	***	***	***	***	***
Total, Japan and Australia-----	***	***	***	***	***
All other:					
***-----	***	***	***	***	***
***-----	***	***	***	***	***
***-----	***	***	***	***	***
***-----	***	***	***	***	***
Total, all other---	***	***	***	***	***
Grand total-----	100.0	100.0	100.0	100.0	100.0

1/ Imported exclusively for the account of \*\*\*. Values are c.i.f. port, with no discharging fees added.

2/ These imports are from Canada, Mexico, the United Kingdom, and the Republic of Korea.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission. A-50

Note.--Because of rounding, figures may not add to the totals shown.

\*\*\* percent in 1981, and \*\*\* percent in 1982. There were no imports from Japan in January-April 1983. Taken together, imports from Australia and Japan \*\*\* as a share of all imports, from \*\*\* percent in 1980 to \*\*\* percent in 1981, and then to \*\*\* percent in 1982.

#### Market penetration of imports

Consumption figures for the California-Nevada region are published by the Bureau of Mines. These data are compiled from shipments of producers, including those not located within the region, and shipments of importers to California and Nevada. Table 22 provides data on consumption in the region, as well as the share of that consumption accounted for by various suppliers.

As a share of regional consumption in California and Nevada, imports from Australia \*\*\* from \*\*\* percent in 1981 to \*\*\* percent in 1982. In January-April 1983, imports from Australia accounted for \*\*\* percent of consumption, compared with \*\*\* percent in January-April 1982. Imports from Japan as a share of apparent consumption \*\*\* from \*\*\* percent in 1980 to \*\*\* percent in 1981, and then \*\*\* to \*\*\* percent in 1982. In January-April 1983, imports from Japan \*\*\* to \*\*\* percent of consumption, compared with \*\*\* percent in January-April 1982. Together, imports from Japan and Australia \*\*\* from \*\*\* percent of consumption in 1980 to \*\*\* percent in 1982. Their combined share \*\*\* to \*\*\* percent in January-April 1983, compared with \*\*\* percent in January-April 1982.

The share of regional consumption accounted for by imports from countries other than Japan and Australia \*\*\* from \*\*\* percent in 1980 to \*\*\* percent in 1982. In January-April 1983, questionnaire respondents reported no shipments of imports from other sources into this region. The market penetration of total imports increased from 3.2 percent in 1980 to 3.6 percent in 1981 and 3.8 percent in 1982. In January-April 1983, it dropped to 3.1 percent, 1/ compared with 5.5 percent in January-April 1982.

#### Pricing

The pricing system.--Portland hydraulic cement is characterized by a low value-to-weight ratio, and is generally considered a fungible commodity. 2/ Accordingly, inland transportation costs are an important factor in the final delivered price to a customer, and prices can differ significantly from location to location, even within a single metropolitan area such as Los Angeles.

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1/ If imports from Mexico, as reported by the Department of Commerce, were added to questionnaire data on shipments of imports within the region, the market penetration of all imports in January-April 1983 would increase to 3.9 percent, and market share held by "other producers" would drop to \*\*\* percent.

2/ The only claims of quality differences have been made by some ready-mix companies which cited the Australian or Japanese cement as being of superior quality.

Table 22.--Portland hydraulic cement: Consumption and market shares in California and Nevada, by sources, 1980-82, January-April 1982, and January-April 1983

Item	1980	1981	1982	January-April--	
				1982	1983
Shipments (1,000 short tons)					
Import shipments:					
Australia-----	***	***	***	***	***
Japan-----	***	***	***	***	***
All other-----	***	***	***	***	***
Total-----	285	280	245	101	55
Domestic shipments:					
California-Nevada					
producers-----	8,076	7,354	6,025	1,691	1,634
All other producers----	442	208	166	50	88
Total-----	8,518	7,562	6,191	1,741	1,722
Total consumption-----	8,803	7,842	6,436	1,842	1,777
Share of consumption (percent)					
Import shipments:					
Australia-----	***	***	***	***	***
Japan-----	***	***	***	***	***
All other-----	***	***	***	***	***
Total-----	3.2	3.6	3.8	5.5	3.1
Domestic shipments:					
California-Nevada					
producers-----	91.7	93.8	93.6	91.8	92.0
All other producers----	5.0	2.7	2.6	2.7	4.9
Total-----	96.7	96.4	96.2	94.5	96.9
Consumption-----	100.0	100.0	100.0	100.0	100.0

Source: Consumption figures, from the Bureau of Mines; import and domestic shipments, compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Cement prices have traditionally been determined through a "base-point" pricing system. Under this system, the cement mill closest to a particular customer is considered that customer's base point, and that mill's price effectively sets the price against which other producers must compete. A delivered price has two components: (1) The f.o.b. mill price and (2) the freight costs. Because freight rates are regulated within California, the only option available to a mill is to reduce the f.o.b. price component, and its gross revenues, in order to compete with the base-point mill. This system produces a result similar to that where freight equalization is the norm. In the latter, however, revenues are reduced by a producer paying a portion of the freight costs, a procedure generally not permitted under California's regulated system. 1/

Because a supplier must grant a larger discount to customers located farther away--and relatively closer to a competing supplier--profit margins to those suppliers are smaller, and distance is an important factor affecting a suppliers' willingness and ability to sell to a particular customer. 2/

Importers' and U.S. producers' distribution terminals have not been considered base points in this market, 3/ and the importer of Australian cement has stated that it prefers not to act as a base point, but to accept the base points already established in the market. 4/ Melwire, an importer of Japanese cement, also reported that it has never been a base point. 5/ By basing its price on the prevailing delivered price charged by a more distant U.S. producer, the importer's actual freight costs are lower than those of the base-point supplier, and the gross return to the importer is increased.

Freight charges between two points in California are computed by applying the standard freight rate to a constructed mileage determined by the Public Utilities Commission of California (PUC). The constructed mileage is a function primarily of distance, although such variables as road conditions, terrain, and traffic congestion are also factored in. 6/

The actual hauling of freight is generally performed by independent common carriers or by subsidiary trucking firms of ready-mix companies. In

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1/ For shipments of cement from California to Nevada, freight rates have been deregulated so that the discount could be from the freight rate, the f.o.b. price, or both. \*\*\*.

2/ If all suppliers are relatively distant from a customer, the base-point freight rate will be relatively high, resulting in a higher delivered price to that customer. Discounts below the f.o.b. price would then not be large, because there exists no close supplier with which more distant suppliers must compete.

3/ U.S. producers' distribution terminals are not considered base points, since producers must still ship the cement from the mill to the distribution terminal.

4/ Transcript of the hearing, Sept. 13, 1983, vol. II p. 10.

5/ Submission of Graham and James, Sept. 20, 1983, p. 4.

6/ The PUC publishes a table (Distance Table 8) which provides a comprehensive array of the constructed mileage distances between any two points in California.

the latter case, the ready-mix company is generally invoiced on a delivered-price basis, and the subsidiary trucking company is paid by the cement producer for hauling the cement as though it were an independent common carrier. Some ready-mix companies directly own trucks for transporting cement; in this case, the ready-mix company is generally invoiced on an f.o.b. mill basis.

Transaction prices.--The Commission requested price information from U.S. producers and importers for sales to 10 distinct market areas (transportation zones) in California and Nevada (see figs. D-1, D-2, and D-3, in app. D). 1/ Price data were also collected from a sample of cement purchasers, primarily ready-mix companies. Producers, importers, and purchasers were requested to provide price data for that transaction having the lowest price in the second full week of each month from January 1981 to June 1983. 2/

Four of the market areas for which producers and importers reported prices (MZ 221, MZ 235, MZ 242, MZ 249) are located in metropolitan Los Angeles, and prices should be expected to reflect the effects of competition from Australian cement imported by Pacific Coast Cement. Prices collected for Las Vegas, Nev., also show price competition from imports from Australia. Two market areas (MZ 307 and Escondido) are located in the San Diego area, where prices generally reflect competition from Japanese cement imported by Melwire. 3/ Two market areas (MZ 101 and Modesto) are located in the San Francisco area, and prices are intended to capture the effect of competition from Japanese cement imported by Stinnes. 4/ One market area (Bakersfield) was selected because there has been no known direct import competition in that area.

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1/ In the context of this discussion, "market area" is defined as a relatively narrow geographic area within which delivered prices can be directly compared because of little variation in freight charges from a particular base-point supplier to customers within that geographic area. The term does not relate to the regionality issue in this case, which is based on other criteria.

2/ Reported prices are for single transactions during the second week of each month. The analysis of prices is based on delivered prices because of the significance of freight costs for cement. Where a transaction was on an f.o.b. basis, the delivered price was constructed by the reporting company by adding the PUC freight cost. Firms were also requested to provide the quantity of cement for each transaction, which was generally one truckload, or 27 tons. Some firms, however, reported quantities for more than a single transaction. When this occurred, a quantity of 27 tons was used to compute the weighted-average price.

3/ There were some sales of Australian cement into one San Diego market area (Escondido), and some sales of Japanese cement into one Los Angeles market area (MZ 249), for which prices were collected. However, these sales occurred only in one or two months of 1982 or 1983.

4/ Stinnes discontinued business at the end of 1982. Prices for imports of Japanese cement by this firm were not received from Delta. However, price data for purchases of Japanese cement imported by Delta were collected through purchasers' questionnaires, and are discussed in the "purchasers' price" section of the this report.

Price trends for questionnaire responses from producers and importers.--Although price trends differed somewhat by market areas, prices charged by U.S. producers remained relatively stable during 1981, especially in those market areas located in or near Los Angeles. U.S. producers' weighted-average prices generally ranged from about \$71.00 to \$75.00 per ton in the Los Angeles and San Diego market areas in 1981 (tables 23-29). U.S. producers' prices were slightly higher in the San Francisco area through August of 1981, ranging from \$75.00 to \$79.00 per ton; however, prices in San Francisco declined to about \$70.00 per ton by the end of the year (tables 30 and 31). <sup>1/</sup> Prices were highest in Las Vegas, Nev., the sample market area located the furthest from suppliers. In Las Vegas, prices ranged from \$76.00 to \$80.00 per ton in 1981 (table 32).

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<sup>1/</sup> Prices from purchasers' questionnaires show that there was a significant price increase to many customers in northern California in April 1981 (\$7.00 to \$9.00 per ton), which generally held through September 1981. These increases are not reflected in the lowest prices reported by producers and importers, indicating that the price increase did not apply to all customers.

Table 23.--Portland hydraulic cement sold in market area MZ 221 (metropolitan Los Angeles): Weighted-average delivered selling prices and margins of underselling for portland hydraulic cement from U.S. producers and from the importer of cement from Australia, by months, January 1981-June 1983 1/2/

Period	United States			Australia <u>3/</u>		
	Lowest price	Highest price	Weighted-average price	Margin of underselling Weighted-average price	Value	Ratio
						Percent
1981:						
January-----	***	***	***	<u>4/</u>	-	-
February-----	***	***	***	<u>4/</u>	-	-
March-----	***	***	***	<u>4/</u>	-	-
April-----	***	***	***	<u>4/</u>	-	-
May-----	***	***	***	<u>4/</u>	-	-
June-----	***	***	***	<u>4/</u>	-	-
July-----	***	***	***	<u>4/</u>	-	-
August-----	***	***	***	<u>4/</u>	-	-
September-----	***	***	***	***	(\$2.76)	(3.8)
October-----	***	***	***	***	(2.61)	(3.6)
November-----	***	***	***	***	(2.61)	(3.6)
December-----	***	***	***	***	(2.75)	(3.9)
1982:						
January-----	***	***	***	***	(.68)	(1.0)
February-----	***	***	***	***	(.68)	(1.0)
March-----	***	***	***	***	(.96)	(1.4)
April-----	***	***	***	***	(1.45)	(2.1)
May-----	***	***	***	***	(1.21)	(1.8)
June-----	***	***	***	***	.47	.7
July-----	***	***	***	***	1.55	2.3
August-----	***	***	***	***	1.11	1.7
September-----	***	***	***	***	1.69	2.6
October-----	***	***	***	***	-	-
November-----	***	***	***	***	-	-
December-----	***	***	***	***	-	-
1983:						
January-----	***	***	***	***	(1.99)	(3.2)
February-----	***	***	***	***	(2.08)	(3.4)
March-----	***	***	***	***	(2.08)	(3.4)
April-----	***	***	***	***	(1.93)	(3.1)
May-----	***	***	***	<u>5/</u>	-	-
June-----	***	***	***	<u>5/</u>	-	-

1/ The monthly price reported by each firm is the lowest net selling price for a single transaction during the 2nd full week of the month.

2/ There were no reports of Japanese cement being sold in this zone during this period.

3/ Since prices of Australian cement represent sales from 1 importer only, a range of prices is not presented.

4/ No imports.

5/ No reported sales of cement.

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Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.



Table 24.--Portland hydraulic cement sold in market area MZ 235 (metropolitan Los Angeles): Weighted-average delivered selling prices and price ranges from U.S. producers, by months, January 1981-June 1983 1/2/

Period	Lowest price	Highest price	Weighted-average price
1981:			
January-----	***	***	\$73.23
February-----	***	***	74.32
March-----	***	***	74.31
April-----	***	***	74.13
May-----	***	***	74.29
June-----	***	***	74.23
July-----	***	***	74.56
August-----	***	***	74.56
September-----	***	***	74.71
October-----	***	***	74.12
November-----	***	***	74.55
December-----	***	***	73.12
1982:			
January-----	***	***	\$72.80
February-----	***	***	72.86
March-----	***	***	71.22
April-----	***	***	70.09
May-----	***	***	70.09
June-----	***	***	68.78
July-----	***	***	67.97
August-----	***	***	66.87
September-----	***	***	65.70
October-----	***	***	65.70
November-----	***	***	65.70
December-----	***	***	65.70
1983:			
January-----	***	***	\$65.70
February-----	***	***	65.70
March-----	***	***	65.02
April-----	***	***	65.02
May-----	***	***	65.03
June-----	***	***	65.70
July-----	***	***	65.70

1/ The monthly price reported by each firm, from which the weighted-average is computed, represents the lowest net selling price for a single transaction during the 2nd full week of each month.

2/ There were no reports of either Australian or Japanese cement being sold in this zone.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 25.--Portland hydraulic cement sold in market area MZ 242 (metropolitan Los Angeles): Weighted-average delivered selling prices, price ranges, and margins of underselling from U.S. producers and from the importer of cement from Australia, by months, January 1981-June 1983 1/2/

Period	United States			Australia <u>3/</u>		Margin of underselling	
	Lowest price	Highest price	Weighted-average price	Weighted-average price	Value	Ratio	Percent
1981:							
January-----	***	***	***	<u>4/</u>	-	-	-
February-----	***	***	***	<u>4/</u>	-	-	-
March-----	***	***	***	<u>4/</u>	-	-	-
April-----	***	***	***	<u>4/</u>	-	-	-
May-----	***	***	***	<u>4/</u>	-	-	-
June-----	***	***	***	<u>4/</u>	-	-	-
July-----	***	***	***	<u>4/</u>	-	-	-
August-----	***	***	***	<u>4/</u>	-	-	-
September-----	***	***	***	<u>5/</u>	-	-	-
October-----	***	***	***	<u>5/</u>	-	-	-
November-----	***	***	***	<u>5/</u>	-	-	-
December-----	***	***	***	<u>5/</u>	-	-	-
1982:							
January-----	***	***	***	<u>5/</u>	-	-	-
February-----	***	***	***	<u>5/</u>	-	-	-
March-----	***	***	***	<u>5/</u>	-	-	-
April-----	***	***	***	<u>5/</u>	-	-	-
May-----	***	***	***	<u>5/</u>	-	-	-
June-----	***	***	***	<u>5/</u>	-	-	-
July-----	***	***	***	***	(\$0.89)	(1.33)	
August-----	***	***	***	<u>5/</u>	-	-	-
September-----	***	***	***	<u>5/</u>	-	-	-
October-----	***	***	***	<u>5/</u>	-	-	-
November-----	***	***	***	<u>5/</u>	-	-	-
December-----	***	***	***	<u>5/</u>	-	-	-
1983:							
January-----	***	***	***	<u>5/</u>	-	-	-
February-----	***	***	***	<u>5/</u>	-	-	-
March-----	***	***	***	<u>5/</u>	-	-	-
April-----	***	***	***	<u>5/</u>	-	-	-
May-----	***	***	***	<u>5/</u>	-	-	-
June-----	***	***	***	<u>5/</u>	-	-	-

1/ The monthly price reported by each firm, from which the weighted-average is computed, represents the lowest net selling price for a single transaction during the 2nd full week of the month.

2/ There were no reports of Japanese cement being sold in this zone during this period.

3/ Since prices of Australian cement represent sales from 1 importer only, a range of prices is not presented.

4/ No imports.

5/ No reported sales of cement.

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Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 26.--Portland hydraulic cement sold in market area MZ 249 (Metropolitan Los Angeles): Weighted-average delivered selling prices, price ranges, and margins of underselling from U.S. producers and from importers of cement from Australia and Japan, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States			Australia <sup>2/</sup>			Japan <sup>2/</sup>		
	Lowest	Highest price	Weighted-average price	Weighted-average price	Margin of underselling		Weighted-average price	Margin of underselling	
					Value	Quantity		Value	Ratio
					Percent		Dollars		Percent
1981:									
January----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
February----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
March-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
April-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
May-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
June-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
July-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
August-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
September--	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
October----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
November---	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
December---	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
1982:									
January----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
February---	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
March-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
April-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
May-----	***	***	***	***	(\$1.01)	(1.4)	<u>4/</u>	-	-
June-----	***	***	***	***	.09	.1	<u>4/</u>	-	-
July-----	***	***	***	***	(.19)	(.3)	<u>4/</u>	-	-
August-----	***	***	***	***	(.95)	(1.4)	<u>4/</u>	-	-
September--	***	***	***	***	.75	1.1	***	.45	0.7
October----	***	***	***	***	(.70)	(1.1)	***	.50	.8
November---	***	***	***	***	(.96)	(1.5)	<u>4/</u>	-	-
December---	***	***	***	***	(.89)	(1.4)	<u>4/</u>	-	-
1983:									
January----	***	***	***	***	(1.15)	(1.8)	<u>4/</u>	-	-
February---	***	***	***	-	<u>4/</u>	-	<u>4/</u>	-	-
March-----	***	***	***	***	(.30)	(.6)	<u>4/</u>	-	-
April-----	***	***	***	***	(.41)	(.6)	<u>4/</u>	-	-
May-----	***	***	***	-	<u>4/</u>	-	<u>4/</u>	-	-
June-----	***	***	***	-	<u>4/</u>	-	<u>4/</u>	-	-

<sup>1/</sup> The monthly price reported by each firm, from which the weighted-average price is computed, represents the lowest net selling price for a single transaction during the 2nd full week of the month.

<sup>2/</sup> Since prices of Australian and Japanese cement represent sales from 1 importer only for each country, a range of prices is not presented.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported sales of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 27.--Portland hydraulic cement sold in the Bakersfield market area:  
Weighted-average delivered selling prices and price ranges from U.S.  
producers, by months, January 1981-June 1983 1/ 2/

Period	Lowest price	Highest price	Weighted-average price
1981:			
January-----	***	***	\$74.31
February-----	***	***	74.44
March-----	***	***	74.09
April-----	***	***	74.11
May-----	***	***	73.94
June-----	***	***	73.85
July-----	***	***	74.57
August-----	***	***	74.91
September-----	***	***	74.76
October-----	***	***	74.36
November-----	***	***	74.49
December-----	***	***	74.50
1982:			
January-----	***	***	74.35
February-----	***	***	74.20
March-----	***	***	74.85
April-----	***	***	74.49
May-----	***	***	72.50
June-----	***	***	70.47
July-----	***	***	69.49
August-----	***	***	67.70
September-----	***	***	66.37
October-----	***	***	64.06
November-----	***	***	65.70
December-----	***	***	65.70
1983:			
January-----	***	***	65.70
February-----	***	***	65.70
March-----	***	***	65.70
April-----	***	***	65.70
May-----	***	***	65.12
June-----	***	***	61.21

1/ The monthly price reported by each firm, from which the weighted average is computed, represents the lowest net selling price for a single transaction during the 2nd full week of each month.

2/ There were no reports of either Australian or Japanese cement being sold in this zone.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 28.--Portland hydraulic cement sold in market area MZ 307 (metropolitan San Diego): Weighted average delivered selling prices, price ranges, and margins of underselling from U.S. producers and from an importer of cement from Japan, by months, January 1981-June 1983 <sup>1/2/</sup>

Period	United States			Japan <sup>3/</sup>	
	Lowest price	Highest price	Weighted-average price	Weighted-average price	Margin of underselling
					Value : Quantit
					Dollars : Perce
1981:					
January-----	***	***	***	4/	-
February-----	***	***	***	4/	-
March-----	***	***	***	4/	-
April-----	***	***	***	4/	-
May-----	***	***	***	4/	-
June-----	***	***	***	4/	-
July-----	***	***	***	***	\$1.42 : 1.9
August-----	***	***	***	-	-
September-----	***	***	***	-	-
October-----	***	***	***	-	-
November-----	***	***	***	-	-
December-----	***	***	***	-	-
1982:					
January-----	***	***	***	-	-
February-----	***	***	***	-	-
March-----	***	***	***	***	.85 : 1.2
April-----	***	***	***	***	1.60 : 2.3
May-----	***	***	***	***	1.44 : 2.0
June-----	***	***	***	***	2.03 : 2.8
July-----	***	***	***	***	(3.17) : (4.8
August-----	***	***	***	***	(2.68) : (4.1
September-----	***	***	***	4/	-
October-----	***	***	***	4/	-
November-----	***	***	***	4/	-
December-----	***	***	***	***	12.61 : <u>5/</u> 18.9
1983:					
January-----	***	***	***	***	8.46 : <u>5/</u> 13.5
February-----	***	***	***	***	8.90 : <u>5/</u> 14.1
March-----	***	***	***	4/	-
April-----	***	***	***	***	9.11 : <u>5/</u> 14.4
May-----	***	***	***	4/	-
June-----	***	***	***	4/	-

<sup>1/</sup> The monthly price reported by each firm represents the lowest net selling price for a single transaction during the 2nd full week of the month.

<sup>2/</sup> There were no reports of Australian cement being sold into this zone during this period.

<sup>3/</sup> Since prices of Japanese cement represent sales from 1 importer only, a range of prices is not presented.

<sup>4/</sup> No reported sales of cement.

<sup>5/</sup> The importer, Melwire, claims that these low prices are the result of competition from low-priced imports from Mexico.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 29.--Portland hydraulic cement sold in the Escondido market area: Weighted-average delivered selling prices, price ranges, and margins of underselling from U.S. producers and from importers of cement from Australia and Japan, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States			Australia <sup>2/</sup>			Japan <sup>2/</sup>			
	Lowest price	Highest price	Weighted-average price	Weighted-average price	Margin of underselling		Weighted-average price	Margin of underselling		
					Value	Quantity		Value	Quantity	
					Percent			Percent		
1981:										
January-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
February-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
March-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
April-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
May-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
June-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
July-----	***	***	***	<u>3/</u>	-	-	***	\$0.04	0.1	-
August-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
September-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
October-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
November-----	***	***	***	<u>4/</u>	-	-	***	(1.34)	(1.8)	-
December-----	***	***	***	<u>4/</u>	-	-	***	(.88)	(1.2)	-
1982:										
January-----	***	***	***	<u>4/</u>	-	-	***	.36	.5	-
February-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
March-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
April-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
May-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
June-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
July-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
August-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
September-----	***	***	***	<u>4/</u>	-	-	***	(2.26)	(3.3)	-
October-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
November-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
December-----	***	***	***	***	(\$3.76)	(6.0)	<u>4/</u>	-	-	-
1983:										
January-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
February-----	***	***	***	***	(3.84)	(6.1)	***	(1.59)	(2.5)	-
March-----	***	***	***	<u>4/</u>	-	-	***	(1.00)	(1.6)	-
April-----	***	***	***	<u>4/</u>	-	-	***	(2.44)	(3.9)	-
May-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
June-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-

<sup>1/</sup> The monthly price reported by each firm represents the lowest net selling price for a single transaction during the 2nd full week of the month.

<sup>2/</sup> Since prices of Australian and Japanese cement represent sales from 1 importer only for each country, a range of prices is not presented.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported sales of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 30.--Portland hydraulic cement sold in market area MZ 101 (metropolitan San Francisco): Weighted-average delivered selling prices and price ranges from U.S. producers, by months, January 1981-June 1983 <sup>1/2/</sup>

Period	Lowest price	Highest price	Weighted-average price
1981:			
January-----	***	***	\$76.74
February-----	***	***	74.05
March-----	***	***	76.46
April-----	***	***	77.83
May-----	***	***	77.45
June-----	***	***	79.26
July-----	***	***	77.75
August-----	***	***	78.28
September-----	***	***	73.00
October-----	***	***	70.83
November-----	***	***	70.81
December-----	***	***	70.23
1982:			
January-----	***	***	69.76
February-----	***	***	69.73
March-----	***	***	69.88
April-----	***	***	69.38
May-----	***	***	66.93
June-----	***	***	66.93
July-----	***	***	66.88
August-----	***	***	65.83
September-----	***	***	66.32
October-----	***	***	65.58
November-----	***	***	64.15
December-----	***	***	63.71
1983:			
January-----	***	***	63.60
February-----	***	***	61.39
March-----	***	***	62.56
April-----	***	***	60.71
May-----	***	***	62.50
June-----	***	***	58.94

<sup>1/</sup> The monthly price reported by each firm, from which the weighted-average price is computed, represents the lowest net selling price for a single transaction during the 2nd full week of each month.

<sup>2/</sup> There were no reports of Australian cement being sold into this zone. It is possible that Japanese cement imported by Delta Cement was sold in this zone during this period. However, Delta has provided no prices for its sales.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 31.--Portland hydraulic cement sold in the Modesto market area:  
Weighted-average delivered selling prices and price ranges from U.S.  
producers, by months, January 1981-June 1983 <sup>1/2/</sup>

Period	Lowest price	Highest price	Weighted-average price
1981:			
January-----	***	***	\$74.96
February-----	***	***	75.75
March-----	***	***	74.49
April-----	***	***	74.48
May-----	***	***	74.49
June-----	***	***	75.28
July-----	***	***	74.91
August-----	***	***	75.73
September-----	***	***	72.53
October-----	***	***	78.20
November-----	***	***	68.28
December-----	***	***	67.50
1982:			
January-----	***	***	68.72
February-----	***	***	67.44
March-----	***	***	67.44
April-----	***	***	67.44
May-----	***	***	67.33
June-----	***	***	65.87
July-----	***	***	63.25
August-----	***	***	62.19
September-----	***	***	61.36
October-----	***	***	61.82
November-----	***	***	62.75
December-----	***	***	60.10
1983:			
January-----	***	***	62.75
February-----	***	***	58.80
March-----	***	***	60.81
April-----	***	***	62.14
May-----	***	***	63.99
June-----	***	***	62.75

1/ The monthly price reported by each firm, from which the weighted-average price is computed, represents the lowest net selling price for a single transaction during the 2nd full week of each month.

2/ There were no reports of Australian cement being sold into this zone. It is possible that Japanese cement imported by Delta Cement was sold in this zone during this period. However, Delta has provided no prices for its sales.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.



Table 32.--Portland hydraulic cement sold in the Las Vegas market area: Weighted-average delivered selling prices, price ranges, and margins of underselling from U.S. producers and from the importer of cement from Australia, by months, January 1981-June 1983 1/2/

Period	United States			Australia <u>3/</u>			
	Lowest price	Highest price	Weighted-average price	Weighted-average price	Margin of underselling		<u>Percent</u>
					Value	Quantity	
1981:							
January-----	***	***	***	<u>4/</u>	-	-	-
February-----	***	***	***	<u>4/</u>	-	-	-
March-----	***	***	***	<u>4/</u>	-	-	-
April-----	***	***	***	<u>4/</u>	-	-	-
May-----	***	***	***	<u>4/</u>	-	-	-
June-----	***	***	***	<u>4/</u>	-	-	-
July-----	***	***	***	<u>4/</u>	-	-	-
August-----	***	***	***	<u>4/</u>	-	-	-
September-----	***	***	***	***	(\$3.00)	(3.8)	(3.8)
October-----	***	***	***	***	(2.32)	(2.9)	(2.9)
November-----	***	***	***	***	(3.63)	(4.6)	(4.6)
December-----	***	***	***	***	(5.48)	(7.1)	(7.1)
1982:							
January-----	***	***	***	***	(1.98)	(2.5)	(2.5)
February-----	***	***	***	***	(0.42)	(1.5)	(1.5)
March-----	***	***	***	***	(2.45)	(3.1)	(3.1)
April-----	***	***	***	***	(0.79)	(1.0)	(1.0)
May-----	***	***	***	***	2.18	2.9	2.9
June-----	***	***	***	***	0.96	1.3	1.3
July-----	***	***	***	***	0.80	1.1	1.1
August-----	***	***	***	***	3.25	4.4	4.4
September-----	***	***	***	***	(2.18)	(3.2)	(3.2)
October-----	***	***	***	***	0.37	0.5	0.5
November-----	***	***	***	***	(0.61)	(0.9)	(0.9)
December-----	***	***	***	<u>5/</u>	-	-	-
1983:							
January-----	***	***	***	<u>5/</u>	-	-	-
February-----	***	***	***	<u>5/</u>	-	-	-
March-----	***	***	***	<u>5/</u>	-	-	-
April-----	***	***	***	***	(3.63)	(5.7)	(5.7)
May-----	***	***	***	<u>5/</u>	-	-	-
June-----	***	***	***	<u>5/</u>	-	-	-

1/ The monthly price reported by each firm, from which the weighted-average is constructed, represents the lowest net selling price during the 2nd full week of each month.

2/ There were no reports of Japanese cement being sold in this zone during this period.

3/ Since prices of Australia cement represent sales from 1 importer only, a range of prices is not presented.

4/ No imports.

5/ No reported sales of cement.

Source: Compiled from data submitted in response to questionnaires A-6f of the U.S. International Trade Commission.

U.S. producers' weighted-average prices declined in all the market areas throughout 1982, with the exception of prices in Las Vegas. 1/ From December 1981 to December 1982, prices declined by 7 to 14 percent, most frequently by 10 to 11 percent. Prices declined most sharply during the second half of the year, falling from \* \* \* to \* \* \* per ton in the Los Angeles/San Diego market areas by December 1982. Prices fell to even lower levels in the San Francisco market areas in that month (\* \* \*).

U.S. producers' weighted-average prices generally remained at December 1981 levels through June 1982, although in some market areas, there were additional price declines during the first half of 1983 (MZ 221, Bakersfield, Escondido, and MZ 101). In some market areas, there was some firming of prices in June 1983 (MZ 221 and MZ 307), and one purchaser reported that \* \* \* and \* \* \* had increased cement prices by \* \* \* per ton in July 1983. 2/

Pacific Coast Cement began importing and selling Australian cement into the U.S. market in September 1981, with sales concentrated in the Los Angeles area. The most complete price series for Australian cement is for the market area MZ 221. Prices were stable at \* \* \* per ton in September-December 1981 (table 23). Prices decreased by \$5.00 per ton in January 1982 to \* \* \* per ton, further declined to \* \* \* per ton by December 1982, and remained at that level through April 1983. A price series for market area MZ 249 (metropolitan Los Angeles) was provided for May 1982 to April 1983 (table 26). Prices declined from \* \* \* per ton in May 1982 to \* \* \* in September of that year, and remained at that level through April 1983. A price series for Las Vegas, Nev., shows that the price of Australian imports in that market remained at \* \* \* per ton from September 1981 to January 1982, before a steady decline to \* \* \* per ton in late 1982 (table 32).

Melwire Trading Co., Inc., is the importer of Japanese cement into the San Diego market areas. The most complete price series for this firm are for MZ 307 (metropolitan San Diego) and for Escondido (north of San Diego). However, Melwire also reported prices for September and October 1982 into MZ 249 (metropolitan Los Angeles).

In 1981, only one price was reported for Japanese cement in MZ 307, \* \* \* per ton in July (table 28). In 1982, the price declined from \* \* \* per ton in March to \* \* \* per ton in December. The price remained at \* \* \* through April 1983. 3/ In Escondido, Japanese cement sold for \* \* \* per ton in July 1981, and the price declined to \* \* \* by December of that year (table 29). The price continued to decline in 1982 and 1983, falling from \* \* \* per ton in January 1982 to \* \* \* in March 1983.

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1/ Prices in Las Vegas increased slightly in January and February of 1982, but then declined throughout the rest of the year, as in the other market areas.

2/ Questionnaire response of \* \* \*, located in the San Francisco metropolitan area.

3/ Melwire has stated that the price decline to \* \* \* per ton is attributable to competition from Mexican cement purchased in MZ 307. Questionnaire of Melwire Trading Co., Inc., p. 23.

Stinnes was the primary importer of Japanese cement into the San Francisco market areas. However, this firm ceased operations at the end of 1982, and has not provided price information to the Commission. The market areas for which prices were collected for sales of Japanese cement sold by Stinnes are MZ 101 (metropolitan San Francisco) and Modesto (east of San Francisco). Purchasers in these and other areas have provided price data for purchases of Japanese cement from Stinnes, and pricing for Stinnes is discussed in the next section of this report.

Price trends from purchasers' questionnaires.--Prices reported by purchasers generally followed the same trends as prices reported by U.S. producers and importers. In southern California, prices remained relatively stable throughout 1981, although prices appeared to be stronger in some market areas in or near San Diego (MZ's 302, 303, 304, 307, and Lakeside). In 1982, price declines generally ranged from about 10 to 14 percent, as measured from December 1981 to December 1982 (table 33). Prices changed little in 1983, with the exception of relatively large price declines in MZ 302/303/307 (San Diego).

In northern California, prices generally declined from January 1981 to December 1981, by about 7 to 14 percent, but with a decline of 17.6 percent in Stockton/Lodi (table 34) <sup>1/</sup>. Prices in northern California were generally higher than those in southern California at the beginning of 1981, and larger price declines in the north are the result of a sharper decline from this higher base. Prices continued to decline in 1982, with price declines greatest in those market areas that had experienced less price erosion in 1981. With the exception of price increases in three market areas and a price decrease in one, prices remained relatively steady in 1983.

Margins of underselling, Australia.--Price comparisons between U.S.-produced and imported Australian cement are available for five of the market areas for which prices were collected from U.S. producers and importers. The most comprehensive comparisons were for MZ 221, MZ 249 (both in metropolitan Los Angeles), and for Las Vegas, Nev. Australian cement was also sold during one or two months in market areas MZ 242 and Escondido.

MZ 221.--On a weighted-average basis, cement imported from Australia was higher priced than U.S.-produced cement from September 1981 to May 1982. However, this price difference narrowed from \$2.76 per ton (3.8 percent) in September 1981 to \$1.21 per ton (1.8 percent) in May 1982 (table 23). From June 1982 to September 1982, the average price of Australian cement was below that of U.S.-produced cement by an average of \$1.21 per ton, or 1.8 percent. However, only in July 1982 was the price of Australian cement lower than the lowest price charged by U.S. producers. From October to December 1982,

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<sup>1/</sup> Many purchasers in northern California reported a significant price increase of \$7.00 to \$9.00 per ton in April 1981. This increase appears to have held for 3 to 5 months before a sharp price decline in October-December 1981.

Table 33.--Portland hydraulic cement sold in southern California: Price trends for purchases of cement, by market areas, January 1981 to December 1981, December 1981 to December 1982, and December 1982 to June 1983

(Percentage change except as noted)

Market area	Average distance from importers		January 1981-December 1981		December 1981-December 1982		December 1982-June 1983			
	Australia	Japan	United States	Japan	United States	Australia	Japan	United States	Australia	Japan
MZ 248/249 1/	13	127	-8	2/	-10.1	2/	2/	-2.8	0	2/
MZ 235/242/243 1/	16	132	.2	2/	-12.6	2/	2/	-3.0	2/	2/
MZ 244 1/	16	111	-1.6	2/	-11.3	2/	2/	-1.1	2/	2/
MZ 220/221 1/	30	135	-.9	2/	-10.5	2/	2/	0	0	2/
MZ 225 1/	30	147	.8	2/	-10.8	2/	2/	0	2/	2/
MZ 204/214 1/	43	157	6.0	2/	-13.0	2/	2/	0	0	2/
Ontario/Upland 1/	52	133	0	2/	-13.3	2/	2/	-.4	2/	2/
Lake Elsinore 1/	67	91	-1.8	2/	-12.7	2/	2/	-2.0	0	2/
MZ 302/303/307 3/	121	21	13.7	2/	-14.4	2/	2/	-9.7	2/	2/
Lakeside 3/	121	36	6.6	2/	-12.6	2/	2/	-3.8	0	2/
Barstow/Apple Valley 1/	130	187	.4	2/	-13.4	2/	2/	-.5	0	2/
Ridgecrest 1/	184	254	1.5	2/	-13.0	2/	2/	0	0	2/
Las Vegas 1/	240	263	-2.4	2/	-15.3	2/	2/	-.3	2/	2/
MZ 309 4/	108	32	.9	2/	-13.1	2/	2/	0	2/	2/
Escondido/Poway 4/	99	46	-2.2	2/	-12.6	2/	2/	1.6	2/	2/
Oxnard/Moorpark 5/	194	79	-1.1	2/	-10.0	2/	2/	-.3	2/	2/
Simi Valley 5/	65	178	-3.1	2/	-6.7	2/	2/	0	2/	2/
Temecula 5/	83	74	0	2/	-14.0	2/	2/	0	2/	2/
Fallbrook 5/	100	75	.8	2/	-13.1	2/	2/	6/	2/	2/
Indio 5/	137	161	.8	2/	-13.0	2/	2/	7/	2/	2/
Atascadero 4/	246	235	3.6	2/	-12.3	2/	2/	7/	2/	2/
San Luis Obispo 4/	226	255	2.4	2/	-12.2	2/	2/	7/	2/	2/
Santa Maria 5/	195	311	.8	2/	-12.0	2/	2/	7/	2/	2/
Bakersfield/Visalia 5/	182	258	-.9	2/	-12.8	2/	2/	+2.6	2/	2/

1/ Australian cement was sold into this market area during 1981-83.  
 2/ Not available.  
 3/ Both Australian and Japanese cement were sold into this market area during 1981-83.  
 4/ Japanese cement was sold into this market area during 1981-82.  
 5/ Purchasers responding from this market area reported no purchases of foreign cement during 1981-83.  
 6/ Represents the price change from December 1982 to April 1983.  
 7/ Represents the price change from December 1982 to May 1983.

Source: Compiled from prices in appendix tables C-1 through C-18.

Note.--The average distance is based on constructed mileages from P.U.C. Distance Table 8.

Table 34.--Portland hydraulic cement sold in northern California: Price trends for purchases of cement, by market areas, January 1981 to December 1981, December 1981 to December 1982, and December 1982 to June 1983

(Percentage change except as noted)

Market area	Average distance from importer (Stinnes)	Miles	January	December 1981-	December 1981-	December 1982	December 1982-
			1981-	December 1981-	December 1982	June 1983,	
			United States	United States	Japan	United States	United States
Stockton/Lodi <u>1</u> /-----	0	0	-17.6	-3.3	-10.3		+1.0
Modesto <u>1</u> /-----	31	31	-5.1	-12.5	<u>2</u> /		-4.0
Pittsburg <u>1</u> /-----	50	50	-12.6	-5.7	-42.1		10.4
Auburn/Grass Valley <u>1</u> /---	96	96	-10.7	-7.9	<u>2</u> /		-
Chouchilla <u>1</u> /-----	197	197	-5.9	-13.0	<u>2</u> /		0.0
Madera <u>1</u> /-----	105	105	4.6	<u>2</u> /	<u>2</u> /		-
Santa Rosa-----	117	117	-11.2	-6.7	-43.8		.6
MZ 115/116 <u>1</u> /-----	65	65	-8.4	-8.5	-41.9		13.1
Tracy <u>3</u> /-----	21	21	-7.3	-13.6	<u>2</u> /		-
Jackson <u>3</u> /-----	49	49	-8.0	-7.3	<u>2</u> /		-
Twain Harte/Sonora <u>3</u> /----	76	76	-4.4	-11.4	<u>2</u> /		4.2
Sebastopol/Petaluma <u>3</u> /---	112	112	-10.6	-4.5	<u>2</u> /		3.9
Watsonville <u>3</u> /-----	123	123	-	-11.5	<u>2</u> /		.7
Red Bluff <u>3</u> /-----	182	182	-2.0	-16.1	<u>2</u> /		-
Redding <u>3</u> /-----	213	213	-14.7	-	<u>2</u> /		-
Fortuna <u>3</u> /-----	329	329	-.6	+1.2	<u>2</u> /		-
Mt. Shasta <u>3</u> /-----	376	376	-	-15.6	<u>2</u> /		-
Yreka <u>3</u> /-----	314	314	9.9	-9.0	<u>2</u> /		-

1/ Japanese cement was sold into this market area during 1981-83.

2/ Not available.

3/ Purchasers responding from this market area reported no purchases of foreign cement during 1981-83.

Source: Compiled from prices intables D-19 through D-28, of this report.

Australian and U.S. producers' prices were \* \* \* per ton. In 1983, Australian cement was higher priced by about \$2.00 per ton, or 3 percent. 1/

1/ Petitioners have claimed that one U.S. producer's sales prices to a customer in this zone should be excluded from the weighted-average price, because sales to the customer are based on an annual contract, with prices determined at the beginning of the year, but subject to change during the year according to changes in cement market prices. Commission staff contacted this customer, who stated \* \* \*. If this purchaser's prices are excluded from the price series, Australian cement prices would have been equal to U.S. producers' prices from September 1981 to May 1982, lower from June 1982 to August 1982, and the same from January 1983 to April 1983.

MZ 249.--On a weighted-average basis, cement imported from Australia was higher priced than U.S.-produced cement from May 1982 to April 1983, with the exception of underselling of \$0.09 per ton (0.1 percent) in June 1982, and \$0.75 per ton (1.1 percent) in September 1982 (table 26). Australian cement was higher priced by from \$0.19 to \$1.15 per ton during the period.

Las Vegas.--On a weighted-average basis, cement imported from Australia was higher priced than U.S.-produced cement from September 1981 to April 1982. Australian cement undersold the domestic product from May to August 1982, and in October 1982, with margins ranging from \$0.96 per ton (1.3 percent) to \$3.25 per ton (4.4 percent) (table 32). However, the Australian price was always higher than the lowest price charged by a U.S. producer in the time period. Australian cement was higher priced in November 1982 and April 1983, the only two months that prices were reported by the importer from November 1982 to June 1983.

MZ 242.--Pacific Coast Cement, the importer of Australian cement, reported a price only for July 1982 in this market area. In this month, the Australian cement was \$0.89 per ton higher priced than the weighted-average price of \* \* \* per ton for U.S. producers (table 25).

Escondido.--Pacific Coast Cement reported prices for December 1982 and February 1983 in this market area. In both months, the Australian cement was higher priced than U.S.-produced cement by an average of \$3.80 per ton (table 29).

Purchasers were also requested to report prices for their purchases of U.S.-produced and Australian cement. The magnitude of price differentials is displayed in table 35. The following tabulation is a compilation of the number of purchasers reporting direct price comparisons for U.S.-produced and Australian cement, and whether the imported cement was lower priced, higher-priced, or the same price:

		<u>Australian cement</u>		
<u>Number of reported</u>		<u>Lower</u>	<u>Higher</u>	<u>Same</u>
<u>direct price comparisons</u>		<u>price</u>	<u>price</u>	<u>price</u>
1981-----	32	2	12	18
1982-----	92	8	31	53
1983 (January-June)---	36	1	13	22

Prices reported for purchases of Australian cement were generally the same or higher than those for purchases of U.S.-produced cement from January 1981 to June 1983. Australian cement was lower priced for 2 of the 32 direct price comparisons in 1981, for 8 of the 92 direct price comparisons in 1982, and for 1 of the 36 direct price comparisons in January-June 1983. Purchasers from which these statistics were compiled accounted for 21 percent of Australian imports in 1981, 17 percent in 1982, and 19 percent in January-June 1983.

Table 35.--Portland hydraulic cement: Margins of underselling for purchases of Australian cement in the United States, by market areas and by months, September 1981-June 1983 1/

Period	MZ 248/249 2/		MZ 235/242/243 3/		MZ 244 3/		MZ 220/221 4/		MZ 225 4/		MZ 204/214 5/		Ontario/Upland 6/	
	Value	Percent	Value	Percent	Value	Percent	Value	Percent	Value	Percent	Value	Percent	Value	Percent
1981:														
September	7/	7/	7/	7/	7/	7/	(1.8):	7/	7/	0	7/	7/	7/	7/
October	7/	7/	(\$2.30):	(3.1):	7/	7/	(\$1.28):	7/	7/	0	7/	7/	7/	7/
November	7/	7/	7/	7/	7/	7/	(2.54):	7/	7/	0	7/	7/	(\$1.03):	(1.4)
December	7/	7/	7/	7/	7/	7/	(2.54):	7/	7/	0	7/	7/	(.35):	(.5)
1982:							(2.27):	7/	7/	0	7/	7/	7/	7/
January	7/	7/	7/	7/	7/	7/	.28	7/	7/	0	7/	7/	(1.26):	(1.8)
February	7/	7/	7/	7/	7/	7/	.28	7/	7/	0	7/	7/	(.84):	(1.2)
March	7/	7/	7/	7/	7/	7/	(.54):	7/	7/	0	7/	7/	7/	7/
April	7/	7/	7/	7/	7/	7/	7/	7/	7/	7/	7/	7/	(5.29):	(7.9)
May	7/	7/	7/	7/	7/	7/	(1.40):	7/	7/	7/	7/	7/	(5.29):	(7.9)
June	7/	7/	7/	7/	7/	7/	(1.19):	7/	7/	7/	7/	7/	(7.50):	(11.4)
July	7/	7/	7/	7/	7/	7/	.44	7/	7/	0	7/	7/	7/	7/
August	7/	7/	7/	7/	7/	7/	(.67):	7/	7/	0	7/	7/	7/	7/
September	\$0.10	.2	7/	7/	7/	7/	(3.00):	(.4):	(2.00):	\$1.57	7/	7/	7/	7/
October	.08	.2	7/	7/	7/	7/	0	(4.6):	(2.00):	4.08	7/	7/	7/	7/
November	.10	.2	7/	7/	7/	7/	1.25	7/	7/	0	7/	7/	7/	7/
December	.10	.2	7/	7/	7/	7/	.42	7/	7/	0	7/	7/	7/	7/
1983:							.36	7/	7/	0	7/	7/	7/	7/
January	.10	.2	7/	7/	7/	7/	.67	7/	7/	0	7/	7/	7/	7/
February	.08	.2	7/	7/	7/	7/	1.17	7/	7/	0	7/	7/	7/	7/
March	.08	.2	7/	7/	7/	7/	.41	7/	7/	0	7/	7/	7/	7/
April	.08	.2	7/	7/	7/	7/	.42	7/	7/	7/	7/	7/	7/	7/
May	(1.31):	2.1	7/	7/	7/	7/	.29	7/	7/	0	7/	7/	7/	7/
June	(1.72):	2.7	7/	7/	7/	7/	(.26):	(.6):	7/	0	7/	7/	7/	7/
			7/	7/	7/	7/	(.14):	7/	7/	0	7/	7/	7/	7/

See footnotes at end of table.

Table 35.--Portland hydraulic cement: Margins of underselling for purchases of Australian cement in the United States, by market areas and by months, September 1981-June 1983 1/--Continued

Period	Lake Elsinore 8/		MZ 302/303/307 9/		Lakeside 9/		Barstow/Apple Valley 10/		Ridgecrest 11/		Las Vegas 12/	
	Value	Percent	Value	Percent	Value	Percent	Value	Percent	Value	Percent	Value	Percent
	Dollars	Percent	Dollars	Percent	Dollars	Percent	Dollars	Percent	Dollars	Percent	Dollars	Percent
1981:												
September	7/	7/	7/	7/	7/	7/	(\$0.30)	(.4)	7/	7/	7/	7/
October	(\$3.75)	(5.3)	7/	7/	7/	7/	(.30)	(.4)	0	0.4	(\$3.65)	(4.5)
November	(3.75)	(5.3)	7/	7/	7/	7/	(.30)	(.4)	7/	7/	(3.93)	(5.0)
December	(5.50)	(8.0)	7/	7/	7/	7/	(.30)	(.4)	0	-	(5.41)	(7.0)
1982:												
January	7/	7/	7/	7/	7/	7/	(1.34)	(1.9)	0	-	7/	7/
February	(10.25)	(15.9)	7/	7/	7/	7/	.23	.3	7/	7/	7/	7/
March	7/	7/	(\$2.21)	(2.9)	7/	7/	7/	7/	7/	7/	7/	7/
April	7/	7/	7/	7/	7/	7/	4.01	5.6	0	-	7/	7/
May	(8.75)	(13.4)	2.73	3.4	7/	7/	3.43	4.8	0	-	7/	7/
June	7/	7/	7/	7/	7/	7/	.34	.5	7/	7/	7/	7/
July	(3.75)	(6.0)	7/	7/	7/	7/	.50	.8	7/	7/	7/	7/
August	(4.75)	(7.7)	7/	7/	2.50	3.4	(4.50)	(7.4)	7/	7/	7/	7/
September	(3.75)	(6.2)	7/	7/	2.00	2.8	2.40	3.7	7/	7/	7/	7/
October	7/	7/	7/	7/	1.02	1.4	.54	.9	7/	7/	7/	7/
November	(3.75)	(6.2)	7/	7/	(.50)	(.7)	(.01)	(2.0)	7/	7/	7/	7/
December	(3.75)	(6.2)	.19	.2	(.51)	(.7)	(.01)	13/	7/	7/	7/	7/
1983:												
January	7/	7/	7/	7/	(.51)	(.7)	.98	1.5	7/	7/	7/	7/
February	(3.75)	(6.2)	(.88)	(1.3)	(.51)	(.7)	1.35	(2.1)	0	-	7/	7/
March	7/	7/	7/	7/	(.50)	(.7)	.23	.4	7/	7/	7/	7/
April	(3.75)	(6.2)	2.70	3.9	(3.15)	(4.7)	(.58)	(.9)	7/	7/	7/	7/
May	(3.75)	(6.2)	7/	7/	(3.15)	(4.7)	1.34	2.1	7/	7/	7/	7/
June	(5.00)	(8.5)	7/	7/	7/	7/	(.30)	(.5)	7/	7/	7/	7/

1/ These margins are based on data from tables C-1 through C-13 in app. C.  
 2/ Located an average of 13 miles from the importer of Australian cement.  
 3/ Located an average of 16 miles from the importer of Australian cement.  
 4/ Located an average of 30 miles from the importer of Australian cement.  
 5/ Located an average of 43 miles from the importer of Australian cement.  
 6/ Located an average of 52 miles from the importer of Australian cement.  
 7/ Not available.  
 8/ Located 67 miles from the importer of Australian cement.  
 9/ Located an average of 121 miles from the importer of Australian cement.  
 10/ Located on average of 130 miles from the importer of Australian cement.  
 11/ Located 184 miles from the importer of Australian cement.  
 12/ Located 240 miles from the importer of Australian cement.  
 13/ Less than 0.1 percent.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.



Four additional purchasers of imported Australian cement that responded to Commission questionnaires did not provide detailed price data that could be used in the above analysis. However, each did comment qualitatively on the price relationship between U.S.-produced and Australian cement for their cement purchases. Of these four purchasers, three responded that Australian cement has never been lower priced, and that they had purchased for nonprice reasons. The remaining company cited Pacific Coast's sales personnel as its primary reason for purchasing Australian cement, but also reported that although Australian cement has not always been lower priced, it may have been lower priced for some purchases. The inclusions of these four purchasers raises the coverage of Australian cement imports from purchasers' questionnaires to 38 percent in 1981, 32 percent in 1982, and 33 percent in January-June 1983.

Actual margins of underselling, on a weighted-average basis, were calculated for market areas, or market area groupings, for prices reported by purchasers. Generally, prices of Australian cement ranged from about 3 percent below U.S. producers' prices to 3 percent above (table 26). Larger price differences in some months were generally followed by a narrowing of this difference, indicating that in the cement market, prices tend to equalize over time. Margins of underselling ranged from 7.8 to 0.4 percent and were generally in the range of 1.0 to 2.0 percent. Prices were equal for a number of weighted-average price comparisons, and Australian cement was often higher priced.

Margins of underselling, Japan.--Price comparisons between U.S.-produced and imported Japanese cement are available from producers' and importers' questionnaires for three of the market areas for which prices were collected. However, these prices are strictly for Melwire's sales of Japanese cement into the San Diego/Los Angeles area.

MZ 249.--This market area is located in metropolitan Los Angeles. Melwire reported sales in this market area only during September and October 1982. Prices of the Japanese cement were about \$0.50 per ton (0.8 percent) lower than U.S. producers' weighted-average price of about \* \* \* per ton in September 1982 and \* \* \* in October 1982 (table 26). The price of the Japanese cement in these months was also higher than the lowest price charged by U.S. producers.

MZ 307.--This market area is located in metropolitan San Diego. In 1981, Melwire reported only one sale of Japanese cement into this area, at a price \$1.42 per ton (1.9 percent) lower than the weighted-average U.S. producers' price of \* \* \* per ton (table 28). From March 1982 to June 1982, the Japanese cement undersold the U.S.-produced product by an average of \$1.48 per ton, or 2.1 percent. Japanese cement was higher priced in July and August 1982, but undersold U.S.-produced cement from December 1982 to April 1983. The margin of underselling during this latter period was relatively large, ranging from \$8.46 per ton to \$12.61 per ton. Melwire attributes the large decline in its sales price in this market area to competition with imports from Mexico. U.S. producers' prices at the lower end of the price range also declined appreciably in this market area during January-April 1983.

Escondido.--Of the eight months in which Melwire reported prices for this market area, there was underselling in two. In July 1981, the Japanese cement was \$0.04 (0.1 percent) lower priced than U.S.-produced cement (table 29). In January 1982, the margin of underselling was \$0.36 per ton (0.5 percent). In all the other months, the Japanese cement was higher priced than U.S.-produced cement, generally by over \$1.00 per ton; the price of Japanese cement generally fell between the high and the low price of U.S.-produced cement.

Purchasers were also requested to report prices for their purchases of U.S.- and Japanese-produced cement. The following tabulation is a compilation of direct price comparisons, the method corresponding to that used in the tabulation in the previous section; this tabulation includes prices for both Southern California (Melwire) and Northern California (Stinnes):

		<u>Japanese cement</u>		
	<u>Number of reported direct price comparisons</u>	<u>Lower price</u>	<u>Higher price</u>	<u>Same price</u>
1981-----	32	26	4	2
1982 <u>1</u> /-----	78	50	20	8
1983 (January-June)--	16	12	4	0

1/ See footnote in the tabulation on the following page for a discussion of the possible inclusion of some purchases of Korean cement in these data.

In 1981, purchasers reported 32 direct price comparisons between purchases of U.S.- and Japanese-produced cement. Of these 32, the Japanese cement was lower priced 26 times, higher priced 4 times, and the same price twice. In 1982, purchasers reported 78 direct price comparisons, with Japanese cement lower priced 50 times, higher price 20 times, and the same price 8 times. 1/ In January-June 1983, purchasers reported 16 direct price comparisons, with Japanese cement lower priced 12 times, higher priced 4 times, and never the same price. Purchasers from which these statistics were compiled accounted for 10 percent of Japanese imports in 1981, 86 percent in 1982, and 22 percent in January-June 1983. 2/

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1/ Because Stinnes, an importer of Japanese cement, also imported cement from \* \* \* in 1982, prices reported by purchasers as Japanese cement purchased from Stinnes may actually include some \* \* \* cement.

2/ The percentage for 1982 may be high because of the inclusion of \* \* \* cement.

Three additional purchasers of Japanese cement returned questionnaires but did not provide pricing data that could be used in the above analysis. Of these three, two reported that they had purchased Japanese cement for nonprice reasons and that Japanese cement was never lower priced than cement available from their U.S. suppliers. The remaining purchaser reported that it had purchased Japanese cement because it was lower priced, and had always been lower priced. The inclusion of these purchasers raises the coverage of Japanese imports from purchasers' questionnaires to 12 percent in 1981, 97 percent in 1982, and 22 percent in January-June 1983.

The following tabulations present a breakout of the direct price comparisons between Japanese cement imported by Stinnes and imported by Melwire:

		<u>Japanese cement (Stinnes)</u>		
	<u>Number of reported direct price comparisons</u>	<u>Lower price</u>	<u>Higher priced</u>	<u>Same price</u>
1981-----	28	22	4	2
1982: <u>1/</u>				
January-June-----	33	17	11	5
September-December--	22	16	4	2

1/ Separate data are presented for January-August and for September-December to isolate, to the extent possible, transactions which may have involved \* \* \*, as well as Japanese, cement. \* \* \*.

		<u>Japanese cement (Melwire)</u>		
	<u>Number of reported direct price comparisons</u>	<u>Lower price</u>	<u>Higher priced</u>	<u>Same price</u>
1981-----	4	4	0	0
1982-----	23	17	5	1
1983 (January-June)---	16	12	4	0

Actual price comparisons for purchases of Japanese cement from Stinnes and from Melwire, on a weighted-average basis, are presented in tables 36 and 37. In 1981, Japanese cement was generally lower priced than U.S.-produced cement, with margins of underselling ranging from 0.3 to 9.2 percent, but generally in the range of from 4 to 6 percent. Margins of underselling varied by market areas, however, with the highest margins in Modesto and Chowchilla, and margins in the range of 2 to 4 percent in other market areas. Japanese cement was higher priced in one or two months for some of the market areas in 1981, with the price difference ranging from (0.6) to (11.2) percent.

In 1982, Japanese cement was often higher priced than U.S.-produced cement, especially through September and especially for purchases from Stinnes in the Stockton/Lodi, Modesto, and MZ 115/116 market areas. Japanese cement purchased from Stinnes was also lower priced or the same price in the other

Table 36.--Portland hydraulic cement sold in northern California: Margins of underselling for purchases of Japanese cement, by market areas and by months, January 1981-December 1982 <sup>1/</sup>

Period	Stockton/Lodi		Modesto		Auburn/ Gross Valley		Chowchilla	
	Value	Percent	Value	Percent	Value	Percent	Value	Percent
1981:								
March-----	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>
April-----	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	\$2.80	3.2	<u>2/</u>	<u>2/</u>
May-----	\$0.89	1.1	\$6.94	8.5	(1.57)	(1.9)	<u>2/</u>	<u>2/</u>
June-----	.66	.8	7.83	9.5	(2.91)	(3.7)	<u>2/</u>	<u>2/</u>
July-----	.73	.9	4.46	5.6	.34	.4	<u>2/</u>	<u>2/</u>
August-----	.85	1.1	4.46	5.6	.78	1.0	\$5.40	6.3
September-----	3.71	4.8	4.47	5.6	<u>2/</u>	<u>2/</u>	5.40	6.3
October-----	8.54	11.2	6.76	9.0	<u>2/</u>	<u>2/</u>	5.40	6.3
November-----	(3.51)	(5.5)	6.85	9.2	<u>2/</u>	<u>2/</u>	(2.82)	(3.7)
December-----	(4.28)	(6.7)	6.67	8.9	2.02	2.9	<u>2/</u>	<u>2/</u>
1982:								
January-----	(5.69)	(9.1)	<u>2/</u>	<u>2/</u>	2.02	2.9	.01	<u>2/</u>
February-----	(4.04)	(6.3)	4.99	6.9	2.00	2.8	<u>2/</u>	<u>2/</u>
March-----	(4.23)	(6.6)	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	0	-
April-----	(4.52)	(7.1)	(1.75)	(2.6)	2.00	2.8	0	-
May-----	(4.70)	(7.4)	(1.74)	(2.6)	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>3/</u>
June-----	(3.67)	(4.2)	(1.37)	(2.1)	2.00	2.8	0	-
July-----	(6.41)	(10.2)	(1.87)	(2.9)	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>
August-----	1.74	2.9	(1.50)	(2.3)	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>
September-----	1.35	2.2	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>
October-----	1.58	2.5	(2.01)	(3.1)	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>
November-----	1.03	1.7	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>
December-----	-	-	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>

See footnotes at end of table.

Table 36.--Portland hydraulic cement sold in northern California: Margins of underselling for purchases of Japanese cement, by market areas and by months, March 1981-December 1982--Continued

Period	Madera		Santa Rosa		MZ 115/116		Pittsburg	
	Value	Percent	Value	Percent	Value	Percent	Value	Percent
1981:								
March-----	2/	2/	2/	2/	2/	2/	2/	2/
April-----	2/	2/	2/	2/	2/	2/	2/	2/
May-----	2/	2/	2/	2/	2/	2/	(\$0.21):	(0.2)
June-----	2/	2/	2/	2/	2/	2/	(.36):	(.4)
July-----	2/	2/	2/	2/	2/	2/	(.30):	(.3)
August-----	2/	2/	2/	2/	2/	2/	(2.07):	(2.3)
September-----	2/	2/	2/	2/	2/	2/	2/	2/
October-----	\$6.53	7.6	\$2.61	3.5	2/	2/	(2.97):	(4.0)
November-----	2/	2/	(.34):	(.6)	2/	2/	2/	2/
December-----	2/	2/	1.68	2.3	\$0.21	0.3	(5.51):	(8.4)
1982:								
January-----	2/	2/	2/	2/	0.21	.3	2.14	2.9
February-----	2/	2/	.60	.8	(1.78):	(2.5)	2.20	3.0
March-----	2/	2/	2/	2/	(1.78):	(2.5)	7.90	10.0
April-----	2/	2/	2/	2/	(1.78):	(2.5)	2.15	2.9
May-----	2/	2/	2/	2/	(1.78):	(2.5)	2.06	2.8
June-----	2/	2/	2/	2/	(1.78):	(2.5)	6.29	8.1
July-----	2/	2/	2/	2/	(4.30):	(6.3)	.42	.6
August-----	2/	2/	2/	2/	.20	.3	3.43	4.8
September-----	2/	2/	2/	2/	(11.30):	(18.4)	5.14	7.4
October-----	2/	2/	13.33	19.2	3.40	5.2	9.54	13.7
November-----	2/	2/	38.72	41.2	22.88	34.3	25.93	38.0
December-----	2/	2/	28.59	41.1	23.78	36.7	27.77	40.4

1/ These margins are based on data from tables C-19 through C-26 in app. D of this report.  
2/ Not available.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 37.--Portland hydraulic cement sold in southern California: Margins of underselling for purchases of Japanese cement, by market areas and by months, March 1981-June 1983 <sup>1/</sup>

Period	MZ 235/242/243		MZ 302/303/307		Lakeside		MZ 309		Escondido/Poway	
	Value	Percent	Value	Percent	Value	Percent	Value	Percent	Value	Percent
1981:										
March-----	2/	2/	2/	2/	2/	2/	2/	2/	2/	2/
April-----	2/	2/	2/	2/	2/	2/	2/	2/	2/	2/
May-----	2/	2/	2/	2/	2/	2/	2/	2/	2/	2/
June-----	(\$3.39)	(11.2)	2/	2/	2/	2/	2/	2/	2/	2/
July-----	2/	2/	2/	2/	2/	2/	2/	2/	\$1.94	2.5
August-----	2/	4/	2/	2/	2/	2/	2/	2/	2/	2/
September-----	2/	2/	2/	2/	2/	2/	2/	2/	2/	2/
October-----	2/	2/	2/	2/	2/	2/	2/	2/	2/	2/
November-----	2/	2/	2/	2/	2/	2/	2/	2/	.89	1.2
December-----	2/	2/	2/	2/	2/	2/	2/	2/	1.41	1.9
1982:										
January-----	2/	2/	2/	2/	2/	2/	2/	2/	2.13	2.8
February-----	2/	2/	2/	2/	2/	2/	2/	2/	3.31	4.3
March-----	2/	2/	2/	2/	2/	2/	2/	2/	2/	2/
April-----	2/	2/	2/	2/	2/	2/	2/	2/	2/	2/
May-----	2/	2/	2/	2/	\$4.15	5.3	2/	2/	1.97	2.6
June-----	2/	2/	2/	2/	2.19	2.8	2/	2/	1.58	2.1
July-----	2/	2/	2/	2/	2.15	2.8	(\$3.25)	(4.9)	1.57	2.1
August-----	2/	2/	2/	2/	(1.35)	(1.8)	(3.25)	(4.9)	(1.20)	(1.6)
September-----	.75	1.1	2/	2/	1.15	1.6	.75	1.1	7.36	9.5
October-----	.75	1.1	2/	2/	4.17	5.9	.75	1.1	2.10	3.1
November-----	2/	2/	2/	2/	2.65	3.8	.75	1.1	.58	.9
December-----	2/	2/	2/	2/	2.64	3.8	.75	1.1	2.30	3.5
1983:										
January-----	2/	2/	2/	2/	5.64	8.1	1.85	2.8	.01	3/
February-----	2/	2/	2/	2/	5.64	8.1	1.76	2.6	.85	1.3
March-----	2/	2/	\$1.02	1.6	5.65	8.1	1.85	2.8	(.87)	(1.4)
April-----	2/	2/	5.65	8.1	3.00	4.5	1.83	2.8	(.51)	(.8)
May-----	2/	2/	1.06	1.6	3.00	4.5	1.81	2.7	2/	2/
June-----	2/	2/	(.48)	(.8)	3.00	4.5	1.83	2.8	2/	2/

<sup>1/</sup> There margins are based on data in appendix tables C-2, C-9, C-10, C-14, and C-15, of this report.

<sup>2/</sup> Not available.

<sup>3/</sup> Less than 0.05 percent.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

market area, and margins of underselling were especially great from October 1982 to December 1982, ranging as high as \$29 per ton, or 41 percent. 1/

Japanese cement purchased from Melwire was generally lower priced in 1982 and in January-June 1983. Margins of underselling ranged from 9.5 to 0.9 percent.

Price leadership.--Because cement is a homogeneous product, prices charged by cement suppliers in a particular market area to the same class of customer should be similar at any point in time. Likewise, a price decrease initiated by one firm should be met by competing firms within a relatively short period, as each tries to maintain its own market share. A price decrease by one firm, therefore, generally results in lower overall market prices, with lower net returns to all cement suppliers.

The petitioners have alleged that the pricing strategy of importers of cement from Japan into California/Nevada has led to the decline in overall market prices during 1982 and 1983. 2/ Two methods are used here to analyze the price leadership issue. The first is an analysis of price trends, by firms, in the 10 market areas from which prices were collected from U.S. producers and from importers. Second, purchasers were asked in questionnaires to identify the price leader in each of their markets. Purchasers were also asked to provide the dates of cement price declines from January 1981 to June 1983, and to name the cement supplier(s) that initiated the price decrease to their firm.

Table 38 shows which firm(s) first reported price declines from January 1981 to June 1983 in their questionnaire responses. 3/ The price given for January 1981 is the lowest price being charged in each of the 10 markets, by the specified suppliers. Each price specified thereafter reflects a price decrease reported by the named firm.

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1/ Stinnes knew that it had to vacate the import terminal at Stockton by the end of 1982, and low prices in October-December could have been the result of the need to sell all inventory before the end of the year.

2/ The U.S. industry has also stated that the increase in cement supply caused by imported cement, as well as the existence of annual throughput capacity of the import terminals, have had depressing price effects. However, the issue of price leadership relates to the direct effect of pricing by individual cement suppliers on market prices. The possible effect on price of import supply and of import terminal throughput capacity are not addressed in this section.

3/ The supplier first to report a lower price may not have actually initiated the decline. A lower price could be a response to lower prices in nearby zones, or to a competitor initiating the decline 1 or 2 weeks prior to the second week of the month. In neither case would Commission questionnaires clearly identify the initiating firm. However, because prices declined through most of 1981-83, and all firms appear to have participated in the decline, a single firm reporting a lower price suggests that it initiated the decline. If more than one firm reported a decline, no inference can be drawn with certainty.

Table 38.--Portland hydraulic cement: An analysis of suppliers initiating price decreases, and prices charged by the suppliers, by market areas and by months, January 1981-June 1983

Period	MZ 221	MZ 235	MZ 242	MZ 249	MZ 307
1981:					
January 1/-----:	*** \$73.61 :2/	*** \$70.45 :	*** \$75.10 :3/	*** \$71.70 :	*** \$69.50
February-----:	- :	- :	- :	- :	-
March-----:	- :	- :	- :	- :	-
April-----:	- :	- :	- :	- :	-
May-----:	- :	- :	- :	- :	-
June-----:	*** 73.54 :	- :	- :	- :	-
July-----:	- :	- :	- :	- :	-
August-----:	- :	- :	*** 74.10 :	- :	-
September-----:	- :	- :	- :	- :	-
October-----:	- :	- :	- :	*** 68.79 :	-
November-----:	- :	- :	- :	- :	-
December-----:	- :	- :	- :	- :	-
1982:					
January-----:	*** 67.05 :	*** 68.79 :	*** 70.70 :	- :	*** 66.25
February-----:	- :	- :	- :	- :	-
March-----:	*** 66.85 :	- :	*** 68.90 :	- :	-
April-----:	- :	- :	- :	*** 66.70 :	-
May-----:	- :	- :	- :	- :	-
June-----:	- :	*** 66.70 :	*** 68.70 :	- :	-
July-----:	*** 66.05 :	*** 65.70 :	*** 66.10 :	*** 65.70 :	-
August-----:	- :	- :	- :	- :	*** 63.15
September-----:	*** 64.05 :	- :	*** 64.70 :	- :	-
October-----:	- :	- :	- :	*** 63.70 :	-
November-----:	- :	- :	- :	*** 62.20 :	-
December-----:	- :	- :	- :	- :	MW 54.20
1983:					
January-----:	- :	- :	*** 63.70 :	*** 60.70 :	-
February-----:	- :	- :	- :	- :	-
March-----:	- :	*** 61.70 :	*** 60.10 :	- :	-
April-----:	- :	- :	- :	- :	-
May-----:	- :	- :	- :	- :	-
June-----:	- :	- :	- :	- :	-

See footnotes at end of table.



Table 38.--Portland hydraulic cement: An analysis of suppliers initiating price decreases and prices charged by the suppliers, by market areas and by months, January 1981-June 1983--Continued

Month	Escondido	MZ 101	Modesto	Las Vegas	Bakersfield
1981:					
January 1/-----	*** \$75.95 :4/	*** \$70.33 :5/	*** \$73.31	*** \$69.11	*** \$71.00
February-----	*** 67.75	-	-	-	-
March-----	-	-	-	-	-
April-----	-	-	-	*** 68.27	-
May-----	-	-	-	-	-
June-----	-	-	-	-	-
July-----	-	-	-	-	-
August-----	-	-	-	-	-
September-----	-	-	*** 69.94	-	-
October-----	-	*** 67.00	-	-	*** 71.00
November-----	-	-	*** 67.50	-	-
December-----	-	-	-	-	-
1982:					
January-----	*** 64.50	*** 66.00	-	-	-
February-----	-	-	-	-	-
March-----	-	-	-	-	-
April-----	-	-	-	-	-
May-----	-	-	*** 67.00	-	*** 71.00
June-----	-	-	*** 62.75	-	-
July-----	-	-	-	*** 66.00	*** 61.00
August-----	*** 60.75	*** 63.50	*** 60.00	-	*** 61.00
September-----	-	-	-	-	*** 61.00
October-----	-	*** 62.50	-	*** 65.00	-
November-----	-	-	-	*** 64.00	-
December-----	-	-	*** 55.00	*** 60.00	-
1983:					
January-----	-	-	-	-	-
February-----	-	*** 58.00	-	-	-
March-----	-	-	-	-	-
April-----	-	-	-	*** 59.00	-
May-----	-	-	-	-	*** 61.00
June-----	-	-	-	-	-

1/ The prices shown are the lowest prices reported for sales in each market area in January 1981. The supplier(s) charging that price are identified by the letters to the left of the price using the following codes:

C = California Portland GP = General Portland M = Monolith  
D = Delta Cement K = Kaiser N = Nevada Cement  
G = Genstar L = Lonestar P = Pacific Coast Cement  
GH = Gifford-Hill MW = Melwire S = Southwestern

2/ Prevailing prices in the market in this month were \$75.10, indicating that \*\*\* was discounting \$4.65 per ton to the customer for which it reported sales prices, \*\*\*.

3/ \*\*\* was charging \$71.77 to a customer in this zone. All other suppliers were charging \$73.10 to \$75.10, indicating that \*\*\* and \*\*\* were discounting by \$1.40 to \$3.40 per ton.

4/ \*\*\*'s price was \$3.20 to \$8.00 per ton lower than prices charged by other U.S. producers to this zone.

5/ \*\*\*'s price was \$2.44 to \$5.00 per ton lower than prices charged by other U.S. producers to this zone.

In 6 of the 10 market areas, \* \* \* was first to report most of the price decreases. \* \* \* was first to report price decreases in July 1982 for cement sales in MZ 221. \* \* \* joined with \* \* \* and \* \* \* for initiating price decreases in September 1982, also in MZ 221. \* \* \* first reported a price decrease in December 1982 in MZ 307, although \* \* \*. No prices were collected from Stinnes, the importer of Japanese cement into the San Francisco area. However, purchaser questionnaires indicate that prices from this importer were particularly low during October-December 1982, perhaps because of the need to liquidate its cement inventories by the end of 1982.

Thirty-nine purchasers located in southern California responded to the price leadership questions in their questionnaires. Twenty-four of these 39 purchasers reported that they had purchased Australian cement; 22 of these firms were not able to name a particular price leader in the market. \* \* \* and \* \* \* were named as price leaders by two purchasers. Of the 15 firms that had not purchased Australian cement, but were in the Australian import market area, ten were not able to name a particular price leader. \* \* \* (selling \* \* \*), \* \* \*, \* \* \*, \* \* \*, and \* \* \* were named as price leaders by the other five purchasers.

Purchasers were also requested to list those dates when general price declines occurred, and to name the cement supplier(s) that initiated the price decrease to that purchaser. Table 39 is a compilation, by months, of the number of times individual cement suppliers were named as initiating a price decrease. From June 1982 to October 1982, the responses are concentrated in the "all" category. This is consistent with the observation that prices showed their most significant declines during this period as all producers generally lowered prices. \* \* \* was cited three times as initiating price decreases in May, July, and September 1982. Of the U.S. producers, \* \* \* was named 12 times as initiating price decreases, primarily from June to October 1983. \* \* \* was named eight times, and \* \* \* was named six times.

Thirty-three purchasers located in northern California responded to the price leadership questions in their questionnaires. Twenty of these 39 had purchased Japanese cement from Stinnes, and 5 of the 20 cited \* \* \* as the price leader. \* \* \*, \* \* \*, and \* \* \* were each named once as the price leader in the market. Twelve of the 20 were not able to specify a particular price leader or stated that each cement supplier had been a price leader at one time or another. Of the 19 firms that had not purchased from Stinnes, 2 named \* \* \* as the price leader and two named \* \* \* as the price leader. The remaining 15 firms did not specify a price leader.

Purchasers were also requested to list those dates when general price declines began, and to name the cement supplier(s) that initiated the price decrease to that purchaser. Table 40 is a compilation, by months, of the number of times individual cement suppliers were named as initiating price decreases in northern California. From this table, it is evident that price decreases generally occurred earlier in northern than in southern California, with price declines starting in May and June 1981. All cement suppliers decreased prices in October 1981, with \* \* \* named twice as initiating a price decrease. Price decreases were also concentrated in July and August 1982. Of the individual cement suppliers, \* \* \* was named 15 times as initiating price decreases, \* \* \* was named 12 times, \* \* \*, 9 times, and both \* \* \* and \* \* \*, 8 times.

Table 39.--Portland hydraulic cement: The number of times individual cement suppliers initiate price decreases in the Los Angeles area, as reported by cement purchasers, by cement supplier and by months, November 1981-June 1983

Period	***	***	***	***	***	***	*** <u>1/</u>	All
1981:								
November-----:	0	0	0	1	0	1	0	
December-----:	0	0	0	0	1	0	0	
1982:								
January-----:	0	1	1	0	1	0	0	
February-----:	0	0	0	1	0	1	1	
March-----:	0	1	0	2	0	0	0	
April-----:	0	0	0	1	0	0	0	
May-----:	1	1	1	0	0	0	0	
June-----:	0	0	1	1	0	0	0	
July-----:	1	0	1	1	0	0	0	
August-----:	0	1	0	1	0	0	0	
September-----:	1	2	1	3	0	0	0	
October-----:	0	0	1	1	0	0	0	
November-----:	0	0	0	0	1	0	0	
December-----:	0	0	1	0	0	0	0	
1983:								
January-----:	0	0	0	0	0	0	0	
February-----:	0	0	0	0	0	0	0	
March-----:	0	0	0	0	0	0	0	
April-----:	0	0	0	0	0	0	0	
May-----:	0	0	0	0	0	0	0	
June-----:	0	0	0	0	0	0	0	

1/ \*\*\*.

2/ Some purchasers reported that a general price decrease was perceived from all of their suppliers at virtually the same time.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 40.--Portland hydraulic cement: The number of times individual suppliers initiated price decreases in northern California, as reported by cement purchasers, by cement suppliers and by months, January 1981-June 1983

Period	***	***	***	***	***	All
1981:						
January-----	0	1	0	0	0	0
February-----	0	0	0	0	0	0
March-----	0	0	0	0	0	0
April-----	0	0	0	0	0	0
May-----	0	0	2	1	1	2
June-----	0	1	0	2	0	0
July-----	0	0	0	0	0	0
August-----	2	1	3	0	1	0
September-----	1	0	0	1	1	0
October-----	2	3	1	2	1	3
November-----	0	0	1	0	1	1
December-----	0	0	1	0	0	0
1982:						
January-----	0	0	1	0	0	0
February-----	0	0	1	0	0	0
March-----	3	0	1	0	0	0
April-----	0	0	1	0	1	0
May-----	0	0	1	0	1	0
June-----	1	0	1	0	1	0
July-----	2	0	3	1	1	0
August-----	1	1	1	2	0	1
September-----	0	0	0	0	0	0
October-----	0	0	0	0	0	0
November-----	0	1	0	0	0	0
December-----	0	0	1	0	0	0
1983:						
January-----	0	0	1	0	0	0
February-----	0	0	0	0	0	0
March-----	3	0	0	0	0	0
April-----	0	0	0	0	0	1
May-----	0	0	0	0	0	0
June-----	1	0	0	0	0	0

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Seventeen purchasers located in the San Diego area of southern California responded to the price leadership questions in the questionnaire. Seven of these firms have purchased Japanese cement from Melwire Trading Co. Of these seven, two named Mexican cement as the price leader, one named \* \* \*, and one named both \* \* \* and \* \* \*. The other three suppliers were not able to specify a particular price leader. \* \* \*, \* \* \*, \* \* \*, and \* \* \* were each named once by the 10 purchasers that have not bought Japanese cement. Table 41 is a compilation, by months, of the number of times individual cement suppliers were named as initiating price decreases. \* \* \* was named once in October 1982.

Table 41.--Portland hydraulic cement from Japan: The number of times individual cement suppliers initiated price decreases in the San Diego area, as reported by cement purchasers, by cement suppliers and by months, January 1981-June 1983

Period	* * *	* * *	* * *	* * *	* * *	* * *	All
1982:							
January-----:	0	0	0	0	0	0	0
February-----:	0	0	0	0	0	0	0
March-----:	0	0	1	0	0	0	0
April-----:	0	0	0	0	0	0	0
May-----:	0	0	0	0	0	0	0
June-----:	0	0	0	0	0	0	0
July-----:	0	0	0	1	0	0	0
August-----:	0	0	0	1	0	0	0
September-----:	0	0	0	0	1	0	0
October-----:	1	0	1	1	0	0	2
Novemebr-----:	0	0	0	0	0	0	0
1983:							
January-----:	0	0	0	0	0	0	0
February-----:	0	0	0	0	0	0	0
March-----:	0	0	0	0	0	0	0
April-----:	0	1	0	0	0	0	0
May-----:	0	1	0	0	0	0	0
June-----:	0	1	0	0	0	0	0

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Credit terms.--U.S. producers and importers testified that they do not generally use manipulation of credit terms as a competitive tool in the cement market. <sup>1/</sup> An analysis of purchasers' questionnaires confirmed this testimony. The most common credit term is that the purchaser receive a discount of \$1.00 per ton if payment is made by the 10th of the month following the purchase. Net payment is due by the end of that month. Most purchasers reported that these terms were adhered held to, although some reported that the discount was still given if payment was made by the 20th, or even the end of the month. Larger purchasers reported as standard credit terms that the \$1.00 per ton discount was given until the 20th of the following month. Some smaller purchasers reported that they were not eligible for a discount, and payment for these firms was generally net 30 days.

There was little evidence that importers used favorable credit terms as a competitive tool, and, in some instances the terms of the importer were stricter. For example, for sales to \* \* \*, U.S. producers give a discount of \$1.00 per ton if paid by the 20th of the following month, but for purchases from \* \* \*, payment is due by the 3d of the following month.

Direct-bid market.--The importer of Australian cement provided the Commission with information relating to 14 direct-bid cement projects in California. Pacific Coast Cement (the importer) reported that it bid on 12 of the 14 projects and was not awarded a contract on any. Pacific Coast Cement claims that Kaiser Cement was the low bidder on 8 of the 14 projects, and that Kaiser's low prices contributed to lower prices in the larger, ready-mix market. Petitioners claim that in at least four of the projects, a U.S. supplier was awarded the contract only after meeting a lower price submitted by Pacific Coast. Thus, although Pacific Coast was not awarded the contract, it did contribute to lower direct-bid prices, according to petitioners. The 14 direct-bid contracts were accounted for by 8 contractors, and the Commission staff contacted all 8 to clarify what occurred in each of the 14 direct-bid projects.

Kasler Corp.--This contractor was involved in 3 of the 14 direct-bid projects, involving a total of at least \* \* \* tons of cement. In its purchasers' questionnaire, this firm reported \* \* \*.

Brutoco.--This contractor was also involved in 3 of the 14 direct-bid projects, involving a total of about \* \* \* tons of cement. \* \* \*.

United Concrete Pipe.--This contractor solicited quotes from cement suppliers for a Metro Water District Pipeline project. It returned a questionnaire and reported that \* \* \*.

E. L. Yeager.--This contractor was involved in 2 of the 14 direct-bid projects, involving \* \* \* tons of cement. \* \* \*.

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<sup>1/</sup> Transcript of the hearing, vol. I, pp. 64 and 65, and vol. II, p. 34.

Granite Construction.--This contractor was involved in the Cottonwood Power Plant project, involving about \* \* \* tons of cement. \* \* \*.

Sukut Construction.--This contractor was named as receiving price quotes for two direct-bid projects. It reported that it \* \* \*.

Random Construction.--This contractor was named in the Thousand Oaks Boulevard repaving project, involving \* \* \*. It reported that \* \* \*.

Sully-Miller.--This contractor was awarded the contract for the reconstruction of part of the Los Angeles International Airport, involving about \* \* \* tons of cement. The contractor reported that \* \* \*.

#### Summary of lost sales/lost revenue allegation

Australia.--Six U.S. producers reported lost sales allegations, and four U.S. producers reported lost revenue allegations with respect to import competition from Australian cement. The lost sales allegations concerned sales made from September 1981 to June 1983 and involved 27 individual ready-mix companies. 1/ The total volume of cement alleged to have been lost is 130,000 tons, valued at \$8,890,902. Purchasers' questionnaires, designed to elicit responses that relate directly to the verification of lost sales/lost revenue allegations, were sent to 20 of the 27 ready-mix companies named in these allegations. The Commission received responses from 16 of these companies. The remaining 11 companies were contacted by telephone. Twenty-three of the 27 companies named reported that they had purchased Australian cement, with 1 of these citing a lower price for Australian cement as its primary reason for purchasing. Two other purchasers reported that the Australian cement may have been lower priced at times, but cited nonprice advantages of Australian cement as their primary purchasing factors. Of the nonprice reasons for purchasing cement given by the remaining 20 firms, 4 cited alternative or secondary source, 5 cited the sales personnel of the importer, 3 cited location/quick availability, 3 cited the quality of the cement, 1 has a contractual arrangement with the importer, and 1 purchased because \* \* \*. Three firms gave no specific reason for their purchases.

Lost revenue allegations concerned import competition from October 1981 to June 1983 and involved 29 individual ready-mix companies. 2/ The total revenue alleged to have been lost over this period is \$881,715. The Commission sent purchasers questionnaires to 25 of these 29 companies, and received 20 responses. The remaining nine companies were contacted by telephone. Twenty of these 29 firms reported that they had purchased Australian cement. Two of these 20 firms reported that they had used a lower

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1/ The prehearing report stated that the lost sales allegations involved 30 individual companies. However, in the verification process, it was learned that 3 of these firms were either subsidiary firms of other firms named or 1 of the 27 under an old name.

2/ Many of the same ready-mix companies were named in both lost sales and lost revenue allegations. The number of individual ready-mix companies named accounting for this duplication is 42.

actual or offer price of Australian cement to negotiate lower prices from U.S. producers. Another of the 20 had been approached by the importer, and although it had not been offered a lower price, used its contact with the importer to negotiate lower prices from U.S. producers. Two firms that had not purchased Australian cement, but had been offered cement by the importer, used the offer to negotiate lower prices from their U.S. suppliers. Another firm reported that although it had not been offered cement by the importer, it used lower market prices, which it feels were attributable to imported cement, to negotiate lower prices with U.S. producers. The remaining 23 firms reported that they had never used purchases or offers of Australian cement to negotiate lower prices from U.S. producers.

Japan.--Six U.S. producers reported lost sales allegations, and three U.S. producers reported lost revenue allegations with respect to import competition from Japanese cement. The lost sales allegations concerned sales made from April 1981 to June 1983 and involved 47 individual ready-mix companies. 1/ The total volume of cement sales alleged to have been lost over this period is 112,090 tons, valued at approximately \$8 million. Thirty-two of the 47 purchasers, accounting for about 80 percent of the volume of alleged lost sales, were contacted. Twenty-five of these 32 purchasers reported purchasing Japanese cement, and 7 of the 25 cited the lower price of Japanese cement as their primary purchasing reason. Of the 18 remaining firms that cited nonprice factors for purchasing Japanese cement, 10 reported that the Japanese cement was also lower priced, and 8 reported it was not.

Lost-revenue allegations concerned import competition from February 1981 to January 1983 and involved 86 individual ready-mix companies. 2/ Commission staff contacted 45 of these firms, concentrating on those firms representing the larger lost revenue allegations, but also contacting many of those involving smaller lost revenue claims. Twenty-eight of these 45 reported purchasing Japanese cement. Seventeen of these 28 reported that the Japanese cement was lower priced, and of these 17 firms, 8 reported using the lower price to negotiate lower prices from U.S. producers. Of the remaining 27 firms that did not purchase Japanese cement, 5 reported using offer prices for Japanese cement to negotiate lower prices from U.S. producers.

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1/ The prehearing report stated that 62 individual ready-mix companies were involved in lost sales allegations. In that number, 15 ready-mix companies that had been named only in lost revenue allegations were inadvertently included.

2/ Many of the same ready-mix companies were named in both lost sales and lost revenue allegations. The number of individual ready-mix companies named, accounting for this duplication, is 113.



Detail review of lost sales/lost revenue allegations  
involving imports from Australia

Purchaser 1.--One U.S. producer alleged that it lost a sale for \* \* \* to this purchaser. In addition, it reported lost revenue on \* \* \*. This purchaser, in a letter to \* \* \*.

Purchaser 2.--One U.S. producer alleged that it lost a sale of \* \* \* to purchaser 2. This purchaser did report purchasing cement from a domestic supplier that month, but it reported no purchases of Australian cement. Another U.S. producer alleged that it lost a sale of \* \* \* to purchaser 2 in \* \* \*. In that month, this purchaser did not purchase from any U.S. supplier, but did purchase Australian cement. However, it purchased the cement at a higher price per ton than the price at which the domestic producer alleged to have lost the sale. The higher price charged by Pacific Coast Cement was also the price which this purchaser paid to both domestic and import suppliers for several months before and several months after this transaction. The following tabulation shows this firm's actual purchases (in short tons):

\* \* \* \* \*

One U.S. producer reported that it lost revenue on \* \* \* short tons it sold to purchaser 2 in \* \* \*. It bid at \* \* \* per short ton but had to reduce its price to \* \* \* to make the sale. Purchaser 2, however, bought only \* \* \* from domestic producers in 1982. In its questionnaire, purchaser 2 reported that it purchased the Australian cement primarily because it was a slightly better quality, but that it was never offered at a price which was lower than the prices of its other U.S. suppliers. Price declines to this purchaser were initiated by \* \* \*. Credit terms being offered by all its suppliers were the same, and they were adhered to.

Purchaser 3.--Lost sales allegations were made by two U.S. producers, involving a total quantity of \* \* \*, with purchaser 3. These sales were alleged to have occurred \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

One U.S. producer also alleged lost revenue on \* \* \* tons of cement sold to this firm during \* \* \*. The Australian cement reportedly suppressed prices by \* \* \* per ton.

In its questionnaire response, this purchaser reported that it purchased the Australian cement to have a second source of supply and that the Australian cement was never priced lower than cement being offered by U.S. suppliers. The actual transaction prices reported by the purchaser show that its prices for Australian and U.S.-produced cement were the same throughout the period of investigation, except in \* \* \*, when U.S.-produced cement was lower by \* \* \* per ton.

Purchaser 4.--Two U.S. producers reported sales lost to purchaser 4, involving a total of \* \* \* during \* \* \*, and lost revenues involving \* \* \* tons sold during \* \* \*. This purchaser did not respond to the Commission's questionnaire. However, it did provide information to the Commission staff on the phone, stating that it began purchasing from Pacific Coast Cement on a regular basis in late 1981. The main reason that it purchased from Pacific Coast Cement was its friendly relationship with the Pacific Coast Cement sales representatives. It stated the Australian cement was the same quality as domestic cement and was never lower priced and was never offered at a lower price than cement from U.S. suppliers.

Purchaser 5.--This lost sales allegation involved the purchase of \* \* \* tons of Australian cement in \* \* \* and \* \* \* tons in \* \* \*; lost revenue was alleged on the sale of 28 short tons in \* \* \*. The following tabulation shows this firm's purchases of Australian cement (in short tons):

\* \* \* \* \*

This firm reported that it has purchased Australian cement as an alternative source and because of the consistent minimum temperature of the cement. It also stated that the Australian cement was never lower priced, but reported no monthly transaction prices for comparisons to be made.

Purchaser 6.--This allegation involved the loss of \* \* \* tons to Australian cement in \* \* \* and lost revenue on sales of \* \* \* tons during \* \* \*. This firm did not provide its purchases from each source and gave no particular reason for buying the Australian cement, but it stated that the Australian cement was never lower priced. The actual monthly transaction prices reported by this firm show that Australian cement was the same price as U.S.-produced cement.

Purchaser 7.--Lost revenue allegations were made by one U.S. producer concerning this purchaser, involving \* \* \* short tons of cement sold during \* \* \*. In its questionnaire response, purchaser 7 stated that prices did decline between \* \* \* and \* \* \*, but that it was not sure which supplier initiated the declines as quotations from all suppliers were usually received within a few days of each other. This firm also stated that the Australian cement was purchased to create an additional source of cement and that it was never priced lower than cement being offered by U.S. suppliers. The actual transaction prices listed in its questionnaire response indicated that in each month in which Australian cement was purchased, it was priced the same as, or higher (\* \* \*), than the domestic product.

Purchaser 8. 1/--Allegations of lost sales concerning this firm were made by one producer and involved the loss of \* \* \* tons in \* \* \* and \* \* \* tons in \* \* \*, and lost revenue on sales of \* \* \* tons in \* \* \*. This firm's purchases of Australian and U.S. produced cement are shown in the following tabulation (in short tons):

\* \* \* \* \*

This purchaser reported that availability of supply was its primary reason for buying Australian cement, and that the Australian cement price was always equal to the price of U.S.-produced cement.

Purchaser 9.--One U.S. producer reported losing sales to this firm of \* \* \* tons during \* \* \*. The same producer reported losing revenue on sales made to this purchaser of \* \* \* tons during \* \* \*. In its questionnaire response, purchaser 9 gave no reason for purchasing the Australian cement; however, it did indicate that the availability of cement on shorter notice and the reliability of the supplier were the most important factors in its overall purchasing decisions. Further, it stated that the Australian cement was never priced lower than the cement being offered by U.S. suppliers. This firm provided no data on its volume of purchases or its monthly transaction prices.

Purchaser 10.--One domestic producer reported losing sales to this firm of \* \* \* tons in \* \* \* and \* \* \* tons in \* \* \*. The same producer reported lost revenue on \* \* \* tons it sold to purchaser 10 during \* \* \*. The firm did not respond to the Commission's questionnaire but did provide information on its purchasing patterns over the past 3 years in a telephone conversation with the Commission staff. The purchaser stated that it had purchased Australian cement but that its price was not lower than the price from domestic suppliers. It also indicated that the quality of the Australian cement was more consistent than the domestic product and that the main reason the Australian cement was purchased was because Pacific Coast Cement was more conveniently located for the trucking firm used. The price was always the same regardless of the source, the only exception being when one domestic firm \* \* \* came in, about a year ago, and offered lower-than-market prices.

Purchaser 11.--Allegations concerning this firm involved lost sales of \* \* \* short tons in \* \* \* and lost revenue on sales of \* \* \* tons during \* \* \*. This purchaser reported in its questionnaire that it never purchased cement from Australia; however, in a telephone conversation with Commission staff, the purchaser indicated it had purchased a small amount of Australian cement at the prevailing market prices when Pacific Coast Cement first began operations. The spokesperson also stated that, in discussions with Pacific Coast Cement, he was informed that his firm was not being treated fairly as far as price was concerned. The firm did not purchase from and did not get an actual price quote, but did then go to its domestic supplier and use its discussions with Pacific Coast Cement to get a lower price.

Purchaser 12.--This lost revenue allegation involved a total of \* \* \* short tons of cement in \* \* \*. The purchasing agent cited as a contact is no longer with the firm, but the present purchasing agent, after checking the records, cited several dates on which Australian cement had been purchased. However, the records show that the Australian cement was purchased at the same price per ton as domestic cement. Credit terms were the same for all sources.

Purchaser 13.--Allegations concerning this firm involved \* \* \* tons of lost sales in \* \* \*, \* \* \*, and \* \* \*, as well as sales of \* \* \* tons on which revenue was lost in \* \* \*. The firm's purchases are shown in the following tabulation (in short tons):

\* \* \* \* \*

The spokesperson reported that although his price for cement has declined, he is unable to determine who initiated the decrease. The reason he purchased the Australian cement was because he knew some of the personnel at Pacific Coast Cement and did it as a favor. The Australian cement was never lower priced, and credit terms were the same for each supplier.

Purchaser 14.--Two domestic producers reported lost sales concerning this firm. One producer reported that it lost sales of \* \* \* tons. The same producer reported losing revenue to this firm on sales of \* \* \* tons. Another domestic producer alleged that it lost sales of \* \* \* tons from \* \* \* to \* \* \*, and lost revenue on sales of \* \* \* tons to this purchaser in \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This purchaser reported purchasing from several domestic producers as well as from Pacific Coast Cement. In its questionnaire response, it indicated that prices declined at various times, but it was unable to determine which supplier initiated the decline. This firm reported that the sales personnel of Pacific Coast Cement were its reason for buying Australian cement, and although Australian cement has not always been sold to this firm for a lower price, there is a possibility that it has been lower priced at some times.

Purchaser 15.--This firm was named by two U.S. producers in their lost sales allegations. The first producer alleged that it lost sales of \* \* \* tons in \* \* \*, \* \* \*, and \* \* \*. The second producer alleged that it lost sales of \* \* \* tons from \* \* \* to \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This purchaser reported that price was the primary factor for its decision to purchase Australian cement, and that it has always been lower priced. This purchaser also reported that its purchases from Pacific Coast Cement were primarily at the expense of one of its U.S. suppliers, \* \* \* which claimed the lost sale of \* \* \* tons, \* \* \*. However, an analysis of the actual monthly transaction prices reported by the firm shows that of the eight direct price comparisons, Australian cement was lower priced four times, higher priced once, and the same price three times.

One producer also reported losing revenue on sales to this firm involving \* \* \* tons of cement in \* \* \*. \* \* \*. 1/ The U.S. suppliers thereafter reduced prices to this purchaser, and other customers as well.

Purchaser 16.--This allegation involved lost revenue on sales of \* \* \* tons of cement in \* \* \*. The firm never purchased Australian cement, \* \* \*.

Purchaser 17.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons by one U.S. producer from \* \* \* to \* \* \*. The purchaser reported that it had purchased \* \* \* tons of Australian cement in \* \* \*, because of a need for quick procurement, at a slightly higher price than that for U.S.-produced cement. The firm stated that it has never used a price quote for Australian cement to negotiate a lower price from its U.S. producers, although it has used lower price quotes for Japanese cement to do so.

Purchaser 18.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons by one U.S. producer from \* \* \* to \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This firm did not report its primary reason for purchasing Australian cement, but its questionnaire response shows that Australian cement was never lower priced. It also reported that it has never used a lower offer price for Australian cement to negotiate a lower price from its U.S. suppliers.

Purchaser 19.--This lost revenue allegation involved sales to this purchaser of \* \* \* tons from one U.S. producer during \* \* \*. This firm reported that it bought one truckload of Australian cement as a test at the same price it was paying to its suppliers of U.S.-produced cement. Although it has met with salesmen of Pacific Coast Cement since, the negotiations have never proceeded to an actual price quote, and it has, therefore, never used a price quote from Pacific Coast to negotiate a lower price from U.S. producers.

Purchaser 20.--This lost revenue allegation involved sales to this purchaser of \* \* \* tons by one U.S. producer in \* \* \*. This purchaser reported that it had purchased a total of \* \* \* tons of U.S.-produced cement in 1982 and had purchased no imported cement. It further reported that it has never used an offer price for Australian cement to negotiate a lower price from its U.S. supplier.

Purchaser 21.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons by one U.S. producer in \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

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1/ \* \* \*.

This firm reported that it purchased Australian cement because it was a higher quality cement, and that it was never lower priced. This firm also reported that it purchased no cement in 1982 from any source because it was \* \* \*

Purchaser 22.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons by one U.S. producer in \* \* \*. The purchaser reported that it has never bought Australian cement. Although it has been approached by Pacific Coast Cement, it has never negotiated seriously with them, and price has not been discussed. Therefore, it has never used an offer price of Australian cement to negotiate a lower price from its U.S. suppliers.

Purchaser 23.--This purchaser was named in both lost sales and lost revenue allegations by one U.S. producer. The lost sales allegation involves the purchase of \* \* \* tons of Australian cement in \* \* \*. This firm reported that it has never purchased Australian cement.

The lost revenue allegation involves sales to this firm of \* \* \* tons by one U.S. producer in 1982. The firm reported that its cement purchases in 1982 totaled \* \* \* tons. It further stated that it believes the presence of Australian cement imports in the market has had a disruptive effect, but it has never used a direct price quote from Pacific Coast Cement to negotiate a lower price from its U.S. suppliers.

Purchaser 24.--This lost sales allegation involved the purchase of \* \* \* tons of Australian cement in \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This firm reported that it purchased Australian cement to have an alternative source of supply, and that the Australian cement was higher priced than U.S.-produced cement, but by a small margin only.

Purchaser 25.--This lost sales allegation involved the purchase of \* \* \* tons of Australian cement in \* \* \* and \* \* \* tons in \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This firm reported that it purchased Australian cement to have an additional source of supply and that the Australian cement was never lower priced than U.S.-produced cement it bought.

Purchaser 26.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons by one U.S. producer in \* \* \*. This purchaser reported that it has never purchased Australian cement. It did report that in 1982, it was approached by Pacific Coast Cement, and was told that it was "not being taken care of" by its U.S. supplier, \* \* \*. This ready-mix company is in San Diego, and Pacific Coast's claims were apparently based on lower prices

prevailing in Los Angeles. The company then approached \* \* \* and was able to get a larger discount from them.

Purchaser 27.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons from one supplier during \* \* \*. This firm reported that it has purchased Australian cement, with having an alternative source as its primary purchasing reason. It stated, though, that Australian cement has been lower priced at times, and an analysis of reported transaction prices shows that Australian cement was lower priced in \* \* \* and \* \* \*. It was the same price from \* \* \* to \* \* \*, and higher priced during \* \* \*. This firm reported that it did use the lower price of Australian cement to negotiate lower prices from U.S. producers.

Purchaser 28.--The U.S. producer that made this lost sales allegation provided no details as to quantity or date of purchase. The purchaser provided no information on its aggregate purchases of Australian cement, although it purchased at least \* \* \* tons in \* \* \* and \* \* \* tons in \* \* \*. This purchaser reported that its primary reason for purchasing Australian cement was Pacific Coast Cement's effective sales force, and that the Australian cement it purchased was never lower priced than its purchases of U.S.-produced cement. An analysis of this firm's actual monthly transaction prices shows that the Australian cement was the same price as U.S.-produced cement from  
\* \* \*.

Purchaser 29.--The U.S. producer that made this lost sales allegation provided no details as to quantity or date of purchase. The purchaser reported that it purchased a few loads of cement from Pacific Coast Cement in \* \* \* because it was located closer and the cement was needed quickly. This firm also reported that Australian cement was higher priced.

Purchaser 30.--The U.S. producer that made this lost sales allegation provided no details as to quantity or date of purchase of the Australian cement. The purchaser reported that it had purchased exclusively from U.S. producers through mid-1981, with \* \* \* its principal supplier. Because \* \* \* was giving lower prices to this ready-mix company's competitor \* \* \*, this purchaser decided to change suppliers and chose \* \* \* and \* \* \*. Prices of Australian cement from Pacific Coast were the same as those available from U.S. producers at that time. This firm discontinued purchasing from Pacific Coast at the end of 1982, because Pacific Coast's prices were not competitive at that time.

Purchaser 31.--A U.S. producer alleged that \* \* \*. \* \* \*. The firm stated that it bought Australian cement because of its higher quality with regard to higher strength and fewer shrinkage cracks.

Purchaser 32.--This lost sales allegation involves the purchase of \* \* \* tons of Australian cement during \* \* \*. This firm has gone out of business, and no information was available with regard to its purchases.

Purchaser 33.--This lost sales allegation involves the purchase of \* \* \* tons. This firm reported that it has never purchased cement from Pacific Coast Cement.

Purchaser 34.--The U.S. producer that made this lost sales allegation provided no quantity, but alleged that lost sales first occurred in \* \* \*. The firm reported that it discontinued buying from the producer making the allegation, \* \* \*, because of credit problems with them, and began buying from \* \* \* and \* \* \* at the same price it had been paying to \* \* \*.

Purchaser 35.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons by one U.S. producer in \* \* \*. The purchaser reported that it has bought Australian cement to have an alternative source of supply and that the price of Australian cement has always been the same as that of U.S. producers. This purchaser has never used an offer price for Australian cement to negotiate a more favorable price from U.S. producers.

Purchaser 36.--This lost sales allegation involves the purchase of \* \* \* tons of Australian cement in \* \* \*. Although this firm provided no aggregate purchase data in its questionnaire, its price data show that it has purchased Australian cement from \* \* \*. The firm reported that its primary reason for buying Australian cement is excellent service provided by Pacific Coast's sales organization, and that Australian cement had never been lower priced. An analysis of its actual monthly transaction prices shows that Australian cement has been either the same price or slightly higher priced.

Purchaser 37.--This lost sales allegation involves the purchase of \* \* \* tons of Australian cement in \* \* \*. The purchaser reported that it had purchased a small amount of Australian cement in early \* \* \* and has not purchased any cement since. It stated that it purchased Australian cement because of Pacific Coast Cement's effective sales personnel and that the price of Australian cement was never lower than the lowest price available from U.S. producers.

Purchaser 38.--This lost sales allegation involves the purchase of \* \* \* tons of Australian cement a year starting in 1982. The purchaser has a contractual arrangement with Pacific Coast Cement which determines the price it pays for cement from them. This contractual price is based on what U.S. producers are charging in the market. If this purchaser can document a price decrease by U.S. producers, it requests Pacific Coast to lower its price. The firm cited the professionalism of Pacific Coast's sales force and the convenience of loading cement from Pacific Coast's terminal as reasons for purchasing Australian cement. This purchaser buys from \* \* \* to \* \* \* tons per month from Pacific Coast.

Purchaser 39.--This lost sales allegation involves the purchase of \* \* \* tons of Australian cement in 1982 and \* \* \* tons in 1983. The purchaser reported that it bought cement from \* \* \* through \* \* \* and then switched exclusively to Pacific Coast Cement through \* \* \*. This firm can only purchase from one supplier at a time because of \* \* \*. Prices for Australian cement were the same as prices for U.S. produced cement. This firm no longer buys from Pacific Coast Cement, because Pacific Coast now \* \* \*.

Purchaser 40.--This lost revenue allegations involves the sale to this purchaser of \* \* \* tons during \* \* \*, \* \* \* tons during \* \* \*, and \* \* \* tons in \* \* \*. The firm has ceased operations, and information on its purchases was not readily available.



Purchaser 41.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons in \* \* \*. This firm reported that it asked its U.S. cement supplier to lower its price, because its ready-mix competitors were offering lower concrete prices due to their purchases of foreign cement, including Australian. However, this firm had no evidence as to what the other ready-mix companies were paying for foreign cement. The firm indicated that it never used a direct price quote from Pacific Coast Cement to negotiate a lower price from its U.S. suppliers.

Purchaser 42.--This lost revenue allegation involves sales to this purchaser of \* \* \* in tons \* \* \*. The purchaser \* \* \*.

Detail review of lost sales/lost revenue allegations involving imports from Japan entered by Stinnes

Purchaser 1.--This purchaser was named by two purchasers in lost sales allegations and by one producer in a lost revenue allegation. The lost sales allegations involved purchases of \* \* \* tons of Japanese cement, valued at \* \* \* from \* \* \*. The lost revenue allegation involves sales to this purchaser of \* \* \* tons with lost revenue of \* \* \* during \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This purchaser reported that it purchased Japanese cement because the import terminal was located closer and the purchaser could obtain more cement in less time. This purchaser buys cement on an f.o.b. basis and reported that Japanese cement has been lower priced three times. However, since the import terminal is closer, U.S. producers' prices would increase more than Japanese prices if prices were on a delivered-price-basis, and this could affect the price differences.

Purchaser 2.--There was no specific quantity reported in this lost revenue allegation, but the sale was reported to have occurred in \* \* \*. The purchaser reported that it has never purchased foreign cement. In \* \* \*, it switched suppliers from \* \* \* to \* \* \* because of a lower price being offered by \* \* \*. \* \* \* was selling at \* \* \* per ton, and \* \* \* was selling at \* \* \* per ton. The company reported that it never used a direct price quote from Stinnes to negotiate a lower price from its U.S. suppliers.

Purchaser 3.--Two U.S. producers made lost sales and lost revenue allegations relating to this firm. The lost sales allegations involve purchases of \* \* \* tons of Japanese cement from \* \* \*. Lost revenue allegations involved sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \*. This purchaser reported that it had bought from \* \* \* to \* \* \* tons a month from Stinnes in \* \* \*. The reason for purchasing was the proximity of the import terminal, and purchases were made if cement was needed quickly. This firm reported no difference in price and reported that it never used a lower offer price for imported cement to negotiate lower prices from its U.S. suppliers.

Purchaser 4.--Two U.S. producers made lost revenue allegations, and one producer made lost sales allegations regarding this purchaser. The lost sales allegations involved purchases of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. The lost revenue allegations involved sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This firm reported that it had purchased the Japanese cement because of its lower price, and that it has always been lower priced. An analysis of actual prices paid by this firm shows that Japanese cement was \* \* \* per ton lower than the U.S. price of \* \* \* per ton at the end of \* \* \*. In the first half of 1982, this price difference was \* \* \*, as U.S. producers decreased their prices at a faster rate than did Stinnes. This firm also reported that in \* \* \*, it used a lower price offered by Stinnes to negotiate a lower price from its U.S. suppliers, involving \* \* \* tons of cement.

Purchaser 5.--This lost sales allegation involves the purchase of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This purchaser reported that it bought from Stinnes because \* \* \*. An analysis of actual prices reported by this purchaser shows that Japanese cement was lower priced by about \* \* \* per ton at the end of 1981, but the same price in 1982.

Purchaser 6.--Two U.S. producers named this purchaser in lost sales allegations, one for \* \* \* tons in \* \* \* and the other for \* \* \* tons in \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This purchaser reported that the Japanese cement was bought because of its finer grind and because it \* \* \*. It also reported that it purchased Japanese cement as an alternative source. Prices of the Japanese cement were generally lower during the period it was purchased, but the difference fell from \* \* \* per ton in April 1981 to \* \* \* per ton by the end of 1981 and in the first half of 1982. Japanese cement was higher priced, by \* \* \* per ton, in June 1981, as \* \* \* initiated a price decrease to this firm from \* \* \* in May 1981 to \* \* \* in June 1981.

Purchaser 7.--This lost sales allegation involves the purchase of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. This firm did not report its aggregate cement purchases, but the pricing data it reported show that it

purchased from Stinnes from \* \* \* to \* \* \*. Because the ownership of this firm changed in \* \* \*, the present owner reported that the primary reason for purchasing Japanese cement is unknown. However, reported prices show that the Japanese cement was lower priced by about \* \* \* per ton in the last half of 1982.

\* \* \* \* \*

Purchaser 8.--This purchaser was named by two producers in lost sales allegations and by one producer in lost revenue allegations. The lost sales allegations involved purchases of \* \* \* tons of Japanese cement during \* \* \*. The lost revenue allegations involve sales to this purchaser of \* \* \* tons, with lost revenues of \* \* \*, from \* \* \* to \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This purchaser reported that it began purchasing from Stinnes in \* \* \* because of its favorable location and to develop an alternative source of supply. It reported that Japanese prices were never lower than those of U.S.-produced cement. This firm buys cement on an f.o.b. basis, and its reported monthly prices show that Japanese prices were higher than prices of U.S.-produced cement. This purchaser reported that prices began to decline in \* \* \*, initiated by \* \* \*.

Purchaser 9.--This lost sales allegation involves the purchase of \* \* \* tons of Japanese cement in \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This purchaser reported that it bought the Japanese cement because of better quality. Actual price comparisons show the Japanese cement was also \* \* \* per ton lower priced than U.S. producers' prices.

Purchaser 10.--This purchaser was named by one producer in both a lost sale and a lost revenue allegation. The lost sale allegation involves the purchase of \* \* \* tons of Japanese cement in \* \* \*. The lost revenue allegation involves sales to this purchaser of \* \* \* tons with lost revenue of \* \* \*, from \* \* \* to \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This purchaser reported that it bought Japanese cement because of lower price. This firm purchases on an f.o.b. basis, and its actual reported transaction prices show that Japanese cement was lower priced on an f.o.b. basis. The purchaser also reported constructed delivered prices, and on this basis, Japanese cement was \* \* \* per ton lower priced than U.S.-produced cement in \* \* \*. This purchaser reported that Stinnes initiated the price decrease in \* \* \*, and that \* \* \* issued it a credit memo to meet this lower price.

Purchaser 11.--This purchaser was named by a U.S. producer in both a lost sale and lost revenue allegation. The lost sale allegation involves the purchase of \* \* \* tons of Japanese cement in \* \* \*. The lost revenue allegation involves that sale of \* \* \* tons, with lost revenue of \* \* \* in \* \* \*.

This purchaser reported that in 1981, it was approached by Stinnes and quoted an actual price. The firm bought a few loads of Japanese cement from Stinnes at \* \* \* per ton less than cement purchased from its U.S. supplier. They then informed the U.S. supplier of the price difference, the U.S. producer met the lower price, and the purchaser ceased buying from Stinnes.

Purchaser 12.--This lost sales allegation involved the purchase of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. This purchaser reported that it purchased Japanese cement primarily as an alternative source of supply, but that the price was also slightly lower. It provided no specifics on the quantity of its purchases.

Purchaser 13.--Two U.S. producers made lost sales and lost revenue allegations concerning this purchaser. The lost sales allegations involve purchases of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. The lost revenue allegations involved sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This purchaser reported that it began to purchase from Stinnes when the Stockton terminal opened, with its primary reasons for purchasing being the availability of the product on shorter notice and the quality of the cement. It reported that the price of Japanese cement was not lower than that of U.S.-produced cement and that it has never used a lower offer price for Japanese cement to negotiate a lower price from its U.S. suppliers.

Purchaser 14.--This lost sales allegation involves the purchase of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This purchaser reported that it bought cement from Stinnes primarily because the owner was close friends with the salesman. It also reported that for small purchasers such as itself, only Stinnes helped them on price (the U.S. producers allegedly giving price concessions only to larger, ready-mix companies). Actual transaction prices reported by this firm show that Japanese cement was about the same price as domestic cement from \* \* \* to \* \* \* but from \* \* \* per ton to \* \* \* per ton lower priced from \* \* \* to \* \* \*. However, U.S. producers' prices to this firm continued to fall in 1983, even after Stinnes stopped selling imported cement.

Purchaser 15.--One U.S. producer named this purchaser in both lost sales and lost revenue allegations. The lost sales allegation involves purchases of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. The lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \* in \* \* \*. This purchaser provided invoices for its total purchases of cement from Stinnes, which totaled \* \* \* tons in \* \* \* and \* \* \* tons in \* \* \*. It also provided invoices for its purchases from \* \* \* which show \* \* \*, it purchased no cement from \* \* \* from \* \* \* to \* \* \*, and purchased strictly from Stinnes. It appeared to purchase strictly from \* \* \*. This purchaser reported in the preliminary investigation that it purchased from Stinnes because of the poor attitude of \* \* \*. Delivered prices from the invoices it provided show that the price of Japanese cement \* \* \*, \* \* \*. Prices paid for U.S.-produced cement declined an additional \* \* \* per ton in 1983 after the exit of Stinnes from the market.

Purchaser 16.--Two U.S. producers named this purchaser in lost revenue allegations, which involve \* \* \* tons, with lost revenue of \* \* \* from \* \* \* to \* \* \*. This purchaser reported that it was offered Japanese cement for \* \* \* per ton below a U.S. producer's price of \* \* \* per ton in \* \* \*. It did not purchase the Japanese cement, but received a \* \* \* discount from its U.S. supplier.

Purchaser 17.--The U.S. producer making this lost revenue allegation provided no quantities but reported that it lost revenue from import competition in \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\*            \*            \*            \*            \*            \*            \*

This purchaser reported that it had purchased Japanese cement because of availability and proximity of the import terminal. Prices reported by this purchaser show that the Japanese cement was generally, but decreasingly, lower priced, by from \* \* \* per ton in late 1981 to \* \* \* per ton in \* \* \*, but the U.S. producers' prices declined at a faster rate than did Japanese prices. Japanese cement was the same price or slightly higher priced during July-October 1982.

Purchaser 18.--This lost revenue allegation involves sales to this customer of \* \* \* tons, with lost revenue of \* \* \*, beginning in \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

The firm's purchase of \* \* \* tons of cement from Stinnes occurred during \* \* \*, the primary purchasing factor being the lower price of the cement. 1/ Cement from Stinnes was selling for \* \* \* to \* \* \* per ton; U.S. producers' prices ranged from \* \* \* per ton in \* \* \* to \* \* \* per ton in \* \* \* for purchases made by this firm. This purchaser reported, however, that it did not use the lower price of its purchases from Stinnes to influence the price it paid to its U.S. suppliers, because it realized the purchase from Stinnes was a one-time, close-out arrangement. U.S. producers' prices to this firm remained at \* \* \* per ton through \* \* \*.

Purchaser 19.--This purchaser was named in both lost sales and lost revenue allegations by two U.S. producers. The lost sales allegations involve the purchase of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. The lost revenue allegations involve sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \* from \* \* \* to \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\* \* \* \* \*

This purchaser reported that it purchased Japanese cement only from \* \* \* to \* \* \* at a price that was higher than it was paying for U.S.-produced cement. This firm also reported that it had never used a lower offer price for Japanese cement to negotiate a lower price from its U.S. suppliers.

Purchaser 20.--This lost revenue allegation involves the sale of \* \* \* tons, with lost revenue of \* \* \*. The purchaser reported that it bought \* \* \* tons of Japanese cement from \* \* \* to \* \* \*, primarily to give that cement a try. The Japanese cement was higher priced in \* \* \*, but lower priced in \* \* \*, by \* \* \* per ton. This firm reported that it did not use the lower price to negotiate a lower price from its U.S. cement suppliers. Prices this purchaser paid to its U.S. suppliers did not decrease in 1982 until \* \* \*, 3 months after its last purchase from Stinnes.

Purchaser 21.--Two U.S. purchasers named this purchaser in lost sales and lost revenue allegations. The lost sale allegation involves purchases of \* \* \* tons of Japanese cement in \* \* \*. The lost revenue allegation involves sales of \* \* \* tons. This purchaser reported that it bought \* \* \* tons of Japanese cement in \* \* \*, because its price was \* \* \* per ton below \* \* \*'s price of \* \* \* per ton. This purchaser also reported that in the same month, \* \* \* offered a price of \* \* \* per ton, \* \* \* below the Japanese price.

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1/ This firm reported that the low price was the result of a closeout sale by Stinnes, which had to vacate the Port of Stockton by the end of 1982.  
\* \* \*

Purchaser 22.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons from \* \* \* to \* \* \*. The firm reported that it has never purchased Japanese cement. According to this purchaser, a price decrease was initiated in \* \* \* by \* \* \*, and in \* \* \* by \* \* \*. This purchaser reported that it used lower offer prices from its U.S. suppliers to negotiate more favorable offers from other U.S. suppliers. According to the price data reported by this firm, this resulted in a decrease of \* \* \* per ton in \* \* \* for purchases of U.S.-produced cement.

Purchaser 23.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*. This purchaser reported that it had bought \* \* \* tons of Japanese cement from Stinnes during \* \* \* to give the cement a try. According to this firm, the price of Japanese cement was the same as that paid to its U.S. suppliers, and it never used a lower offer price of Japanese cement to negotiate a lower price from its U.S. suppliers.

Purchaser 24.--This purchaser was named by two U.S. producers in lost sale and lost revenue allegations. The lost sale allegation involves a purchase of \* \* \* tons of Japanese cement in \* \* \*. The lost revenue allegations involve sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*. The following tabulation shows this firm's purchases (in short tons):

\*            \*            \*            \*            \*            \*            \*

This purchaser reported that its primary purchasing reason was the lower price of Japanese cement. However, all of this firm's purchases were in \* \* \*, and prices of Japanese cement were affected by the need for Stinnes to vacate the import terminal by the end of 1982. This purchaser reported that it never used a lower offer price of Japanese cement to negotiate a lower price from its U.S. suppliers. However, this purchaser's prices from U.S. producers decreased by about \* \* \* per ton in \* \* \*.

Purchaser 25.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \* from \* \* \* to \* \* \*. This purchaser reported that it has never purchased Japanese cement from Stinnes, and has never used a price offer from Stinnes to negotiate a lower price from U.S. producers.

Purchaser 26.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. This firm's purchases are shown in the following tabulation (in short tons):

\*            \*            \*            \*            \*            \*            \*

This firm reported that it purchased Japanese cement to try the product and also because the Stockton terminal was closer and more convenient for purchasing cement on short notice. This purchaser reported that the Japanese

cement was lower priced on occasion, but not always. Actual prices reported by this firm show that Japanese cement was higher priced twice and lower priced twice for the four reported Japanese shipments in 1981. For one shipment in 1982, it was the same price. This purchaser reported that it has never used a price offer of Japanese cement to negotiate lower prices from U.S. producers.

Purchaser 27.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, in \* \* \*. This purchaser reported that it had purchased a small quantity of Japanese cement from Stinnes in \* \* \* at a price that was \* \* \* to \* \* \* lower than what it was paying for U.S.-produced cement. This firm's U.S. suppliers quickly met this lower price.

Purchaser 28.--A U.S. producer named this purchaser in both a lost sale and a lost revenue allegation. The lost sale allegation involves the purchase of \* \* \* tons of Japanese cement in \* \* \*. The lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, at the end of \* \* \*. The purchaser reported that it bought a few loads of Japanese cement from Stinnes, because \* \* \*. The price was comparable with what this firm was paying to its U.S. supplier, and it never used Stinnes' price to get a lower price from its U.S. supplier.

Purchaser 29.--Lost revenue allegations were made by two U.S. producers and involve sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. The following tabulation shows the firm's purchases (in short tons):

\* \* \* \* \*

This purchaser reported that at no time during 1980 and 1981 was it quoted a price by Stinnes that was below the price of its regular U.S. suppliers. This purchaser reported that cement prices had begun to fall in northern California prior to the entry of Stinnes into the market in April 1981. The firm reported that demand began to fall in mid-1980 and declined sharply by January 1981, and that this was the major factor affecting cement prices in northern California in 1980-82.

Purchaser 30.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. The purchaser reported that it bought one load (26 tons) of cement from Stinnes in \* \* \* at a price that was the same as its purchases of U.S.-produced cement \* \* \*.

Purchaser 31.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. The purchaser reported that it has never purchased Japanese cement from Stinnes, which is \* \* \* miles away according to on the PUC constructed mileage. Prices paid to \* \* \* declined from \* \* \* per ton in \* \* \* to \* \* \* per ton in \* \* \*. This purchaser reported that it and \* \* \*, ready-mix companies in the area, put pressure on \* \* \* to lower its price, which resulted in the price



decline. This purchaser has never been approached by Stinnes, and has never considered it as an alternative source of supply.

Purchaser 32.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. This purchaser reported that it has never purchased Japanese cement from Stinnes, which is located \* \* \* miles away according to the PUC constructed mileage. This firm purchases only from \* \* \* and reported that it has never been approached by Stinnes.

Purchaser 33.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, during \* \* \*. This purchaser has never bought Japanese cement from Stinnes, and reported that it has never been offered a lower cement price from Stinnes. This firm reported that it was offered lower prices by \* \* \* in \* \* \* and in \* \* \*, which precede the lower price offers in this allegation by 1 to 3 months.

Purchaser 34.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. The purchaser reported that it purchased \* \* \* tons of Japanese cement from Stinnes in \* \* \* at a price \* \* \* per ton lower than the price it was paying to U.S. producers. This purchaser reported that its U.S. suppliers made a competitive offer to meet the lower price, and this firm stayed with its U.S. suppliers for subsequent sales.

Purchaser 35.--This lost revenue allegation involves sales to this firm of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. This purchaser reported that it has always purchased U.S.-produced cement and has never considered buying cement from Stinnes. This firm reported that it has never used a price offer for Japanese cement to negotiate a lower price from its U.S. suppliers.

Purchaser 36.--This purchaser was named in both lost sales and lost revenue allegations. The lost sale allegation involves the purchase of \* \* \* tons of Japanese cement in \* \* \*. The lost revenue allegation involves sales to this purchaser of \* \* \*, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. This purchaser reported that it had bought about \* \* \* tons of Japanese cement from Stinnes when this supplier entered the market; however, the price from Stinnes was not lower than that paid to U.S. producers. This firm reported that it never used a price offer from Stinnes to negotiate lower prices from its U.S. suppliers.

Purchaser 37.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. This purchaser reported that it has never purchased Japanese cement, and although it has been offered Japanese cement from Stinnes, it was offered at the same price as cement from U.S. producers.

Purchaser 38.--This purchaser was named in both lost sales and lost sales and lost revenue allegations by one U.S. producer. The lost sales allegations involve purchases of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. The lost revenue allegations involve sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \* from \* \* \* to \* \* \*.

Purchaser 39.--This purchaser was named by \* \* \* in both lost sales and lost revenue allegations. The lost sales allegations involve the purchase of \* \* \* tons of Japanese cement from Stinnes in \* \* \*. The lost revenue allegations involve sales to this firm of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. This firm reported its purchases, by individual suppliers, as shown in the following tabulation (in short tons):

\* \* \* \* \*

The above tabulation indicates that the sales lost by \* \* \* to this purchaser were primarily due to competition from \* \* \*, as only \* \* \* tons of Japanese cement was bought in 1982. Prices reported by this purchaser show that \* \* \* replaced \* \* \* as this firm's primary source in \* \* \* by charging \* \* \* per ton less than prices paid for cement from \* \* \*. The one purchase from Stinnes was at a price \* \* \* per ton higher than the price paid to \* \* \*. In \* \* \*, this firm began to again purchase from \* \* \* after \* \* \* beat \* \* \*'s price by \* \* \* per ton.

Purchaser 40.--This purchaser was named by a U.S. producer in both lost sales and lost revenue allegations. The lost sales allegation involves the purchase of \* \* \* tons of Japanese cement. The lost revenue allegation involves sales to this firm of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. This purchaser reported that it buys cement only from U.S. producers, because it is assured of the quality of the cement. According to this purchaser, prices of cement from its domestic suppliers are higher than that for cement that was available from Stinnes, but that the U.S. producers would not lower their prices to this customer.

Purchaser 41.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. The purchaser reported that it has never bought Japanese cement from Stinnes, but that a lower price offered to it by Stinnes in \* \* \* was met by its U.S. suppliers. This discount offered by Stinnes was \* \* \* below the U.S. producers' price of \* \* \* per ton.

Purchaser 42.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons, with lost revenue of \* \* \*, from \* \* \* to \* \* \*. This purchaser reported that it has never purchased Japanese cement from Stinnes and has never used a price offer from Stinnes to negotiate a lower price from its U.S. suppliers. The price data reported by this firm show that in \* \* \* and \* \* \*, \* \* \* lowered its price to this customer. In \* \* \*, \* \* \* replaced \* \* \* (the producer making this allegation) as the low-priced supplier to this purchaser.

Purchaser 43.--This lost revenue allegation involves sales to this purchaser of \* \* \* tons of cement, with lost revenue of \* \* \*. The purchaser reported that it had been approached by Stinnes, but that the price offered for Japanese cement was no lower than prices this firm paid for U.S.-produced cement. This firm did not purchase the Japanese cement.

Purchaser 44.--This lost sales allegation involves the purchase of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. This firm reported no purchases of Japanese cement from Stinnes.

Purchaser 45.--This lost sales allegation involves the purchase of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. The firm reported that it has never purchased Japanese cement and, further, that it did not commence operations until \* \* \*. An analysis of pricing data provided by this firm suggests that \* \* \* (the producer making this allegation) lost sales to this purchaser by reason of competition from \* \* \*. In \* \* \*, \* \* \* discounted below \* \* \*'s price by \* \* \* per ton, and this purchaser reported no purchases from \* \* \* from \* \* \* to \* \* \*. In \* \* \*, \* \* \* discounted below \* \* \*'s price by \* \* \* per ton, and this firm showed no purchases from \* \* \* from \* \* \* to \* \* \*.

Purchaser 46.--This lost sales allegation involves the purchase by this firm of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. The purchaser reported that it has purchased cement only from U.S. producers, including \* \* \*.

Purchaser 47.--This lost sales allegation involves the purchase by this firm of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. This firm reported that it has never purchased Japanese cement, although it did report using offer prices of Japanese cement to negotiate lower prices from U.S. producers.

Purchaser 48.--This lost sales allegation involves purchases of \* \* \* tons of Japanese cement from \* \* \* to \* \* \*. The purchaser reported that it bought about \* \* \* tons of Japanese cement from Stinnes in \* \* \*, because the firm was having problems with the initial set time of the cement it was purchasing from \* \* \*, especially \* \* \*. Although the price from Stinnes may have been about \* \* \* per ton lower, this firm claimed price was not its primary purchasing reason. This firm stopped buying cement from Stinnes, because it found that cement from \* \* \* had a comparable set time, and this purchaser felt more comfortable with a U.S. supplier. The purchaser now buys from \* \* \* and from \* \* \*.

Detail review of lost sales/lost revenue allegations  
involving imports from Japan entered by Melwire

Purchaser 1.--One U.S. producer reported that it lost sales of 54 short tons to this purchaser in \* \* \*. This same producer reported losing revenue on sales to this purchaser of \* \* \* tons in \* \* \*, \* \* \*. This firm's purchases are shown in the following tabulation (in short tons):

\* \* \* \* \*

In its questionnaire response, this purchaser stated that the price it paid for cement began to decline in the last quarter of \* \* \*, and that the price decline was initiated by Melwire (importer of cement from Japan). This purchaser stated that Melwire and \* \* \* had been the most aggressive in terms of price competition. Its monthly transactional price data indicate that out

of four monthly comparisons, Melwire was lower priced in all four. This purchaser did not report any purchases of Japanese cement in February 1982.

Purchaser 2.--One U.S. producer reported a lost sale to this firm of \* \* \* short tons in \* \* \*. This same producer also reported lost revenue on sales of \* \* \* short tons of cement in that same month. Another U.S. producer reported lost revenue on sales of \* \* \* short tons throughout \* \* \*. This purchaser reported the following purchases of cement (in short tons):

\* \* \* \* \*

This purchaser reported that it purchased the Japanese cement because it was cheaper and closer. It also reported that Japanese cement was lower priced, and its monthly transactional prices show that out of 17 months on which comparable prices were presented, the Japanese prices were lower in 11 months.

Purchaser 3.--A U.S. producer \* \* \* reported losing sales of \* \* \* tons of cement to this firm in \* \* \*, and losing revenues on sales to this firm of \* \* \* short tons in \* \* \*.

This firm's purchases are presented in the following tabulation (in short tons):

\* \* \* \* \*

In a phone conversation, a spokesperson for this firm stated that it purchased the Japanese-produced cement to try it, although it was also lower priced. This was reported to its domestic suppliers, including \* \* \*, which immediately agreed to drop its price to meet the competition.

Purchaser 4.--One producer reported losing sales to this firm of \* \* \* tons in \* \* \*. It also reported losing revenue on sales of \* \* \* short tons in \* \* \*. This firm's purchases of cement from Japan and U.S. producers are shown in the following tabulation (in short tons):

\* \* \* \* \*

This firm reported no purchases of Japanese cement. It did report purchasing small quantities of Australian cement, primarily to have an alternative source, although it was also priced lower than the U.S. producers' cement in two months.

Purchaser 5.--One domestic producer reported a lost sale to this firm involving \* \* \* tons of cement in \* \* \*. This firm reported purchasing \* \* \* tons of Japanese cement in \* \* \* and \* \* \* tons in \* \* \*. The firm reported that it purchased the Japanese cement to have an alternative source, and

because of its consistent quality. In the actual transaction prices reported, out of 14 months of competitive prices, the Japanese prices were lower in 13 months. This purchaser, in a letter attached to its questionnaire response, indicated that during the cement shortage of \* \* \*, they were unable to buy any cement from any domestic producer anywhere in the United States. For this reason, Melwire Trading Co. is an important supplier to them, since Melwire makes them no longer dependent on domestic suppliers, which reportedly favor the biggest ready-mix customers during a shortage.

Purchaser 6.--One U.S. producer reported losing revenue to this firm on sales of \* \* \* short tons of cement in \* \* \*. This firm indicated that it had purchased both Japanese- and Australian-produced cement. Initially, the Japanese cement was lower cost because of a backhaul deal with the trucker, which lowered the freight charge below the prevailing PUC rate. If there were no backhaul deal, the price would have been the same. At this time, cement from Melwire is higher cost (although the same price as domestic cement), because the terms from Melwire are not as lenient as terms given by U.S. companies.

Purchaser 7.--Two U.S. producers reported lost revenue involving this firm. One purchaser reported losing revenue on sales of \* \* \* tons in \* \* \*; the other reported losing revenue on sales of \* \* \* tons in \* \* \*. This firm reported no purchases of Japanese cement. In a phone conversation, a spokesperson stated they had been quoted a price by Melwire and that they had used the lower price to negotiate a lower price from their U.S. suppliers.

Purchaser 8.--One U.S. producer reported lost sales to this company involving an unknown amount of cement in \* \* \*. The firm, in a telephone conversation, stated that it has never purchased cement from Melwire.

Purchaser 9.--One U.S. producer reported lost revenue on sales to this company of \* \* \* tons of cement in \* \* \*. The firm reported that it purchased \* \* \* tons of Japanese cement in \* \* \*; however, it was purchased only during a shortage due to a strike. This firm also reported that subsequently, in \* \* \*, the Japanese cement was offered at a lower price, and this had the effect of lowering the price of cement from the domestic suppliers.

Purchaser 10.--One U.S. producer \* \* \* reported losing revenue on sales of \* \* \* tons to this firm in \* \* \*. The firm, in a phone conversation, reported that it had purchased small quantities of Japanese cement from Melwire and that it was always at a lower price. The spokesperson for the firm stated that they used this to bargain down the price from its domestic supplier \* \* \*.

Purchaser 11.--A U.S. producer reported losing revenue on sales to this firm of \* \* \* tons of cement in \* \* \*. The firm reported that it had purchased Japanese cement in \* \* \* and that it was lower priced by about \* \* \* per ton. This firm did use the lower price to negotiate a lower price from its domestic supplier; however, the domestic supplier was still not competitive. This firm is a small, ready-mix company and buys only one truck-load a month. The prices the domestic supplier were quoting to this firm were higher than the prices it was quoting to the larger, ready-mix companies. This firm also reported that it can buy Mexican cement for about \$5.00 to \$6.00 per ton less than the price of the Japanese cement.

Purchaser 12.--One U.S. producer reported losing revenue on sales of \* \* \* tons of cement to this firm in \* \* \*. A spokesperson for the firm reported that it does not purchase cement or buy from cement mills; it purchases only concrete.

APPENDIX A

COMMISSION NOTICES AND LIST OF WITNESSES APPEARING AT THE HEARING

**SUPPLEMENTARY INFORMATION:**

**Background.**—On November 1, 1982, the Commission determined, on the basis of the information developed during the course of its preliminary investigations, that there was a reasonable indication that an industry in the United States was materially injured or threatened with material injury by reason of imports of portland hydraulic cement from Australia and Japan which were alleged to be sold at LTFV. The preliminary investigations were instituted in response to a petition filed on September 23, 1982, by counsel for Kaiser Cement Corp., Gifford-Hill Cement Company, Monolith Portland Cement Company, Nevada Cement Company, the Stone, Glass and Clay Coordinating Committee, AFL/CIO, and the United Cement, Lime, Gypsum and Allied Workers International Union, AFL/CIO; CLC.

**Participation in the investigations.**—Persons wishing to participate in these investigations as parties must file an entry of appearance with the Secretary to the Commission, as provided in § 201.11 of the Commission's Rules of Practice and Procedure (19 CFR 201.11), not later than 21 days after the publication of this notice in the *Federal Register*. Any entry of appearance filed after this date will be referred to the Chairman, who shall determine whether to accept the late entry for good cause shown by the person desiring to file the entry.

Upon the expiration of the period for filing entries of appearance, the Secretary shall prepare a service list containing the names and addresses of all persons, or their representatives, who are parties to the investigations, pursuant to § 201.11(d) of the Commission's rules (19 CFR 201.11(d)). Each document filed by a party to these investigations must be served on all other parties to the investigations (as identified by the service list), and a certificate of service must accompany the document. The Secretary will not accept a document for filing without a certificate of service (19 CFR 201.16(c), as amended by 47 FR 33682, Aug. 4, 1982).

**Staff report.**—A public version of the staff report containing preliminary findings of fact in these investigations will be placed in the public record on July 1, 1983, pursuant to § 207.21 of the Commission's rules (19 CFR 207.21).

**Hearing.**—The Commission will hold a hearing in connection with these investigations beginning at 10:00 a.m., on July 19, 1983, at the U.S. International Trade Commission Building, 701 E Street NW., Washington, D.C. 20436. Requests to appear at the hearing should be filed

in writing with the Secretary to the Commission not later than the close of business (5:15 p.m.) on July 5, 1983. All persons desiring to appear at the hearing and make oral presentations should file prehearing briefs and attend a prehearing conference to be held at 10:00 a.m., on July 11, 1983, in room 117 of the U.S. International Trade Commission Building. The deadline for filing prehearing briefs is July 14, 1983.

Testimony at the public hearing is governed by § 207.23 of the Commission's rules (19 CFR 207.23, as amended by 47 FR 33682, Aug. 4, 1982). This rule requires that testimony be limited to a nonconfidential summary and analysis of material contained in prehearing briefs and to information not available at the time the prehearing brief was submitted. All legal arguments, economic analyses, and factual materials relevant to the public hearing should be included in prehearing briefs in accordance with § 207.22 (19 CFR 207.22, as amended by 47 FR 33682, Aug. 4, 1982). Posthearing briefs must conform with the provisions of § 207.24 (19 CFR 207.24) and must be submitted not later than the close of business on July 28, 1983.

**Written submissions.**—As mentioned, parties to these investigations may file prehearing and posthearing briefs by the dates, shown above. In addition, any person who has not entered an appearance as a party to the investigations may submit a written statement of information pertinent to the subject of the investigations on or before July 28, 1983. A signed original and fourteen (14) true copies of each submission must be filed with the Secretary to the Commission in accordance with § 201.8 of the Commission's rules (19 CFR 201.8). All written submissions except for confidential business data will be available for public inspection during regular business hours (8:45 a.m. to 5:15 p.m.) in the Office of the Secretary to the Commission.

Any business information for which confidential treatment is desired shall be submitted separately. The envelope and all pages of such submissions must be clearly labeled "Confidential Business Information." Confidential submissions and requests for confidential treatment must conform with the requirements of § 201.6 of the Commission's rules (19 CFR 201.6).

For further information concerning the conduct of the investigations, hearing procedures, and rules of general application, consult the Commission's Rules of Practice and Procedure, Part 207, Subparts A and C (19 CFR Part 207,

[Investigations Nos. 731-TA-108 and 109 (Final)]

**Import Investigations; Portland Hydraulic Cement From Australia and Japan**

**AGENCY:** United States International Trade Commission.

**ACTION:** Institution of final antidumping investigations and scheduling of a hearing to be held in connection with the investigations.

**EFFECTIVE DATE:** May 19, 1983.

**SUMMARY:** As a result of affirmative preliminary determinations by the U.S. Department of Commerce that there is a reasonable basis to believe or suspect that imports from Australia and Japan of portland hydraulic cement other than white, nonstaining portland cement, provided for in item 511.14 of the Tariff Schedules of the United States, are being, or are likely to be, sold in the United States at less than fair value (LTFV) within the meaning of section 731 of the Tariff Act of 1930 (19 U.S.C. 1673), the United States International Trade Commission hereby gives notice of the institution of investigations Nos. 731-TA-108 and 109 (Final) under section 735(b) of the act (19 U.S.C. 1673d(b)) to determine whether an industry in the United States is materially injured, or is threatened with material injury, or the establishment of an industry in the United States is materially retarded, by reason of imports of such merchandise. Unless the investigations are extended, the Commission will make its final injury determinations by August 28, 1983 (19 CFR 207.25).

**FOR FURTHER INFORMATION CONTACT:** Ms. Judith C. Zeck (202-523-0339), Office of Investigations, U.S. International Trade Commission.



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as amended by 47 FR 33682, Aug. 4, 1982), and Part 201, Subparts A through E (19 CFR Part 201, as amended by 47 FR 33682, Aug. 4, 1982).

This notice is published pursuant to § 207.20 of the Commission's rules (19 CFR 207.20).

By order of the Commission.

Issued: May 27, 1983.

**Kenneth R. Mason,**  
*Secretary.*

[FR Doc. 83-14808 Filed 6-1-83; 8:45 am]

BILLING CODE 7020-02-M

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[Investigations Nos. 731-TA-108 and 109  
(Final)]

**Portland Hydraulic Cement From  
Australia and Japan**

**AGENCY:** International Trade  
Commission.

**ACTION:** Rescheduling of the hearing to  
be held in connection with the subject  
investigations.

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**EFFECTIVE DATE:** June 13, 1983.

**SUMMARY:** The Commission hereby  
announces the rescheduling of the  
hearing to be held in connection with  
these investigations from 10:00 a.m. on  
July 19, 1983, to 10:00 a.m. on September  
12, 1983. The hearing will be held in Los  
Angeles, Calif., at a site to be  
announced at a later date.

**FOR FURTHER INFORMATION CONTACT:**  
Ms. Judith C. Zeck (202-523-0339),  
Office of Investigations, U.S.  
International Trade Commission.

**SUPPLEMENTARY INFORMATION:** 14

**Background**

On May 19, 1983, the Commission  
instituted these final antidumping

investigations involving portland hydraulic cement from Australia and Japan and scheduled a hearing to be held in connection with the investigations for July 19, 1983 (48 FR 24799, June 2, 1983). Subsequently, on June 1, 1983, the Department of Commerce extended the date for its final determinations in the investigations from July 5, 1983, to September 6, 1983. The Commission, therefore, is revising its schedule in the investigations to conform with Commerce's new schedule. Pursuant to section 735(b)(2)(B) of the Tariff Act of 1930 (19 U.S.C. 1673d(b)(2)(B)), the Commission must make its final determinations within 45 days of Commerce's final determinations, or in this case by October 20, 1983.

#### Staff Report

A public version of the staff report containing preliminary findings of fact in these investigations will be placed in the public record on August 26, 1983, pursuant to § 207.21 of the Commission's rules (19 CFR 207.21).

#### Hearing

The hearing in connection with these investigations will begin at 10:00 a.m., on September 12, 1983, in Los Angeles, Calif., at a place to be announced. Requests to appear at the hearing should be filed in writing with the Secretary to the Commission not later than the close of business (5:15 p.m.) on August 19, 1983. All persons desiring to appear at the hearing and make oral presentations should file prehearing briefs and attend a prehearing conference to be held at 10:00 a.m., on August 25, 1983, in room 117 of the U.S. International Trade Commission Building. The deadline for filing prehearing briefs is September 6, 1983.

Testimony at the public hearing is governed by § 207.23 of the Commission's rules (19 CFR 207.23, as amended by 47 FR 33682, Aug. 4, 1982). This rule requires that testimony be limited to a nonconfidential summary and analysis of material contained in prehearing briefs and to information not available at the time the prehearing brief was submitted. All legal arguments, economic analyses, and factual materials relevant to the public hearing should be included in prehearing briefs in accordance with § 207.22 (19 CFR 207.22, as amended by 47 FR 33682, Aug. 4, 1982). Posthearing briefs must conform with the provisions of § 207.24 (19 CFR 207.24) and must be submitted not later than the close of business on September 20, 1983.

#### Written Submissions

As mentioned, parties to these investigations may file prehearing and posthearing briefs by the dates shown above. In addition, any person who has not entered an appearance as a party to the investigations may submit a written statement of information pertinent to the subject of the investigations on or before September 20, 1983. A signed original and fourteen (14) true copies of each submission must be filed with the Secretary to the Commission in accordance with § 201.8 of the Commission's rules (19 CFR 201.8). All written submissions except for confidential business data will be available for public inspection during regular business hours (8:45 a.m. to 5:15 p.m.) in the Office of the Secretary to the Commission.

Any business information for which confidential treatment is desired shall be submitted separately. The envelope and all pages of such submissions must be clearly labeled "Confidential Business Information." Confidential submissions and requests for confidential treatment must conform with the requirements of section 201.6 of the Commission's rules (19 CFR 201.6).

For further information concerning the conduct of the investigations, hearing procedures, and rules of general application, consult the Commission's Rules of Practice and Procedure, Part 207, Subparts A and C (19 CFR Part 207, as amended by 47 FR 33682, Aug. 4, 1982), and Part 201, subparts A through E (19 CFR Part 201, as amended by 47 FR 33682, Aug. 4, 1982).

This notice is published pursuant to § 207.20 of the Commission's rules (19 CFR 207.20).

Issued: June 14, 1983.  
By order of the Commission.

**Kenneth R. Mason,**  
Secretary.

[FR Doc. 83-16767 Filed 6-21-83; 8:45 am]  
BILLING CODE 7020-02-M

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[Investigations Nos. 731-TA-108 and 109  
(Final)]

**Antidumping Investigation on Portland  
Hydraulic Cement From Australia and  
Japan; Location of Hearing**

**AGENCY:** United States International  
Trade Commission.

**ACTION:** Announcing the location of the  
hearing to be held in connection with  
the subject investigation.

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**EFFECTIVE DATE:** August 12, 1983.

**SUMMARY:** The Commission will hold the  
hearing scheduled in connection with  
these investigations (see 48 FR 24799  
and 48 FR 28565) at the Los Angeles  
Hilton, 930 Wilshire Blvd, Los Angeles,  
California, beginning at 10:00 a.m. on  
September 12, 1983.

**FOR FURTHER INFORMATION CONTACT:**  
Ms. Judith C. Zeck (202-523-0339),  
Office of Investigations, United States  
International Trade Commission.

Issued: August 15, 1983.

By order of the Commission.

**Kenneth R. Mason,**  
*Secretary.*

[FR Doc. 83-22080 Filed 8-17-83; 8:45 am]

BILLING CODE 7020-02-M

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CALENDAR OF HEARING

Those listed below appeared as witnesses at the United States International Trade Commission's hearing:

Subject : Portland Hydraulic Cement from  
Australia and Japan

Inv. Nos. : 731-TA-108 and 109 (Final)

Date and time: September 12, 1983 - 10:00 a.m.

Sessions were held at the Los Angeles Hilton, 930 Wilshire Blvd., Los Angeles, California.

City Government:

H. Lee Sellers, Acting Executive Director, The Port of Long Beach, Long Beach, California

In support of the petition:

Squire, Sanders & Dempsey--Counsel  
Washington, D.C.  
on behalf of

Kaiser Cement Corporation, Gifford-Hill Cement Company, Nevada Cement Company, The Stone Glass and Clay Coordinating Committee, AFL/CIO, and the United Cement, Lime, Gypsum and Allied Workers International Union, AFL/CIO, CLC

Walter E. Ousterman, Jr., Chairman of the Board, President and Chief Executive Officer, Kaiser Cement Corporation

A. Frederick Gerstell, President and Chief Operating Officer, California Portland Cement Co.

R. O. Evans, Construction Materials Group President and Executive Vice President, Gifford-Hill & Company, Inc.

J. W. Watkins, Executive Vice President and General Manager, Livingston Graham, Inc.

CALENDAR OF HEARING--Continued

In support of the petition--Continued

Squire, Sanders & Dempsey--Counsel--Continued  
Washington, D.C.  
on behalf of

Economic Consulting Services, Inc., Washington, D.C.

Bruce P. Malashevich, Vice President

Dr. Clark Chandler

Thomas R. O'Connor, Director of Economic and Financial  
Analysis, Kaiser Cement Corporation

J. W. Watkins, Executive Vice President, Livingston-  
Graham, Inc.

Bill B. Tetz, President and Chief Operating Officer,  
Monolith Portland Cement Company

Paul Schoonover, Chairman and Chief Executive Officer,  
Monolith Portland Cement Company

Robert K. Thompson, Vice President, Marketing, Nevada  
Cement Company

W. F. Stark, Vice President, Administration, Gemstar Cement  
and Lime Company

Thomas Balinoff, Director of Technical Services for the  
United Cement, Lime, Gypsum and Allied Workers Inter-  
national Union

Ritchie T. Thomas )  
Barry A. Pupkin )--OF COUNSEL  
Edwin J. Madaj, Jr. )

Paul, Hastings, Janofsky & Walker--Counsel  
Washington, D.C.  
on behalf of

California Portland Cement Co.

A. Frederick Gerstell, President/Chief Operating Officer

Judith Richards Hope )  
Hamilton Loeb )--OF COUNSEL

CALENDAR OF HEARING--Continued

In opposition to the petition:

Stephoe & Johnson, Chartered--Counsel  
Washington, D.C.  
on behalf of

Pacific Coast Cement Corporation ("PCC")

John W. Sweetland, President

Lawrence J. Ramer, Chairman, Pacific Coast Cement Corp.

Shannon Stock Shuman, Economist, Coopers & Lybrand

Richard O. Cunningham)  
Robert W. Fleishman )--OF COUNSEL  
Valeria A. Slater )

Stephoe & Johnson, Chartered--Counsel  
Washington, D.C.  
on behalf of

Adelaide Brighton Cement Ltd. ("ABC")  
Australian manufacturer

Geoffrey A. Fry Director--Administration

Richard O. Cunningham)  
Robert W. Fleishman )--OF COUNSEL  
Valeria A. Slater )

Graham & James--Counsel  
Washington, D.C.  
on behalf of

Sumitomo Cement Co., Ltd. ("SUMITOMO") and  
Nihon Cement Co., Ltd. ("Nihon")--Producers  
and exporters

Yasuhiro Hagihara)  
Stuart E. Benson )--OF COUNSEL  
Yoshihiro Saito )





APPENDIX B  
COMMERCE'S NOTICES

(ITC) of our determination, and the ITC will determine whether these sales at less than fair value have caused injury to a U.S. industry. We have directed the U.S. Customs Service to continue to suspend the liquidation of all entries of the subject merchandise which are entered, or withdrawn from warehouse, for consumption, on or after the date of publication of our preliminary determination on April 29, 1983, and to require a cash deposit or bond for each such entry in an amount equal to the estimated dumping margin as described in the "Suspension of Liquidation" section of this notice.

**EFFECTIVE DATE:** September 13, 1983.

**FOR FURTHER INFORMATION CONTACT:** Terry Link, Office of Investigations, International Trade Administration, U.S. Department of Commerce, 14th Street and Constitution Avenue, NW., Washington, D.C. 20230, telephone: (202) 377-0189.

**SUPPLEMENTARY INFORMATION:**

**Final Determination**

We have determined that portland hydraulic cement from Australia is being sold, or is likely to be sold, in the United States at less than "fair value," as provided in section 735 of the Tariff Act of 1930, as amended (the Act). The weighted-average margin for Adelaide Brighton Cement, Ltd. is indicated in the "Suspension of Liquidation" section of this notice.

**Case History**

On September 23, 1983, we received a petition in proper form filed by counsel on behalf of Kaiser Cement Corporation; Gifford-Hill Cement Company; Monolith Portland Cement Company; Nevada Cement Company; the Stone, Glass and Clay Coordinating Committee, AFL/CIO; and the United Cement, Lime, Gypsum, and Allied Workers International Union, AFL/CIO, CLC. In accordance with the filing requirements of section 353.36 of the Commerce Department Regulations (19 CFR 353.36), the petitioners alleged that portland hydraulic cement from Australia is being, or is likely to be, sold in the United States at less than fair value within the meaning of section 731 of the Act, and that these imports are materially injuring, or are threatening to materially injure, a U.S. industry.

After reviewing the petition, we determined that it contained sufficient grounds to initiate an antidumping investigation. We notified the ITC of our action and initiated such an investigation on October 19, 1982 (47 FR 46557). The ITC subsequently found, on November 8, 1982, that there is a

reasonable indication that imports of portland hydraulic cement from Australia are materially injuring, or are threatening to materially injure, a United States industry. We determined this case to be "extraordinarily complicated," as defined in section 733(c)(1)(B) of the Act. Therefore, we extended the period for making a preliminary determination by 50 days until April 21, 1983 (48 FR 7243).

On April 21, 1983, we preliminarily determined that portland hydraulic cement from Australia is being, or is likely to be, sold in the United States at less than fair value (48 FR 19449). After receiving a request from Adelaide Brighton Cement, Ltd., who accounts for 100 percent of the exports of portland hydraulic cement to the United States, on June 8, 1983, we postponed the final determination until not later than September 6, 1983 (48 FR 26507).

**Scope of Investigation**

The merchandise covered by this petition is portland hydraulic cement, other than white, non-staining portland cement imported from Australia and currently classifiable under item number 511.1440 of the *Tariff Schedules of the United States Annotated*. We investigated sales of this cement which were made by Adelaide Brighton Cement, Ltd. (ABC) and sold to the United States during the period of investigation, April 1, 1982 through September 30, 1982. Sales by this firm accounted for 100 percent of all cement sold to the United States during the period of investigation.

**Fair Value Comparison**

To determine whether sales of the subject merchandise in the United States were made at less than fair value, we compared the United States prices with the foreign market value. We compared United States prices based on purchase price with foreign market value based on home market prices.

**United States Price**

As provided in section 772(b) of the Act, we used the purchase price of the subject merchandise to represent the United States price for the sale by ABC because the merchandise was sold to an unrelated export trading firm for resale to a U.S. purchaser and because ABC knew the destination of the merchandise at the time of the sale. We calculated the purchase price based on the f.o.b., bulk price to the unrelated export trading firm for resale in the United States. We made deductions for wharfage and loading expenses.

**Final Determination of Sales at Less Than Fair Value; Portland Hydraulic Cement From Australia**

**AGENCY:** Department of Commerce, International Trade Administration.

**ACTION:** Notice of Final Determination of Sales at Less Than Fair Value: Portland Hydraulic Cement from Australia.

**SUMMARY:** We have determined that portland hydraulic cement from Australia is being, or is likely to be, sold in the United States at less than fair value. Therefore, we have notified the U.S. International Trade Commission

### Foreign Market Value

In accordance with section 773(a) of the Act, we calculated foreign market value based on home market sales by ABC of Type A portland cement, which we determined to be similar to the Type II portland cement imported into the United States. We calculated home market price on the basis of the delivered or ex-factory prices of cement in bulk to unrelated home market customers (pre-mix concrete dealers and cement products manufacturers). Where appropriate, we deducted inland freight, inland insurance, and loading. We made circumstances of sale adjustments for differences between U.S. and home market credit costs in accordance with § 353.15(b) of the Commerce Regulations. We also made adjustments for the cost of direct factory overhead associated with differences in the merchandise (degree of grinding) in accordance with § 353.16 of the Commerce Regulations.

### Verification

In accordance with section 776(a) of the Act, we verified all information used in making this determination, by using standard verification procedures, including on-site inspection of the manufacturer's operations and examination of accounting records and selected documents containing relevant information.

### Results of Investigation

We made fair value comparisons on the U.S. sale reported by Adelaide Brighton Cement, Ltd. We have found that the foreign market value exceeded the United States price on 100 percent of the merchandise sold. The margin on all portland hydraulic cement sales is 136.19 percent.

### Petitioners' Comment

#### Comment 1

Petitioners argue that no adjustment to the foreign market value should be made pursuant to 19 CFR 353.15(b) for the payment, as a part of the price in the home market, of membership dues in an organization that promotes the use of concrete made from cement.

#### DOC Position

This item is a membership "premium" charged only to ready-mix customers at their request. The amount of this "premium" was passed by ABC (on behalf of its customers) to the National Ready Mix Concrete Association. Inasmuch as the cost of this membership premium is being paid by the customer and is not an expense incurred by ABC, we do not consider it a part of the price.

and therefore, no adjustment was made. We merely excluded the amount of the premium from the sales price to these customers.

### Respondent's Comments

#### Comment 1

Respondent argues that the Department failed to base its preliminary determination upon the appropriate home market sales, which it claims are sales of Type A clinker. Respondent contends that Type A clinker and Type A cement are similar merchandise within the meaning of section 771(16)(B) of the Act, and that, therefore, the Department has the discretion to consider the sales of both cement and clinker (or either of them) in calculating foreign market value.

#### DOC Position

In calculating foreign market value, the Department used sales in the home market of only Type A cement for comparison with Type II cement sold for export to the United States. The two types of cement are not identical (Type II cement is more finely ground than Type A), but they are like in component materials and the purposes for which used, as provided in section 771(16)(B) of the Act.

The respondent claimed that we should use sales in the home market of Type A clinker, because clinker is merely "cement kept in a convenient form until needed for sale." We disagree. Type A clinker is a precursor of cement, which requires grinding and the addition of another material, usually gypsum, to make cement. Clinker is used to make cement, while cement is used to make concrete.

Section 771(16) of the Act defines "similar merchandise," as used in the definition of foreign market value (section 773(a)(1) of the Act), as merchandise in the first of three listed categories of merchandise for which a less-than-fair-value sales determination can satisfactorily be made. Type A cement sold by the respondent company (ABC) in Australia satisfies the second listed category. Cement clinker does not satisfy any of the three categories, because it is not like portland hydraulic cement in the purposes for which it is used.

We have determined that Type A cement was sold during the period of investigation in sufficient quantities and under conditions which permit the calculation of foreign market value under section 773(a)(1) of the Act. Thus, a sales-at-less-than-fair-value determination can satisfactorily be

made by using sales of Type A cement for our comparisons.

#### Comment 2

Respondent states that less-than-fair-value comparisons can be made satisfactorily in this case only if clinker sales are considered in the calculation of foreign market value, because the clinker sales in the home market were at a level of trade closer to that of the export sale. ABC has claimed two levels of trade adjustments. The first is the difference between the weighted-average of the prices of ABC's home market sales of cement to pre-mix concrete dealers and concrete products manufacturers and the weighted-average of the prices of its home market sales of clinker to cement manufacturers. Respondent contends that this adjustment is necessary because the sales of cement are "spot sales" made in truckload quantities from price lists, whereas the sales clinker to domestic cement manufacturers, like the sales of cement to the export traders, are negotiated bulk sales. Moreover, they contend that the price variations reflect differences in market functions of the two classes of purchasers.

In addition, the respondent claims as a level of trade adjustment the difference between the weighted-average of the price of its home market sales of clinker to cement manufacturer and the weighted-average of the price of its clinker sales to trading companies in Australia for shipment to third countries. Respondent contends that trading companies pay consistently lower prices than cement companies because they perform different function in the marketing and distribution network.

#### DOC Position

Assuming that level of trade adjustments can appropriately be made in the basis of sales of merchandise that is determined not to be such or similar within the meaning of section 771(16) of the Act (a question we are not deciding at this time), we have determined that respondent's request for level of trade adjustments must be denied for the following reasons.

Regarding the first requested level of trade adjustment, we conclude that information submitted by the respondent falls short of establishing that the price differentials reflect differences in levels of trade. The sales of cement to pre-mix concrete dealers and concrete products manufacturers are made pursuant to published price lists which are changed only after advance notice to customer. The cemen

is sold in bulk, not in bags. The respondent has not claimed an adjustment for differences in quantities sold, nor have we found any basis for making such an adjustment under 19 CFR 353.14.

To the extent that the respondent has established consistent differences between the prices of sales of cement to pre-mix dealers and concrete products manufacturers and the prices of clinker to cement manufacturers, we find that the differences are due to factors other than functional differences in the market or distribution network. Respondent's formula for converting clinker to "cement equivalents" accounted for the cost of adding gypsum and of grinding, but it did not account for the fact that the respondent sold clinker and cement in different markets. It sold cement in the South Australian market where it was the primary seller, and it sold clinker in a geographically distant Australian market where market conditions differed considerably. Respondent was unable to demonstrate that it sold any cement or clinker in the South Australian market at arm's length prices to related, or to unrelated, cement manufacturers either during or close to the period of investigation. Therefore, we conclude that the differences in weighted-average prices most likely reflect differences in market conditions between South Australia and the other market, rather than differences in the market functions of two classes of purchasers.

Regarding the second level of trade adjustment, respondent claims that the export trading companies, unlike the cement companies, incur additional expenses associated with the need to find foreign buyers, arrange for shipping, and take risks in international sales. The respondent, however, did not quantify the cost of these differences or compare such costs with costs associated with sales of cement in the principal market in South Australia in order to establish that the price differences reflect the different market functions of the sellers.

The claimed level of trade adjustments are denied because the respondent failed to establish the existence of different functions in the market place and failed to quantify differences in the selling costs associated with different functions in the market place.

*Comment 3*

The respondent has argued that distribution of samples, promotional literature, and fees for participation in the Cement and Concrete Association of Australia (CACA) are allowable circumstances of sale adjustments,

because they are expenses assumed by the seller and attributable to a later sale by purchasers.

*DOC Position*

The Department allows as circumstances of sale adjustments only those promotional expenses attributable to a later sale of the merchandise by a purchaser. Distribution of samples may be considered an expense attributable to a later sale by purchasers. However, ABC could not separately quantify the cost of the samples distributed during the period of investigation.

The promotional activities of CACA benefit the entire cement and concrete industry in Australia and are not specifically directed toward ABC cement or the product under investigation. Therefore, fees to the CACA may not be considered directly related to sales of Type A cement by ABC. These promotional expenses of the respondent were not allowed as circumstances of sale adjustments under section 353.15(b) of the Commerce Regulations.

A promotional publication produced by ABC is an allowable circumstances of sale adjustment. We normally would allow the expense for this publication as an adjustment to the home market selling price under § 353.15(a) of the Commerce Regulations. However, this expense is so insignificant (0.002 Australian dollars per ton), that we disregarded this adjustment in accordance with § 353.23 of the Commerce Regulations.

*Comment 4*

The respondent argued that it has demonstrated a direct relationship between the activities of certain of its technical services personnel and its local home market sales. Therefore, expenses for technical services must be allowed as a circumstances of sale adjustment.

*DOC Position*

The respondent has demonstrated that it has personnel who provide technical services to cement customers, but it did not demonstrate that these services were provided pursuant to sales. Since a direct relationship between the home market cement sales and the respondent's technical services has not been demonstrated, we have disallowed this adjustment pursuant to § 353.15(a) of the Commerce Regulations.

*Comment 5*

The respondent has argued that an adjustment must be made for direct selling expenses pursuant to § 353.15(a)

of the Commerce Regulations. The expenses include vehicle expenses, itemized travel and entertainment expenses, sundry expenses, freight expenses absorbed by ABC, and the cost of bulker bags.

*DOC Position*

The respondent claims these expenses as direct selling expenses because they are shown on respondent's books distinct from general overhead expenses. The respondent has not, however, demonstrated that these expenses are directly related to the home market sales under consideration. Therefore, we have not allowed these expenses as an adjustment under § 353.15(a) of the Commerce Regulations.

*Suspension of Liquidation*

On April 29, 1983, we instructed the United States Customs Service to suspend liquidation of all entries of portland hydraulic cement from Australia (48 FR 19449). As of the date of publication of this notice in the Federal Register, the liquidation of all entries, or withdrawals from warehouse for consumption of this merchandise will continue to be suspended. The Customs Service shall require a cash deposit or the posting of a bond equal to the estimated weighted-average amounts shown in this notice, by which the foreign market value of the merchandise subject to this investigation exceed the United States price. This suspension of liquidation will remain in effect until further notice. The weighted-average margins are as follows:

Manufacturer	Weighted-average margin percentage
Adelaide Brighton Cement, Ltd.....	136.19
All Others.....	136.19

*ITC Notification*

In accordance with section 735(d) of the Act, we will notify the ITC of our determination. In addition, we are making available to the ITC all nonprivileged and nonconfidential information relating to this investigation. We will allow the ITC access to all privileged and confidential information in our files, provided the ITC confirms that it will not disclose such information, either publicly or under an administrative protective order, without the written consent of the Deputy Assistant Secretary for Import Administration.

The ITC will determine whether these imports are materially injuring or threatening to materially injure a U.S. industry, before the latter of 120 days after the Department made its preliminary affirmative determination or 45 days after the Department made its final affirmative determination.

If the ITC determines that material injury or the threat of material injury does not exist, this proceeding will be terminated and all securities posted as a result of the suspension of liquidation will be refunded or cancelled. If, however, the ITC determines that such injury does exist, we will issue an antidumping duty order, directing Customs officers to assess an antidumping duty on portland hydraulic cement from Australia, entered, or withdrawn, for consumption after the suspension of liquidation, equal to the amount by which the foreign market value of the merchandise exceeds the United States prices.

This determination is being published pursuant to section 735(d) of the Act (19 U.S.C. 1673(d)).

Dated: September 6, 1983.  
[FR Doc. 83-24873 Filed 9-12-83, 8:45 am]  
BILLING CODE 3510-25-M

#### Final Determination of Sales at Less Than Fair Value; Portland Hydraulic Cement From Japan

**AGENCY:** Department of Commerce, International Trade Administration.

**ACTION:** Notice of Final Determination of Sales at Less Than Fair Value: Portland Hydraulic Cement from Japan.

**SUMMARY:** We have determined that portland hydraulic cement from Japan is being, or is likely to be, sold in the United States at less than fair value. Therefore, we have notified the U.S. International Trade Commission (ITC) of our determination, and the ITC will determine, within 45 days of publication of this notice, whether these imports are materially injuring, or are threatening to materially injure, a United States industry. We have directed the U.S. Customs Service to continue to suspend the liquidation of entries of the subject merchandise which are entered, or withdrawn from warehouse, for consumption, on or after April 29, 1983, in accordance with our preliminary determination, to begin suspension of liquidation on all exports of the subject merchandise by Sumitomo as of the date of publication of this notice, and to require a cash deposit or bond for each such entry in an amount equal to the estimated dumping margin as described

in the "Suspension of Liquidation" section of this notice.

**EFFECTIVE DATE:** September 13, 1983.

**FOR FURTHER INFORMATION CONTACT:** Terry Link, Office of Investigations, International Trade Administration, U.S. Department of Commerce, 14th Street and Constitution Avenue, NW., Washington, D.C. 20230, telephone: (202) 377-0189.

#### SUPPLEMENTARY INFORMATION:

##### Final Determination

We have determined that portland hydraulic cement from Japan is being sold, or is likely to be sold, in the United States at less than fair value, as provided in section 735 of the Tariff Act of 1930, as amended (the Act). The concerned firms are indicated in the "Suspension of Liquidation" section of this notice.

##### Case History

On September 23, 1982, we received a petition in proper form filed by counsel on behalf of Kaiser Cement Corporation; Gifford-Hill Cement Company; Monolith Portland Cement Company; Nevada Cement Company; the Stone, Glass and Clay Coordinating Committee, AFL/CIO; and the United Cement, Lime, Gypsum, and Allied Workers International Union, AFL/CIO, CLC. In accordance with the filing requirements of section 353.36 of the Commerce Department Regulations (19 CFR 353.36), the petitioners alleged that portland hydraulic cement from Japan is being, or is likely to be, sold in the United States at less than fair value within the meaning of section 731 of the Act, and that these imports are materially injuring, or are threatening to materially injure, a U.S. industry.

After reviewing the petition, we determined that it contained sufficient grounds to initiate an antidumping investigation. We notified the ITC of our action and initiated such an investigation on October 19, 1982 (47 FR 46558). The ITC subsequently found, on November 8, 1982, that there is a reasonable indication that imports of portland hydraulic cement from Japan are materially injuring, or are threatening to materially injure, a United States industry. We determined this case to be "extraordinarily complicated," as defined in section 733(c)(1)(A) of the Act. Therefore, we extended the period for making a preliminary determination by 50 days until April 21, 1983 (48 FR 7243).

On April 21, 1983, we preliminarily determined that portland hydraulic cement from Japan is being, or is likely to be sold in the United States at less

than fair value (48 FR 19445). After receiving a request from Nihon Cement Co., Ltd. (Nihon), who accounts for approximately one-third of the exports of portland hydraulic cement to the United States, on June 8, 1983, we postponed the final determination until not later than September 6, 1983 (48 FR 26507), in accordance with section 735(a)(2)(A) of the Act.

##### Scope of Investigation

The merchandise covered by this investigation is portland hydraulic cement, other than white, non-staining portland cement imported from Japan and currently classifiable under item number 511.1440 of the *Tariff Schedules of the United States Annotated*. We investigated sales of this cement which were made by two Japanese producers and sold to the United States during the period of investigation, March 1, 1982 through September 30, 1982.

The firms investigated were Sumitomo Cement Co., Ltd. (Sumitomo) and Nihon. Sales by these firms accounted for 100 percent of all sales of the subject merchandise to the United States during the period of investigation.

##### Fair Value Comparison

To determine whether sales of the subject merchandise in the United States were made at less than fair value, we compared the United States prices with the foreign market value. We compared United States price based on purchase price with foreign market value based on home market prices or on constructed value, where appropriate.

##### United States Price

As provided in section 772(b) of the Act, we used the purchase price of the subject merchandise to represent the United States price for sales by both producers, because the merchandise was sold by Nihon to an unrelated purchaser in the United States, and was sold by Sumitomo to an unrelated purchaser in Japan for resale to the United States, prior to importation of the merchandise into the United States. In the case of Sumitomo, the manufacturer knew the destination of the merchandise at the time the sales were made.

We calculated the purchase price based on the unpacked, f.o.b., bulk price to unrelated purchasers. We made deductions for foreign inland freight, foreign inland insurance, foreign brokerage charges, and, where appropriate, for discounts.

### Foreign Market Value

In accordance with section 773 of the Act, we calculated foreign market value based on home market sales for Nihon, and on constructed value for Sumitomo. We determined that the moderate heat cement (MC) sold in Japan is similar to Type II portland hydraulic cement sold in the United States, in accordance with the provisions of section 771(16) of the Act.

The petitioners alleged that sales of MC cement in the home market were at prices below the cost of producing MC cement. We examined production costs, which included all appropriate costs for materials, fabrication, and general expenses. Sales of MC cement below the cost of production were found to be made by both Sumitomo and Nihon. Where sales of the merchandise under investigation were made over an extended period of time and in substantial quantities, and were at prices which did not permit recovery of all costs within a reasonable period of time in the normal course of trade, the Department disregarded these sales in its analysis, in accordance with section 773(b) of the Act. For Nihon, we found that sufficient sales of MC cement were made at or above the cost of production, and therefore, those sales were used in making price-to-price comparisons with the sale in the United States market. For Sumitomo, we found that sales which were made above the cost of production were inadequate as a basis for the determination of foreign market value and, consequently, we used the constructed value of the merchandise to determine the foreign market value.

We calculated the home market prices for Nihon on the basis of the delivered, unpacked, bulk prices to unrelated customers. We deducted foreign inland freight, and discounts. We made circumstances of sale adjustments for differences between U.S. and home market credit costs in accordance with section 353.15 of the Commerce Regulations, and we adjusted for the cost of materials, labor and direct factory overhead associated with differences in the merchandise, in accordance with section 353.16 of the Commerce Regulations. We also made an adjustment for indirect selling expenses in the home market used as an offset to U.S. commissions in accordance with section 353.15(c) of the Commerce Regulations.

Since the U.S. sale reported by Nihon was made in bulk to a trading company, we used only those home market sales that were made in bulk to distributors in our calculation of foreign market value.

We used constructed value as a basis for the determination of Sumitomo's foreign market value. We calculated it to include the cost of materials, fabrication, general expenses, and profit. Since the actual general expenses were higher than the statutory minimum of 10 percent of the sum of material and fabrication costs, actual expenses were added. The amount added for profit was the statutory minimum of 8 percent of the sum of materials, fabrication costs, and general expenses, because the actual profit was less than 8 percent.

### Verification

In accordance with section 776(a) of the Act, we verified all the information used in making this determination, by using standard verification procedures, including on-site inspection of the manufacturers' operations and examination of accounting records and selected documents containing relevant information.

### Results of Investigation

We made fair value comparisons on all U.S. sales reported by the respondents. We have found that the foreign market value exceeded the United States price on 100 percent of the merchandise sold. These margins ranged from 33.77 percent to 43.54 percent. The overall weighted-average margin on all portland hydraulic cement sales is 37.24 percent.

### Petitioners' Comments

#### Comment 1

Petitioners argue that, in terms of component materials and the purposes for which it is used, the general purpose portland cement (PC) sold in Japan is more similar than MC cement to the Type II cement which is exported to the United States. Therefore, sales of PC cement constitute the appropriate basis for the determination of foreign market value.

#### DOC Position

The Type II cement sold to the United States and the PC and MC cements sold in Japan all have similar, but not necessarily the same, component materials. Also, the proportions of component materials contained in a particular cement vary according to cement type. We consulted a cement expert at the National Bureau of Standards (NBS) to assist us in identifying "such or similar" merchandise for comparison to Type II cement. We ascertained that in Type II cement the tricalcium aluminate content is limited to eight percent. This is important because the Type II cement

under investigation is imported into California and Nevada, where moderate sulfate resistance is required. The percentage of tricalcium aluminate which MC cement sold in Japan can contain is limited to eight percent, while PC cement has no such limitation. The petitioners, in their letters of April 6 and April 14, 1983, stated that while PC cement does not have a required tricalcium aluminate level, it has an actual level of nine percent. The NBS expert stated that a cement containing a tricalcium aluminate level in excess of eight percent (PC cement) cannot be used in applications requiring moderate sulfate resistance. Therefore, with regard to the component materials contained in the cement types under consideration, we determine that MC cement sold in Japan is "such or similar" to the Type II cement which is sold to the United States.

The petitioners also claim that the uses of MC cement in the home market are different from the uses of Type II cement in the United States. They state that Type II cement is used in commercial and residential construction, highways, and manufacture of concrete products. Petitioners argue that PC cement is also used as a general construction cement, while MC cement is used for massive concrete work, such as dam construction. We have found, however, that not only is MC cement used for the construction of dams, but it is also used for the rehabilitation and construction of roads, and airport runways. Therefore, MC cement is like Type II cement in the purposes for which it is used.

MC cement is similar to Type II cement both in terms of component materials and in the purposes for which it is used. Therefore, we determined that MC cement is "such or similar" merchandise pursuant to section 771(16)(B) of the Act. Since Type II cement is imported for use in applications requiring moderate sulfate resistance, PC cement does not satisfy the requirements of section 771(16) of the Act and, is, therefore, not considered "such or similar" merchandise for purposes of this investigation.

#### Comment 2

The petitioners argue that sales of PC cement are made in the "principal markets" and in the "ordinary course of trade," while sales of MC cement are not. Therefore, sales of MC cement do not meet the statutory requirements for establishing foreign market value.

**DOC Position**

Petitioners base their arguments on the fact that PC cement is sold in greater volume in the home market than MC cement. It is immaterial that PC cement is sold in a greater volume. What is material is for MC cement, we use only the sales of MC cement in its principal market. All sales of MC cement during the period of investigation were made in those Japanese markets in which MC cement is usually sold. Therefore, the Department considers all sales of MC cement used in this investigation to have been sold in the principal market as required by section 773 of the Act.

The MC sales were made in the "ordinary course of trade" pursuant to section 771(15) of the Act. In Japanese domestic trade, cement is normally sold to distributors. All sales of MC cement used in our comparisons, in conformity with this practice, were made to distributors. Therefore, we determine that the sales under consideration were made in the "ordinary course of trade".

**Comment 3**

Petitioners argue that the Department erred in its preliminary determination by using sales to a related party, Sumitomo Corporation, in determining foreign market value.

**DOC Position**

Sumitomo Corporation owns 2.9 percent of the stock in Sumitomo. Where one party retains less than a 5 percent interest in another party, the practice of the Department has been not to consider those parties as related within the meaning of section 771(13) of the Act. However, even assuming *arguendo* that the two firms were related within the meaning of section 771(13) of the Act, § 353.22(b) of the Commerce Regulations permits the price(s) at which the organization purchases the subject merchandise from the related seller, to be used in the determination of foreign market value under certain conditions. Examination of the prices at which Sumitomo sells MC cement to Sumitomo Corporation in comparison to its sales prices to other customers does not indicate the Sumitomo maintains a pattern of preferentially pricing its sales to Sumitomo Corporation. Therefore, we determine that, pursuant to section 353.22 of the Commerce Regulations, sales to Sumitomo Corporation should be included in the determination of foreign market value, because they were made at prices comparable to those at which the subject merchandise is sold to other customers.

**Comment 4**

The petitioners argue that no adjustment for differences in physical characteristics should be made if foreign market value is based on sales of MC cement, because there is no evidence that any price differential is due to the greater cost of producing MC cement.

**DOC Position**

During verification, our examination of the cost of producing MC and Type II cement revealed certain cost differences which we determine are attributable to differing physical characteristics of the merchandise. The Department's allowance of an adjustment for differences in physical characteristics is in accordance with § 353.16 of the Commerce Regulations which states that reasonable allowances shall be made for differences in costs to the seller resulting from differing physical characteristics of the merchandise. The Court of International Trade recognized (*Brother Industries Ltd. v. United States*, 540 F. Supp. 1348 (1982)), and the Court of Appeals for the Federal Circuit affirmed (*Smith-Corona Group v. United States*, Appeal No. 82-84, decided Aug. 9, 1983), with respect to the circumstances of sale adjustment described in section 353.15 of the Commerce Regulations, that, absent evidence that the cost of producing particular types of merchandise does not reflect their respective values, the Department may reasonably conclude that cost and value are directly related. Therefore, we maintain that it is reasonable to conclude that the differences in the cost of producing MC and Type II cement result in differences in their prices, and we determine that these cost differences constitute an appropriate basis for the allowance of an adjustment for differences in the physical characteristics of the merchandise.

**Comment 5**

The petitioners argue that there is a commission, not a discount, paid to distributors in the home market. Therefore, no deduction should be made for the indirect selling expenses claimed by the Japanese producers as an offset for commissions paid on the sales to the United States.

**DOC Position**

We examined sales of MC cement to distributors in Japan who purchase the cement from the investigated firms. Since the buyer of a product cannot receive a commission *per se* for its own purchases, as would a sales agent, the Department considers that a reduction

of the sales price to a purchaser constitutes a rebate or a discount, not a commission. Furthermore, we have verified that the distributors negotiate prices with the cement companies and receive title to the cement. Therefore, pursuant to § 353.15(c) of the Commerce Regulations, a deduction of indirect selling expenses has been made to offset commissions paid on the sales to the United States.

**Respondent's Comments****Comment 1**

Respondents argue that even if the Department finds that some of their sales of MC cement were below the cost of production, such sales did not take place over an "extended period of time" within the meaning of section 773(b) of the Act. Respondents define "an extended period of time" as one year for purposes of this section of the Act for this investigation.

**DOC Position**

The Department chose a seven-month period of investigation for the selection of prices to be compared to cost, and used an annual accounting period (which included the period of investigation) to examine cost. Our determination of whether below cost sales should be disregarded was thus made by comparing the prices for the period of investigation to the cost of producing the subject merchandise for at least a one-year period which encompassed the period of investigation. We found that sales of MC cement were made below the cost of production throughout the seven-month period of investigation. Consequently, we disregarded these sales in accordance with section 773(b) of the Act.

**Suspension of Liquidation**

On April 29, 1983, we instructed the United States Customs Service to suspend liquidation of all entries of portland hydraulic cement from Japan with the exception of portland hydraulic cement produced by Sumitomo (48 FR 19445). As of the date of publication of this notice in the Federal Register, the liquidation of all entries, or withdrawal from warehouse, for consumption, of this merchandise will continue to be suspended for Nihon and all other manufacturers and producers, which were previously subject to suspension. In addition, we are directing the United States Customs Service to suspend liquidation of all entries of portland hydraulic cement produced by Sumitomo. The Customs Service shall require a cash deposit or the posting of

bond equal to the estimated weighted-average amounts shown in this notice by which the foreign market value of the merchandise subject to this investigation exceeds the United States price. This suspension of liquidation will remain in effect until further notice. The weighted-average margins are as follows:

Manufacturer	Weighted-average margin percentage
Sumitomo Cement Co., Ltd.	35.50
Nihon Cement Co., Ltd.	43.54
All others	37.24

#### ITC Notification

In accordance with section 735(d) of the Act, we will notify the ITC of our determination. In addition, we are making available to the ITC all nonprivileged and nonconfidential information relating to this investigation. We will allow the ITC access to all privileged and confidential information in our files, provided the ITC confirms that it will not disclose such information, either publicly or under an administrative protective order, without written consent of the Deputy Assistant Secretary for Import Administration.

The ITC will determine whether these imports are materially injuring or threatening to materially injure a U.S. industry within 45 days of the publication of this notice.

If the ITC determines that material injury or the threat of material injury does not exist, this proceeding will be terminated and all securities posted as a result of the suspension of liquidation will be refunded or cancelled. If, however, the ITC determines that such injury does exist, we will issue an antidumping order, directing Customs officers to assess an antidumping duty on portland hydraulic cement from Japan, entered, or withdrawn, for consumption after the suspension of liquidation, equal to the amount by which the foreign market value of the merchandise exceeds the United States prices.

This determination is being published pursuant to section 735(d) of the Act (19 U.S.C. 1673(d)).

Lawrence J. Brady,

*Assistant Secretary for Trade Administration.*



APPENDIX C  
SUPPLEMENTAL PRICING TABLES

Table C-1.--Portland hydraulic cement sold in market area MZ 248/249: Price ranges and weighted-average prices for purchases of cement from the United States and from Australia, and margins of underselling, by months, January 1981-June 1983 1/

Period	United States			Australia <u>2/</u>		
	Low price	High price	Weighted-average price	Weighted-average price	Margin of underselling	
					Value	Percent
1981:						
January-----	***	***	***	<u>3/</u>	-	-
February-----	***	***	***	<u>3/</u>	-	-
March-----	***	***	***	<u>3/</u>	-	-
April-----	***	***	***	<u>3/</u>	-	-
May-----	***	***	***	<u>3/</u>	-	-
June-----	***	***	***	<u>3/</u>	-	-
July-----	***	***	***	<u>3/</u>	-	-
August-----	***	***	***	<u>3/</u>	-	-
September-----	***	***	***	<u>4/</u>	-	-
October-----	***	***	***	<u>4/</u>		
November-----	***	***	***	<u>4/</u>		
December-----	***	***	***	<u>4/</u>		
1982:						
January-----	***	***	***	<u>4/</u>	-	-
February-----	***	***	***	<u>4/</u>	-	-
March-----	***	***	***	<u>4/</u>	-	-
April-----	***	***	***	<u>4/</u>	-	-
May-----	***	***	***	<u>4/</u>	-	-
June-----	***	***	***	<u>4/</u>	-	-
July-----	***	***	***	<u>4/</u>	-	-
August-----	***	***	***	<u>4/</u>	-	-
September-----	***	***	***	***	\$0.10	0.2
October-----	***	***	***	***	.08	.2
November-----	***	***	***	***	.10	.2
December-----	***	***	***	***	.10	.2
1983:						
January-----	***	***	***	***	.10	.2
February-----	***	***	***	***	.08	.2
March-----	***	***	***	***	.08	.2
April-----	***	***	***	***	.08	.2
May-----	***	***	***	***	(1.35)	(2.1)
June-----	***	***	***	***	(1.72)	(2.7)

1/ The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

2/ A price range is not presented, because prices were reported by only one purchaser.

3/ No imports.

4/ No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-2.--Portland hydraulic cement sold in market area MZ 235/242/243: Price ranges and weighted-averages prices for purchases of cement from the United States and from Australia and Japan (Melwire), and margins of underselling, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States			Australia <sup>2/</sup>		Japan <sup>2/</sup>			
	Low price	High price	Weighted-average price	Weighted-average price	Margin of underselling		Weighted-average price	Margin of underselling	
					Value	Percent		Value	Percent
1981:									
January-----	***	***	***	3/	-	-	4/	-	-
February-----	***	***	***	3/	-	-	4/	-	-
March-----	***	***	***	3/	-	-	4/	-	-
April-----	***	***	***	3/	-	-	4/	-	-
May-----	***	***	***	3/	-	-	4/	-	-
June-----	***	***	***	3/	-	-	***	(\$8.39):	(11.0)
July-----	***	***	***	3/	-	-	4/	-	-
August-----	***	***	***	3/	-	-	4/	-	-
September-----	***	***	***	4/	-	-	4/	-	-
October-----	***	***	***	***	(\$2.30):	(3.1):	4/	-	-
November-----	***	***	***	4/	-	-	4/	-	-
December-----	***	***	***	4/	-	-	4/	-	-
1982:									
January-----	***	***	***	4/	-	-	4/	-	-
February-----	***	***	***	4/	-	-	4/	-	-
March-----	***	***	***	***	1.50	2.1	4/	-	-
April-----	***	***	***	4/	-	-	4/	-	-
May-----	***	***	***	***	(1.81):	(2.6):	4/	-	-
June-----	***	***	***	***	(4.24):	(6.1):	4/	-	-
July-----	***	***	***	4/	-	-	4/	-	-
August-----	***	***	***	4/	-	-	4/	-	-
September-----	***	***	***	4/	-	-	***	.75	1.0
October-----	***	***	***	4/	-	-	***	.75	1.0
November-----	***	***	***	4/	-	-	4/	-	-
December-----	***	***	***	4/	-	-	4/	-	-
1983:									
January-----	***	***	***	4/	-	-	4/	-	-
February-----	***	***	***	4/	-	-	4/	-	-
March-----	***	***	***	4/	-	-	4/	-	-
April-----	***	***	***	4/	-	-	4/	-	-
May-----	***	***	***	4/	-	-	4/	-	-
June-----	***	***	***	4/	-	-	4/	-	-

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented, because prices were reported by only 1 purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-3.--Portland hydraulic cement sold in market area MZ 244: Price ranges and weighted-average prices for purchases of cement from the United States and from Australia, and margins of underselling, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States			Australia <sup>2/</sup>		
	Low price	High price	Weighted-average price	Weighted-average price	Margin of underselling	
					Value	Percent
1981:						
January-----	***	***	***	<u>3/</u>	-	-
February-----	***	***	***	<u>3/</u>	-	-
March-----	***	***	***	<u>3/</u>	-	-
April-----	***	***	***	<u>3/</u>	-	-
May-----	***	***	***	<u>3/</u>	-	-
June-----	***	***	***	<u>3/</u>	-	-
July-----	***	***	***	<u>3/</u>	-	-
August-----	***	***	***	<u>3/</u>	-	-
September-----	***	***	***	<u>4/</u>	-	-
October-----	***	***	***	<u>4/</u>	-	-
November-----	***	***	***	<u>4/</u>	-	-
December-----	***	***	***	<u>4/</u>	-	-
1982:						
January-----	***	***	***	<u>4/</u>	-	-
February-----	***	***	***	***	\$0.00	0.0
March-----	***	***	***	***	(1.00)	(1.4)
April-----	***	***	***	***	.00	.0
May-----	***	***	***	***	(.67)	(1.0)
June-----	***	***	***	***	.00	.0
July-----	***	***	***	***	(.26)	(.4)
August-----	***	***	***	***	(3.00)	(4.6)
September-----	***	***	***	***	.00	.0
October-----	***	***	***	***	.00	.0
November-----	***	***	***	***	.00	.0
December-----	***	***	***	<u>4/</u>	-	-
1983:						
January-----	***	***	***	<u>4/</u>	-	-
February-----	***	***	***	***	.00	.0
March-----	***	***	***	***	.00	.0
April-----	***	***	***	***	.00	.0
May-----	***	***	***	***	(.41)	(.6)
June-----	***	***	***	<u>4/</u>	-	-

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented, because prices were reported by only one purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-4.--Portland hydraulic cement sold in market area MZ 220/221: Price ranges and weighted-average prices for purchases of cement from the United States and Australia, and margins of underselling, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States			Australia			Margin of underselling	
	Low price	High price	Weighted-average price	Low price	High price	Weighted-average price	Value	Percent
1981:								
January-----	***	***	***	2/	2/	2/	-	-
February-----	***	***	***	2/	2/	2/	-	-
March-----	***	***	***	2/	2/	2/	-	-
April-----	***	***	***	2/	2/	2/	-	-
May-----	***	***	***	2/	2/	2/	-	-
June-----	***	***	***	2/	2/	2/	-	-
July-----	***	***	***	2/	2/	2/	-	-
August-----	***	***	***	2/	2/	2/	-	-
September-----	***	***	***	***	***	***	(\$1.28)	(1.8)
October-----	***	***	***	***	***	***	(2.54)	(3.6)
November-----	***	***	***	***	***	***	(2.54)	(3.6)
December-----	***	***	***	***	***	***	(2.27)	(3.2)
1982:								
January-----	***	***	***	***	***	***	.28	.4
February-----	***	***	***	***	***	***	.28	.4
March-----	***	***	***	***	***	***	(.54)	(.8)
April-----	***	***	***	***	***	***	-	-
May-----	***	***	***	***	***	***	(1.40)	(2.1)
June-----	***	***	***	***	***	***	(1.19)	(1.8)
July-----	***	***	***	***	***	***	.44	.7
August-----	***	***	***	***	***	***	.67	1.0
September-----	***	***	***	***	***	***	1.25	1.9
October-----	***	***	***	***	***	***	.42	.7
November-----	***	***	***	***	***	***	.36	.6
December-----	***	***	***	***	***	***	.67	1.0
1983:								
January-----	***	***	***	***	***	***	1.17	1.8
February-----	***	***	***	***	***	***	.41	.6
March-----	***	***	***	***	***	***	.42	.6
April-----	***	***	***	***	***	***	.29	.5
May-----	***	***	***	***	***	***	(.26)	.4
June-----	***	***	***	***	***	***	(.14)	.2

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted-average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> No imports.

<sup>3/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-5.--Portland hydraulic cement sold in market area MZ 225: Price ranges and weighted-average prices for purchases of cement from the United States and from Australia, and margins of underselling, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States <sup>2/</sup>		Australia <sup>2/</sup>	
	Weighted-average price	Weighted-average price	Margin of underselling	
			Quantity	Percent
1981:				
January-----	***	<u>3/</u>	-	-
February-----	***	<u>3/</u>	-	-
March-----	***	<u>3/</u>	-	-
April-----	***	<u>3/</u>	-	-
May-----	***	<u>3/</u>	-	-
June-----	***	<u>3/</u>	-	-
July-----	***	<u>3/</u>	-	-
August-----	***	<u>3/</u>	-	-
September-----	***	<u>4/</u>	-	-
October-----	***	<u>4/</u>	-	-
November-----	***	***	\$2.00	2.7
December-----	***	<u>4/</u>	-	-
1982:				
January-----	***	<u>4/</u>	-	-
February-----	***	<u>4/</u>	-	-
March-----	***	<u>4/</u>	-	-
April-----	***	<u>4/</u>	-	-
May-----	***	<u>4/</u>	-	-
June-----	***	***	.00	.0
July-----	***	***	(2.00)	(3.0)
August-----	***	***	(2.00)	(3.0)
September-----	***	***	.00	.0
October-----	***	***	.00	.0
November-----	***	<u>4/</u>	-	-
December-----	***	<u>4/</u>	-	-
1983:				
January-----	***	<u>4/</u>	-	-
February-----	***	<u>4/</u>	-	-
March-----	***	<u>4/</u>	-	-
April-----	***	<u>4/</u>	-	-
May-----	***	<u>4/</u>	-	-
June-----	***	<u>4/</u>	-	-

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted-average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented, because prices were reported by only one purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-6.--Portland hydraulic cement sold in market area MZ 204/214: Price ranges and weighted-average price for purchases of cement from the United States and from Australia, and margins of underselling, by months, January 1981-June 1983 1/

Period	United States			Australia <u>2/</u>		
	Low price	High price	Weighted-average price	Weighted-average price	Margin of underselling	
					Value	Percent
1981:						
January-----	***	***	***	<u>3/</u>	-	-
February-----	***	***	***	<u>3/</u>	-	-
March-----	***	***	***	<u>3/</u>	-	-
April-----	***	***	***	<u>3/</u>	-	-
May-----	***	***	***	<u>3/</u>	-	-
June-----	***	***	***	<u>3/</u>	-	-
July-----	***	***	***	<u>3/</u>	-	-
August-----	***	***	***	<u>3/</u>	-	-
September-----	***	***	***	***	\$0.00	0.0
October-----	***	***	***	***	.00	.0
November-----	***	***	***	***	.00	.0
December-----	***	***	***	***	.00	.0
1982:						
January-----	***	***	***	***	.00	.0
February-----	***	***	***	***	.00	.0
March-----	***	***	***	***	.00	.0
April-----	***	***	***	***	-	-
May-----	***	***	***	***	-	-
June-----	***	***	***	***	.00	.0
July-----	***	***	***	***	1.57	2.1
August-----	***	***	***	***	4.08	5.6
September-----	***	***	***	***	.00	.0
October-----	***	***	***	***	5.09	7.1
November-----	***	***	***	***	.00	.0
December-----	***	***	***	***	.00	.0
1983:						
January-----	***	***	***	***	.00	.0
February-----	***	***	***	***	.00	.0
March-----	***	***	***	***	-	-
April-----	***	***	***	***	.00	.0
May-----	***	***	***	***	.00	.0
June-----	***	***	***	<u>4/</u>	-	-

1/ The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

2/ A price range is not presented, because prices were reported by only one purchaser.

3/ No imports.

4/ No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-7.--Portland hydraulic cement sold in the Ontario/Upland market area: Price ranges and weighted-average prices of cement from the United States and from Australia, and margins of underselling, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States			Australia <sup>2/</sup>		
	Low Price	High price	Weighted-average price	Weighted-average price	Margin of underselling	
					Value	Percent
1981:						
January-----	***	***	***	<u>3/</u>	-	-
February-----	***	***	***	<u>3/</u>	-	-
March-----	***	***	***	<u>3/</u>	-	-
April-----	***	***	***	<u>3/</u>	-	-
May-----	***	***	***	<u>3/</u>	-	-
June-----	***	***	***	<u>3/</u>	-	-
July-----	***	***	***	<u>3/</u>	-	-
August-----	***	***	***	<u>4/</u>	-	-
September-----	***	***	***	<u>4/</u>	-	-
October-----	***	***	***	<u>4/</u>	-	-
November-----	***	***	***	***	(\$1.03)	(1.4)
December-----	***	***	***	***	(.35)	(.5)
1982:						
January-----	***	***	***	***	(1.26)	(1.8)
February-----	***	***	***	***	(.84)	(1.2)
March-----	***	***	***	<u>4/</u>	-	-
April-----	***	***	***	***	(5.29)	(7.9)
May-----	***	***	***	***	(5.29)	(7.9)
June-----	***	***	***	***	(7.50)	(11.4)
July-----	***	***	***	<u>4/</u>	-	-
August-----	***	***	***	<u>4/</u>	-	-
September-----	***	***	***	<u>4/</u>	-	-
October-----	***	***	***	***	.0	.0
November-----	***	***	***	<u>4/</u>	-	-
December-----	***	***	***	<u>4/</u>	-	-
1983:						
January-----	***	***	***	<u>4/</u>	-	-
February-----	***	***	***	<u>4/</u>	-	-
March-----	***	***	***	<u>4/</u>	-	-
April-----	***	***	***	<u>4/</u>	-	-
May-----	***	***	***	<u>4/</u>	-	-
June-----	***	***	***	<u>4/</u>	-	-

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest net price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented, because prices were reported by only 1 purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.



Table C-8.--Portland hydraulic cement sold in the Lake Elsinore market area: Price ranges and weighted-average prices for purchases of cement from the United States and from Australia, and margins of underselling, by months, January 1981-June 1983. <sup>1/</sup>

Period	United States <sup>2/</sup>		Australia	
	Weighted-average price	Weighted-average price	Margin of underselling	
			Value	Percent
1981:				
January-----:	***	<u>3/</u>	-	-
February-----:	***	<u>3/</u>	-	-
March-----:	***	<u>3/</u>	-	-
April-----:	***	<u>3/</u>	-	-
May-----:	***	<u>3/</u>	-	-
June-----:	***	<u>3/</u>	-	-
July-----:	***	<u>3/</u>	-	-
August-----:	***	<u>3/</u>	-	-
September-----:	***	<u>3/</u>	-	-
October-----:	***		***	(\$3.75) : (5.3)
November-----:	***		***	(3.75) : (5.3)
December-----:	***		***	(5.50) : (8.0)
1982:	-			
January-----:	***	<u>4/</u>	-	-
February-----:	***		***	(10.25) : (15.9)
March-----:	***	<u>4/</u>	-	-
April-----:	***	<u>4/</u>	-	-
May-----:	***		***	(8.75) : (13.4)
June-----:	***	<u>4/</u>	-	-
July-----:	***		***	(3.75) : (6.0)
August-----:	***		***	(4.75) : (7.7)
September-----:	***		***	(3.75) : (6.2)
October-----:	***	<u>4/</u>	-	-
November-----:	***		***	(3.75) : (6.2)
December-----:	***		***	(3.75) : (6.2)
1983:				
January-----:	***	<u>4/</u>	-	-
February-----:	***		***	(3.75) : (6.2)
March-----:	***	<u>4/</u>	-	-
April-----:	***		***	(3.75) : (6.2)
May-----:	***		***	(8.75) : (13.4)
June-----:	***		***	(5.00) : (8.5)

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented, because prices were reported by only 1 purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-9.--Portland hydraulic cement sold in market area MZ 302/303/307: Price ranges and weighted-average prices for purchases of cement from the United States and from Australia and Japan (Melwire), and margins of underselling by months, January 1981-June 1983 <sup>1/</sup>

Period	United States			Australia <sup>2/</sup>		Japan <sup>2/</sup>				
	Low price	High price	Weighted-average price	Weighted-average price	Margin of underselling		Weighted-average price	Margin of underselling		
					Value	Percent		Value	Percent	
1981:										
January-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
February-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
March-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
April-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
May-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
June-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
July-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
August-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-	-
September-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
October-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
November-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
December-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
1982:										
January-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
February-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
March-----	***	***	***	***	(\$2.21)	(2.9)	<u>4/</u>	-	-	-
April-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
May-----	***	***	***	***	2.73	8.3	<u>4/</u>	-	-	-
June-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
July-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
August-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
September-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
October-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
November-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-	-
December-----	***	***	***	***	.19	-	<u>4/</u>	-	-	-
1983:										
January-----	***	***	***	<u>4/</u>	-	.2	<u>4/</u>	-	-	-
February-----	***	***	***	***	(.88)	-	<u>4/</u>	-	-	-
March-----	***	***	***	<u>4/</u>	-	(1.3)	***	\$1.02	1.6	
April-----	***	***	***	***	2.70	3.9	***	5.65	8.1	
May-----	***	***	***	<u>4/</u>	-	-	***	1.06	1.6	
June-----	***	***	***	<u>4/</u>	-	-	***	(.48)	(.8)	

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted-average price is computed, represented, the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented, because prices were reported by only one purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-10.--Portland hydraulic cement sold in the Lakeside market area: Price ranges and weighted-average price for purchases of cement from the United States and from Australia and Japan (Melwire), and margins of under-selling, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States			Australia <sup>2/</sup>		Japan <sup>2/</sup>			
	Low price	High price	Weighted-average price	Weighted-average price	Margin of underselling		Weighted-average price	Margin of underselling	
					Value	Percent		Value	Percent
1981:									
January-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
February-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
March-----	***	***	***	<u>3/</u>	-	-	***	\$0.56	0
April-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
May-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
June-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
July-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
August-----	***	***	***	<u>3/</u>	-	-	<u>4/</u>	-	-
September-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-
October-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-
November-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-
December-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-
1982:									
January-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-
February-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-
March-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-
April-----	***	***	***	<u>4/</u>	-	-	<u>4/</u>	-	-
May-----	***	***	***	<u>4/</u>	-	-	***	4.15	5
June-----	***	***	***	<u>4/</u>	-	-	***	2.19	2
July-----	***	***	***	<u>4/</u>	-	-	***	2.15	2
August-----	***	***	***	***	2.50	3.4	***	(1.35)	(1
September-----	***	***	***	***	2.00	2.8	***	1.15	1
October-----	***	***	***	***	1.02	1.4	***	4.17	5
November-----	***	***	***	***	(.50)	(.7)	***	2.65	3
December-----	***	*	***	***	(.51)	(.7)	***	2.64	3
1983:									
January-----	***	***	***	***	(.51)	(.7)	***	5.64	8
February-----	***	***	***	***	(.51)	(.7)	***	5.64	8
March-----	***	***	***	***	(.50)	(.7)	***	5.65	8
April-----	***	***	***	***	(3.15)	(4.7)	***	3.00	4
May-----	***	***	***	***	(3.15)	(4.7)	***	3.00	4
June-----	***	***	***	<u>4/</u>	-	-	***	3.00	4

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest net purchase price for a single transaction during the second full week or each month.

<sup>2/</sup> A price range is not presented because prices were reported by only one purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-11.--Portland hydraulic cement sold in the Barstow/Apple Valley market area: Price ranges and weighted-average prices for purchases of cement from the United States and from Australia, and margins of underselling, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States			Australia <sup>2/</sup>		
	Low price	High price	Weighted-average price	Weighted-average price	Margin of underselling	
					Value	Ratio
1981:						
January-----	***	***	***	<u>3/</u>	-	-
February-----	***	***	***	<u>3/</u>	-	-
March-----	***	***	***	<u>3/</u>	-	-
April-----	***	***	***	<u>3/</u>	-	-
May-----	***	***	***	<u>3/</u>	-	-
June-----	***	***	***	<u>3/</u>	-	-
July-----	***	***	***	<u>3/</u>	-	-
August-----	***	***	***	<u>3/</u>	-	-
September-----	***	***	***	***	(\$0.30)	(0.4)
October-----	***	***	***	***	(.30)	(.4)
November-----	***	***	***	***	(.30)	(.4)
December-----	***	***	***	***	(.30)	(.4)
1982:						
January-----	***	***	***	***	(1.34)	(1.9)
February-----	***	***	***	***	.23	(.3)
March-----	***	***	***	<u>4/</u>	-	-
April-----	***	***	***	***	4.01	5.6
May-----	***	***	***	***	3.43	4.8
June-----	***	***	***	***	.34	.5
July-----	***	***	***	***	.50	.8
August-----	***	***	***	***	(4.50)	(7.4)
September-----	***	***	***	***	2.40	3.7
October-----	***	***	***	***	.54	.9
November-----	***	***	***	***	(1.22)	(2.0)
December-----	***	***	***	***	(.01)	<u>5/</u>
1983:						
January-----	***	***	***	***	.98	1.5
February-----	***	***	***	***	1.35	2.1
March-----	***	***	***	***	.23	.4
April-----	***	***	***	***	(.58)	(.9)
May-----	***	***	***	***	1.34	2.1
June-----	***	***	***	***	(.30)	(.5)

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted-average price is computed, presents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented because prices were reported by only 1 purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-12.--Portland hydraulic cement sold in the Ridgecrest market area: Price ranges and weighted-average prices for purchases of cement from the United States and from Australia, and margins of underselling, by months, January 1981 June 1983 <sup>1/</sup>

Period	United States <sup>2/</sup>		Australia <sup>2/</sup>	
	Weighted-average price	Weighted-average price	Margins of underselling	
			Quantity	Ratio
			Dollars	Percent
1981:				
January-----	***	<u>3/</u>	-	
February-----	***	<u>3/</u>	-	
March-----	***	<u>3/</u>	-	
April-----	***	<u>3/</u>	-	
May-----	***	<u>3/</u>	-	
June-----	***	<u>3/</u>	-	
July-----	***	<u>3/</u>	-	
August-----	***	<u>3/</u>	-	
September-----	***	<u>4/</u>	-	
October-----	***		0	***
November-----	***	<u>4/</u>	-	
December-----	***		0	***
1982:				
January-----	<u>4/</u>		0	***
February-----	***	<u>3/</u>	-	
March-----	***	<u>3/</u>	-	
April-----	***		0	***
May-----	***		0	***
June-----	***	<u>4/</u>	-	
July-----	***	<u>4/</u>	-	
August-----	***	<u>4/</u>	-	
September-----	***	<u>4/</u>	-	
October-----	***	<u>4/</u>	-	
November-----	***	<u>4/</u>	-	
December-----	***	<u>4/</u>	-	
1983:				
January-----	<u>4/</u>	<u>4/</u>	-	
February-----	***		-	***
March-----	***	<u>4/</u>	-	
April-----	***	<u>4/</u>	-	
May-----	***	<u>4/</u>	-	
June-----	***	<u>4/</u>	-	

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted-average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented because prices were reported by only one purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-13.--Portland hydraulic cement sold in the Las Vegas market area: Price ranges and weighted-average prices for purchases of cement from the United States and from Australia, and margins of underselling, by months, January 1981-June 1983 1/

Period	United States			Australia <u>2/</u>		
	Low price	High price	Weighted-average price	Weighted-average price	Margin of underselling	
					Value	Percent
1981:						
January-----	***	***	***	<u>3/</u>	-	-
February-----	***	***	***	<u>3/</u>	-	-
March-----	***	***	***	<u>3/</u>	-	-
April-----	***	***	***	<u>3/</u>	-	-
May-----	***	***	***	<u>3/</u>	-	-
June-----	***	***	***	<u>3/</u>	-	-
July-----	***	***	***	<u>3/</u>	-	-
August-----	***	***	***	<u>3/</u>	-	-
September-----	***	***	***	<u>4/</u>	-	-
October-----	***	***	***	***	(\$3.65):	(4.5)
November-----	***	***	***	***	(3.93):	(5.0)
December-----	***	***	***	***	(5.41):	(7.0)
1982:						
January-----	***	***	***	<u>4/</u>	-	-
February-----	***	***	***	<u>4/</u>	-	-
March-----	***	***	***	<u>4/</u>	-	-
April-----	***	***	***	<u>4/</u>	-	-
May-----	***	***	***	<u>4/</u>	-	-
June-----	***	***	***	<u>4/</u>	-	-
July-----	***	***	***	<u>4/</u>	-	-
August-----	***	***	***	<u>4/</u>	-	-
September-----	***	***	***	<u>4/</u>	-	-
October-----	***	***	***	<u>4/</u>	-	-
November-----	***	***	***	<u>4/</u>	-	-
December-----	***	***	***	<u>4/</u>	-	-
1983:						
January-----	***	***	***	<u>4/</u>	-	-
February-----	***	***	***	<u>4/</u>	-	-
March-----	***	***	***	<u>4/</u>	-	-
April-----	***	***	***	<u>4/</u>	-	-
May-----	***	***	***	<u>4/</u>	-	-

1/ The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest purchase price for a single transaction during the second full week of each month.

2/ A price range is not presented because prices were reported by only 1 purchaser.

3/ No imports.

4/ No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-14.--Portland hydraulic cement sold in market area MZ 309: Price range prices and weighted-average prices for purchases of cement from the United States and from Japan (Melwire), and margins of underselling, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States <sup>2/</sup>		Japan	
	Weighted-average price	Weighted-average price	Margins of underselling	
			Value	Percent
1981:				
January-----	***	<u>3/</u>	-	-
February-----	***	<u>3/</u>	-	-
March-----	***	<u>3/</u>	-	-
April-----	***	<u>3/</u>	-	-
May-----	***	<u>3/</u>	-	-
June-----	***	<u>3/</u>	-	-
July-----	***	<u>3/</u>	-	-
August-----	***	<u>3/</u>	-	-
September-----	***	<u>3/</u>	-	-
October-----	***	<u>3/</u>	-	-
November-----	***	<u>3/</u>	-	-
December-----	***	<u>3/</u>	-	-
1982:				
January-----	***	<u>3/</u>	-	-
February-----	***	<u>3/</u>	-	-
March-----	***	<u>3/</u>	-	-
April-----	***	<u>3/</u>	-	-
May-----	***	<u>3/</u>	-	-
June-----	***	<u>3/</u>	-	-
July-----	***		***	(\$3.25): (4.9)
August-----	***		***	(\$3.25): (4.9)
September-----	***		***	.75: 1.1
October-----	***		***	.75: 1.1
November-----	***		***	.75: 1.1
December-----	***		***	.75: 1.1
1983:				
January-----	***		***	1.85: 2.8
February-----	***		***	1.76: 2.6
March-----	***		***	1.85: 2.8
April-----	***		***	1.83: 2.8
May-----	***		***	1.81: 2.7
June-----	***		***	1.83: 2.8

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted-average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented, because prices were reported by only 1 purchaser.

<sup>3/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-15.--Portland hydraulic cement sold in the Escondido/Poway market area: Price ranges and weighted-average prices for purchases of cement from the United States and from Japan (Melwire), and margins of underselling, by months, January 1981-June 1983 1/

Period	United States			Japan <u>2/</u>			
	Low price	High price	Weighted-average price	Weighted-average price	Margin of underselling		
					Quantity	Percent	
1981:							
January-----	***	***	***	<u>3/</u>	-	-	
February-----	***	***	***	<u>3/</u>	-	-	
March-----	***	***	***	<u>3/</u>	-	-	
April-----	***	***	***	<u>3/</u>	-	-	
May-----	***	***	***	<u>3/</u>	-	-	
June-----	***	***	***	<u>3/</u>	-	-	
July-----	***	***	***	***	\$1.94	2.5	
August-----	***	***	***	<u>3/</u>	-	-	
September-----	***	***	***	<u>3/</u>	-	-	
October-----	***	***	***	<u>3/</u>	-	-	
November-----	***	***	***	***	.89	1.2	
December-----	***	***	***	***	1.41	1.9	
1982:							
January-----	***	***	***	***	2.13	2.8	
February-----	***	***	***	***	3.31	4.3	
March-----	***	***	***	<u>3/</u>	-	-	
April-----	***	***	***	<u>3/</u>	-	-	
May-----	***	***	***	***	1.97	2.6	
June-----	***	***	***	***	1.58	2.1	
July-----	***	***	***	***	1.57	2.1	
August-----	***	***	***	***	(1.20)	(1.6)	
September-----	***	***	***	***	7.36	9.5	
October-----	***	***	***	***	2.10	3.1	
November-----	***	***	***	***	.58	.9	
December-----	***	***	***	***	2.30	3.5	
1983:							
January-----	***	***	***	***	.01	<u>4/</u>	
February-----	***	***	***	***	.85	1.3	
March-----	***	***	***	***	(.87)	(1.4)	
April-----	***	***	***	***	(.51)	(.8)	
May-----	***	***	***	<u>3/</u>	-	-	
June-----	***	***	***	<u>3/</u>	-	-	

1/ The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

2/ A price range is not presented, because prices were reported by only 1 purchaser.

3/ No reported purchases of cement.

4/ Less than 0.05 percent.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.



Table C-16.--Portland hydraulic cement: Delivered prices for purchases of U.S.-produced cement in the southern California area, by cities and by months, January 1981-June 1983 1/

Period	Oxnard Moorpark	Simi Valley	Temecula	Fallbrook	Indio
1981:					
January-----	***	***	***	***	***
February-----	***	***	***	***	***
March-----	***	***	***	***	***
April-----	***	***	***	***	***
May-----	***	***	***	***	***
June-----	***	***	***	***	***
July-----	***	***	***	***	***
August-----	***	***	***	***	***
September-----	***	***	***	***	***
October-----	***	***	***	***	***
November-----	***	***	***	***	***
December-----	***	***	***	***	<u>2/</u> ***
1982:					
January-----	***	***	***	***	***
February-----	***	***	***	***	***
March-----	***	***	***	***	***
April-----	***	***	***	***	***
May-----	***	***	***	***	***
June-----	***	***	***	***	***
July-----	***	***	***	***	***
August-----	***	***	***	***	***
September-----	***	***	***	***	***
October-----	***	***	***	***	***
November-----	***	***	***	***	***
December-----	***	***	***	***	***
1983:					
January-----	***	***	***	***	***
February-----	***	***	***	***	***
March-----	***	***	***	***	***
April-----	***	***	***	***	***
May-----	***	***	<u>4/</u>	***	***
June-----	***	***	<u>4/</u>	<u>4/</u>	***

1/ These prices generally represent purchases by one customer in each of the cities. There were also generally no reported purchases of imported cement by customers in these cities. Where a purchase of imported cement was reported in any single month, this is indicated by a footnote.

2/ A purchaser reported buying Japanese cement from Stinnes during this month for \* \* \* per ton.

3/ A purchaser reported buying Japanese cement from Stinnes during this month for \* \* \* per ton.

4/ No prices reported.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-17.--Portland hydraulic cement: Delivered prices for purchases of U.S. produced cement in the San Luis Obispo area, by cities and by months, January 1981-June 1983 1/

Period	Atascadero	San Luis Obispo	Santa Maria
1981:			
January-----:	***	***	***
February-----:	***	***	***
March-----:	***	***	***
April-----:	***	***	***
May-----:	***	***	***
June-----:	***	***	***
July-----:	***	***	***
August-----:	***	***	***
September-----:	***	***	***
October-----:	***	***	***
November-----:	***	***	***
December-----:	***	***	***
1982:			
January-----:	***	***	***
February-----:	***	***	***
March-----:	***	***	***
April-----:	***	***	***
May-----:	***	***	***
June-----:	***	***	***
July-----:	***	***	***
August-----:	***	***	***
September-----:	***	***	***
October-----:	***	***	***
November-----:	<u>2/</u> ***	<u>3/</u>	***
December-----:	***	<u>2/</u>	***
1983:			
January-----:	***	***	***
February-----:	***	***	***
March-----:	***	***	***
April-----:	***	***	***
May-----:	***	***	***
June-----:	<u>3/</u>	<u>3/</u>	<u>3/</u>

1/ These prices generally represent purchases by 1 customer in each of the cities. There were also generally no reported purchases of imported cement by customers in these cities. Where a purchase of imported cement was reported in any single month, this is indicated by a footnote.

2/ A purchaser reported buying Japanese cement from Stinnes during this month for \* \* \* per ton.

3/ No prices reported.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-18.--Portland hydraulic cement: Delivered prices for purchases of U.S.-produced cement in Bakersfield/Visalia and in Arizona, by months, January 1981-June 1983 1/

Period	Bakersfield/Visalia	Arizona	
1981:			
January-----	***	<u>2/</u>	
February-----	***	<u>2/</u>	
March-----	***	<u>2/</u>	
April-----	***	<u>2/</u>	
May-----	***	<u>2/</u>	
June-----	***	<u>2/</u>	
July-----	***	<u>2/</u>	
August-----	***	<u>2/</u>	
September-----	***	<u>2/</u>	
October-----	***	<u>2/</u>	
November-----	***	<u>2/</u>	
December-----	***	<u>2/</u>	
1982:			
January-----	***		***
February-----	***		***
March-----	***		***
April-----	***		***
May-----	***		***
June-----	***		***
July-----	***		***
August-----	***		***
September-----	***	<u>3/</u>	***
October-----	***	<u>3/</u>	***
November-----	***	<u>3/</u>	***
December-----	***	<u>3/</u>	***
1983:			
January-----	***	<u>3/</u>	***
February-----	***	<u>3/</u>	***
March-----	***	<u>3/</u>	***
April-----	***	<u>3/</u>	***
May-----	***	<u>3/</u>	***
June-----	***	<u>3/</u>	***

1/ These prices generally represent purchases by 1 customer in each of the area. There were also generally no reported purchases of imported cement by customers in these area. Where a purchase of imported cement was reported in any single month, this is indicated by a footnote.

2/ No prices reported.

3/ The purchaser reporting these prices reported that the prices represent purchases for a direct-bid job.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-19.--Portland hydraulic cement sold in the Stockton/Lodi market area: Price ranges and weighted-average prices for purchases of cement from the United States and from Japan (Melwire), and margins of underselling, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States			Japan <sup>2/</sup>		
	Low price	High price	Weighted-average price	Weighted-average price	Margin of underselling	
					Value	Percent
1981:						
January-----	***	***	***	<u>3/</u>	-	-
February-----	***	***	***	<u>3/</u>	-	-
March-----	***	***	***	<u>3/</u>	-	-
April-----	***	***	***	<u>3/</u>	-	-
May-----	***	***	***	***	\$0.89	1.1
June-----	***	***	***	***	.66	.8
July-----	***	***	***	***	.73	.9
August-----	***	***	***	***	3.24	4.0
September-----	***	***	***	***	3.41	4.4
October-----	***	***	***	***	8.37	11.0
November-----	***	***	***	***	(3.51)	(5.5)
December-----	***	***	***	***	(4.28)	(6.7)
1982:						
January-----	***	***	***	***	(5.69)	(9.1)
February-----	***	***	***	***	(4.04)	(6.3)
March-----	***	***	***	***	(4.23)	(6.6)
April-----	***	***	***	***	(4.52)	(7.1)
May-----	***	***	***	***	(4.70)	(7.4)
June-----	***	***	***	***	(2.67)	(4.2)
July-----	***	***	***	***	(6.41)	(10.2)
August-----	***	***	***	***	1.74	2.8
September-----	***	***	***	***	1.35	2.2
October-----	***	***	***	***	1.58	2.5
November-----	***	***	***	***	1.03	1.7
December-----	***	***	***	<u>4/</u>	-	-
1983:						
January-----	***	***	***	<u>4/</u>	-	-
February-----	***	***	***	<u>4/</u>	-	-
March-----	***	***	***	<u>4/</u>	-	-
April-----	***	***	***	<u>4/</u>	-	-
May-----	***	***	***	<u>4/</u>	-	-
June-----	***	***	***	<u>4/</u>	-	-

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented, because prices were reported by only 1 purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-20.--Portland hydraulic cement sold in the Modesto market area: Price ranges and weighted-average prices for purchases of cement from the United States and from Japan (Stinnes), and margins of underselling, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States			Japan <sup>2/</sup>	
	Low price	High price	Weighted-average price	Weighted-average price	Margins of underselling Quantity: Percent
1981:					
January-----	***	***	***	<u>3/</u>	
February-----	***	***	***	<u>3/</u>	
March-----	***	***	***	<u>3/</u>	
April-----	***	***	***	<u>4/</u>	
May-----	***	***	***	***	\$6.94 : 8.5
June-----	***	***	***	***	7.83 : 9.5
July-----	***	***	***	***	4.46 : 5.6
August-----	***	***	***	***	4.46 : 5.6
September-----	***	***	***	***	4.47 : 5.6
October-----	***	***	***	***	6.76 : 9.0
November-----	***	***	***	***	6.85 : 9.2
December-----	***	***	***	***	6.67 : 8.9
1982:					
January-----	***	***	***	<u>4/</u>	- : -
February-----	***	***	***	***	4.99 : 6.9
March-----	***	***	***	<u>4/</u>	- : -
April-----	***	***	***	***	(1.74): (2.6)
May-----	***	***	***	***	(1.74): (2.6)
June-----	***	***	***	***	(1.37): (2.1)
July-----	***	***	***	***	(1.87): (2.9)
August-----	***	***	***	***	(1.50): (2.3)
September-----	***	***	***	***	- : -
October-----	***	***	***	***	(2.01): (3.1)
November-----	***	***	***	***	- : -
December-----	***	***	***	***	- : -
1983:					
January-----	***	***	***	<u>4/</u>	- : -
February-----	***	***	***	<u>4/</u>	- : -
March-----	***	***	***	<u>4/</u>	- : -
April-----	***	***	***	<u>4/</u>	- : -
May-----	***	***	***	<u>4/</u>	- : -
June-----	***	***	***	<u>4/</u>	- : -

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented, because prices were reported by only 1 purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-21.--Portland hydraulic cement sold in the Pittsburg market area: Price ranges and weighted-average prices for purchases of cement from the United States and from Japan (Stinnes), and margins of under-selling, by months, January 1981-June 1983 <sup>1/</sup>

	United States			Japan			Margins of underselling	
	Low price	High price	Weighted-average price	Low price	High price	Weighted-average price	Value	Percent
1981:								
January-----	***	***	***	2/	2/	2/	-	-
February-----	***	***	***	2/	2/	2/	-	-
March-----	***	***	***	2/	2/	2/	-	-
April-----	***	***	***	2/	2/	2/	-	-
May-----	***	***	***	***	***	***	(\$0.21)	(0.2)
June-----	***	***	***	***	***	***	(.36)	(.4)
July-----	***	***	***	***	***	***	(.30)	(.3)
August-----	***	***	***	***	***	***	(2.07)	(2.3)
September-----	***	***	***	3/	3/	3/	-	-
October-----	***	***	***	***	***	***	2.97	4.0
November-----	***	***	***	3/	3/	3/	-	-
December-----	***	***	***	***	***	***	(5.51)	(8.4)
1982:								
January-----	***	***	***	***	***	***	2.14	2.9
February-----	***	***	***	***	***	***	2.20	3.0
March-----	***	***	***	***	***	***	7.90	10.0
April-----	***	***	***	***	***	***	2.15	2.9
May-----	***	***	***	***	***	***	2.16	2.9
June-----	***	***	***	***	***	***	6.29	8.1
July-----	***	***	***	***	***	***	(.52)	(.7)
August-----	***	***	***	***	***	***	3.43	4.8
September-----	***	***	***	***	***	***	5.14	7.4
October-----	***	***	***	***	***	***	9.54	13.7
November-----	***	***	***	***	***	***	25.93	38.0
December-----	***	***	***	***	***	***	27.77	40.0
1983:								
January-----	***	***	***	2/	2/	2/	-	-
February-----	***	***	***	2/	2/	2/	-	-
March-----	***	***	***	2/	2/	2/	-	-
April-----	***	***	***	2/	2/	2/	-	-
May-----	***	***	***	2/	2/	2/	-	-
June-----	***	***	***	2/	2/	2/	-	-

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted-average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> No imports.

<sup>3/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response for questionnaires of the U.S. International Trade Commission.

Table C-22.--Portland hydraulic cement sold in the Auburn/Grass market area: Price ranges and weighted-average prices for purchases of cement from the United States and from Japan (Stinnes), and margins of underselling, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States			Japan <sup>2/</sup>			
	Low price	High price	Weighted-average price	Weighted-average price	Margin of underselling		
					Quantity	Percent	
1981:							
January-----	***	***	***	<u>3/</u>	-	-	-
February-----	***	***	***	<u>3/</u>	-	-	-
March-----	***	***	***	<u>3/</u>	-	-	-
April-----	***	***	***	***	\$2.80	3.2	
May-----	***	***	***	***	(1.57)	(1.9)	
June-----	***	***	***	***	(2.91)	(3.7)	
July-----	***	***	***	***	.34	.4	
August-----	***	***	***	***	.78	1.0	
September-----	***	***	***	<u>4/</u>	-	-	
October-----	***	***	***	<u>4/</u>	-	-	
November-----	***	***	***	<u>4/</u>	-	-	
December-----	***	***	***	***	2.02	2.9	
1982:							
January-----	***	***	***	***	2.02	2.9	
February-----	***	***	***	***	2.00	2.8	
March-----	***	***	***	<u>4/</u>	-	-	
April-----	***	***	***	***	2.00	2.8	
May-----	***	***	***	<u>4/</u>	-	-	
June-----	***	***	***	***	2.00	2.8	
July-----	***	***	***	<u>4/</u>	-	-	
August-----	***	***	***	<u>4/</u>	-	-	
September-----	***	***	***	<u>4/</u>	-	-	
October-----	***	***	***	<u>4/</u>	-	-	
November-----	***	***	***	<u>4/</u>	-	-	
December-----	***	***	***	<u>4/</u>	-	-	
1983:							
January-----	***	***	***	<u>3/</u>	-	-	
February-----	***	***	***	<u>3/</u>	-	-	
March-----	***	***	***	<u>3/</u>	-	-	
April-----	***	***	***	<u>3/</u>	-	-	
May-----	***	***	***	<u>3/</u>	-	-	
June-----	***	***	***	<u>3/</u>	-	-	

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted-average price is computed, represents the lowest net purchase price for a single transaction during the 2nd full week of each month.

<sup>2/</sup> A price range is not presented because prices were reported by only 1 purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-23.--Portland hydraulic cement sold in the Chowchilla market area: Price ranges and weighted-average prices for purchases of cement from the United States and from Japan (Stinnes), and margins of underselling, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States <sup>2/</sup>		Japan	
	Weighted-average price	Weighted-average price	Margins of underselling	
			Value	Percent
1981:				
January-----	***	<u>3/</u>	-	-
February-----	***	<u>3/</u>	-	-
March-----	***	<u>3/</u>	-	-
April-----	***	<u>4/</u>	-	-
May-----	***	<u>4/</u>	-	-
June-----	***	<u>4/</u>	-	-
July-----	***	<u>4/</u>	-	-
August-----	***		***	\$5.40 : 6.3
September-----	***		***	5.40 : 6.3
October-----	***		***	5.40 : 6.3
November-----	***		***	(2.82) : (3.7)
December-----	***	<u>4/</u>	-	-
1982:				
January-----	***		***	.01 : <u>5/</u>
February-----	***	<u>4/</u>	-	-
March-----	***		***	.10 : <u>5/</u>
April-----	***		***	.0 : .0
May-----	***	<u>4/</u>	-	-
June-----	***		***	.0 : .0
July-----	***	<u>4/</u>	-	-
August-----	***	<u>4/</u>	-	-
September-----	***	<u>4/</u>	-	-
October-----	***	<u>4/</u>	-	-
November-----	***	<u>4/</u>	-	-
December-----	***	<u>4/</u>	-	-
1983:				
January-----	***	<u>3/</u>	-	-
February-----	***	<u>3/</u>	-	-
March-----	***	<u>3/</u>	-	-
April-----	***	<u>3/</u>	-	-
May-----	***	<u>3/</u>	-	-
June-----	***	<u>3/</u>	-	-

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented, because prices were reported by only 1 purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

<sup>5/</sup> Less than 0.05 percent.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.



Table C-24.--Portland hydraulic cement sold in the Madera market area: Price ranges and weighted-average prices for purchases of cement from the United States and from Japan (Stinnes), and margins of underselling, by months, January 1981-June 1983 1/

Period	United States <u>2/</u>		Japan	
	Weighted-average price	Weighted-average price	Margins of underselling	
			Quantity	Percent
1981:				
January-----	***	<u>3/</u>	-	-
February-----	***	<u>3/</u>	-	-
March-----	***	<u>3/</u>	-	-
April-----	***	<u>4/</u>	-	-
May-----	***	<u>4/</u>	-	-
June-----	***	<u>4/</u>	-	-
July-----	***	<u>4/</u>	-	-
August-----	***	<u>4/</u>	-	-
September-----	***	<u>4/</u>	-	-
October-----	***		***	\$6.53
November-----	***			7.6
December-----	***			-
1982:				
January-----	***	<u>4/</u>	-	-
February-----	<u>4/</u>	<u>4/</u>	-	-
March-----	<u>4/</u>		***	-
April-----	<u>4/</u>		***	-
May-----	<u>4/</u>		***	-
June-----	<u>4/</u>	<u>4/</u>	-	-
July-----	<u>4/</u>	<u>4/</u>	-	-
August-----	<u>4/</u>	<u>4/</u>	-	-
September-----	<u>4/</u>		***	-
October-----	<u>4/</u>		***	-
November-----	<u>4/</u>	<u>4/</u>	-	-
December-----	<u>4/</u>	<u>4/</u>	-	-
1983:				
January-----	***	<u>3/</u>	-	-
February-----	***	<u>3/</u>	-	-
March-----	***	<u>3/</u>	-	-
April-----	***	<u>3/</u>	-	-
May-----	***	<u>3/</u>	-	-
June-----	***	<u>3/</u>	-	-

1/ The monthly price reported by each purchaser, from which the weighted-average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

2/ A price range is not presented because prices were reported by only 1 purchaser.

3/ No imports.

4/ No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-25.--Portland hydraulic cement sold in the Santa Rosa market area: Price ranges and weighted-average prices for purchases of cement from the United States and from Japan (Stinnes), and margins of underselling, by months, January 1981-June 1983 <sup>1/</sup>

Period	United States			Japan <sup>2/</sup>			
	Low price	High price	Weighted-average price	Weighted-average price	Margin of underselling		
					Quantity	Ratio	
							Percent
1981:							
January-----	***	***	***	<u>3/</u>	-	-	-
February-----	***	***	***	<u>3/</u>	-	-	-
March-----	***	***	***	<u>3/</u>	-	-	-
April-----	***	***	***	<u>4/</u>	-	-	-
May-----	***	***	***	<u>4/</u>	-	-	-
June-----	***	***	***	<u>4/</u>	-	-	-
July-----	***	***	***	<u>4/</u>	-	-	-
August-----	***	***	***	<u>4/</u>	-	-	-
September-----	***	***	***	<u>4/</u>	-	-	-
October-----	***	***	***	***	\$2.61	3.5	
November-----	***	***	***	***	(.43)	(.6)	
December-----	***	***	***	***	1.68	2.3	
1982:							
January-----	***	***	***	<u>4/</u>	-	-	-
February-----	***	***	***	***	0.60	.8	
March-----	***	***	***	<u>4/</u>	-	-	-
April-----	***	***	***	<u>4/</u>	-	-	-
May-----	***	***	***	<u>4/</u>	-	-	-
June-----	***	***	***	<u>4/</u>	-	-	-
July-----	***	***	***	<u>4/</u>	-	-	-
August-----	***	***	***	<u>4/</u>	-	-	-
September-----	***	***	***	<u>4/</u>	-	-	-
October-----	***	***	***	***	13.33	19.2	
November-----	***	***	***	***	28.72	41.2	
December-----	***	***	***	***	28.59	41.1	
1983:							
January-----	***	***	***	<u>3/</u>	-	-	-
February-----	***	***	***	<u>3/</u>	-	-	-
March-----	***	***	***	<u>3/</u>	-	-	-
April-----	***	***	***	<u>3/</u>	-	-	-
May-----	***	***	***	<u>3/</u>	-	-	-
June-----	***5	***	***	<u>3/</u>	-	-	-

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented because prices were reported by only 1 purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-26.--Portland hydraulic cement sold in the market area MZ 115/116:  
Price ranges and weighted-average prices for purchases of cement from the  
United States and from Japan (Stinnes), and margins of underselling, by  
months, January 1981 to June 1983 <sup>1/</sup>

Period	United States			Japan <sup>2/</sup>		
	Low price	High price	Weighted-average price	Weighted-average price	Margin of underselling	
					Quantity	Ratio
						Percent
1981:						
January-----	***	***	***	<u>3/</u>	-	-
February-----	***	***	***	<u>3/</u>	-	-
March-----	***	***	***	<u>3/</u>	-	-
April-----	***	***	***	<u>4/</u>	-	-
May-----	***	***	***	<u>4/</u>	-	-
June-----	***	***	***	<u>4/</u>	-	-
July-----	***	***	***	<u>4/</u>	-	-
August-----	***	***	***	<u>4/</u>	-	-
September-----	***	***	***	<u>4/</u>	-	-
October-----	***	***	***	<u>4/</u>	-	-
November-----	***	***	***	<u>4/</u>	-	-
December-----	***	***	***	***	\$0.21	0.3
1982:						
January-----	***	***	***	***	.21	.3
February-----	***	***	***	***	(1.78)	(2.5)
March-----	***	***	***	***	(1.78)	(2.5)
April-----	***	***	***	***	(1.78)	(2.5)
May-----	***	***	***	***	(1.78)	(2.5)
June-----	***	***	***	***	(1.78)	(2.5)
July-----	***	***	***	***	(4.30)	(6.3)
August-----	***	***	***	***	.20	.3
September-----	***	***	***	***	(11.30)	(18.4)
October-----	***	***	***	***	3.40	5.2
November-----	***	***	***	***	22.88	34.3
December-----	***	***	***	***	23.78	36.7
1983:						
January-----	***	***	***	<u>3/</u>	-	-
February-----	***	***	***	<u>3/</u>	-	-
March-----	***	***	***	<u>3/</u>	-	-
April-----	***	***	***	<u>3/</u>	-	-
May-----	***	***	***	<u>3/</u>	-	-
June-----	***	***	***	<u>3/</u>	-	-

<sup>1/</sup> The monthly price reported by each purchaser, from which the weighted average price is computed, represents the lowest net purchase price for a single transaction during the second full week of each month.

<sup>2/</sup> A price range is not presented, because prices were reported by only 1 purchaser.

<sup>3/</sup> No imports.

<sup>4/</sup> No reported purchases of cement.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table C-27.--Portland hydraulic cement: Delivered prices for purchases of U.S.-produced cement in the San Francisco area, by cities and by months, January 1981-June 1983 1/

Period	Tracy	Jackson	Twain Harte Sonora	Sebastopol/ Petaluma	Watsonville 2/
1981:					
January-----	***	***	***	***	***
February-----	***	***	***	***	***
March-----	***	***	***	***	***
April-----	***	***	***	***	***
May-----	***	***	***	***	***
June-----	***	***	***	***	***
July-----	***	***	***	***	***
August-----	***	***	***	***	***
September-----	***	***	***	***	***
October-----	***	***	***	***	***
November-----	***	***	***	***	***
December-----	***	***	***	***	***
1982:					
January-----	***	***	***	***	***
February-----	***	***	***	***	***
March-----	***	***	***	***	***
April-----	***	***	***	***	***
May-----	***	***	***	***	***
June-----	***	***	***	***	***
July-----	***	***	<u>3/</u>	***	***
August-----	***	***	***	***	***
September-----	***	***	***	***	***
October-----	***	***	<u>4/</u>	***	***
November-----	***	***	***	***	***
December-----	***	***	***	***	***
1983:					
January-----	***	***	***	***	***
February-----	***	***	***	***	***
March-----	***	***	***	***	***
April-----	***	***	***	***	***
May-----	***	***	***	***	***
June-----	***	***	***	***	***

1/ These prices generally represent purchases by 1 customer in each of the cities. There were also generally no reported purchases of imported cement by customers in these cities. Where a purchase of imported cement was reported in any single month, this is indicated by a footnote.

2/ These prices are lower than prices in other cities, because the purchaser located in this city is located relatively close to Kaiser's cement mill.

3/ A purchaser reported buying Japanese cement from Stinnes during this month for \* \* \* per ton.

4/ A purchaser reported buying Japanese cement from Stinnes during this month for \* \* \* per ton.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission..

Table C-28.--Portland hydraulic cement: Delivered prices for purchases of U.S.-produced cement in the northern California area, by cities and by months, January 1981-June 1983 <sup>1/</sup>

Period	Red Bluff	Redding	Fortuna	Mount Shasta	Yreka
1981:					
January-----	***	***	***	***	***
February-----	***	***	***	***	***
March-----	***	***	***	***	***
April-----	***	***	***	***	***
May-----	***	***	***	***	***
June-----	***	***	<sup>2/</sup> ***	***	***
July-----	***	***	***	***	***
August-----	***	***	***	***	***
September-----	***	***	***	***	***
October-----	***	***	***	***	***
November-----	***	***	***	***	***
December-----	***	***	***	***	***
1982:					
January-----	***	***	***	***	***
February-----	***	***	***	***	***
March-----	***	***	***	***	***
April-----	***	***	***	***	***
May-----	***	***	***	***	***
June-----	***	***	***	***	***
July-----	***	***	***	***	***
August-----	***	***	***	***	***
September-----	***	***	***	***	***
October-----	***	***	***	***	***
November-----	***	***	***	***	***
December-----	***	***	***	***	***
1983:					
January-----	***	***	***	***	***
February-----	***	***	***	***	***
March-----	***	***	***	***	***
April-----	***	***	***	***	***
May-----	***	***	***	***	***
June-----	***	***	***	***	***

<sup>1/</sup> These prices generally represent purchases by 1 customer in each of the cities. There were also generally no reported purchases of imported cement by customers in these cities. Where a purchase of imported cement was reported in any single month, this is indicated by a footnote.

<sup>2/</sup> A purchaser reported buying Japanese cement during this month for \* \* \* per ton.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.



APPENDIX D  
SELECTED CALIFORNIA P.U.C. ZONES

Figure D-1.--Map of P.U.C. zones in Los Angeles and San Diego





Figure D-2.--Map of P.U.C. zones in San Francisco



Source: State of California; Distance Table 8.

Figure D-3.--Map of California and Nevada.

