

PRODUCERS' QUESTIONNAIRE
CERTAIN COLOR TELEVISION RECEIVERS FROM CHINA AND MALAYSIA

Return completed questionnaire to:

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

So as to be received by the Commission by no later than February 18, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning certain color television receivers from China and Malaysia (invs. Nos. 731-TA-1034 and 1035 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced color television receivers regardless of size or technology at any time since January 1, 2001?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>

CERTIFICATION

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

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

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

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 55 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____ hours _____ dollars

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

I-3. Do you support or oppose the petition with respect to:

China?

Support Oppose Take no position

Malaysia?

Support Oppose Take no position

Please explain.

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

Yes No (that is, I do not wish my position on the petition to be made public)

PART I.--GENERAL QUESTIONS--Continued

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

No Yes--List the following information.

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

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

No Yes--List the following information.

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

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

No Yes--List the following information.

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Debra Baker** (202-205-3180). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____

Name and title

_____ Ext. _____

Phone No. _____ E-mail address _____

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

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of CTVs since January 1, 2001?

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

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

No Yes--List the following information.

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

Products produced on same equipment and share of total production in 2003 (in percent):

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

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

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

No Yes--List the following information.

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

Products produced using the same workers and share of total production in 2003 (in percent):

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

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

II-6. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of CTVs?

No Yes--Name firm(s): _____

II-7. Since January 1, 2001, has your firm been involved in a "badging" agreement (i.e., a contractual agreement in which one company will pay a second company to assemble CTVs with certain specifications and to place the first company's brand on the finished product) regarding the production of CTVs?

No Yes- Name firm(s): _____

Time frame(s): _____

Share of your U.S. production in 2003 that was badged: _____ (*percent*)

II-8. Would you characterize your firm's current "production" facilities for CTVs in the United States as assembly facilities of parts and/or components manufactured by other firms?

No Yes

Please explain why you answered "No" or "Yes" to this question: _____

II-9. Did your firm design the CTVs that you produced in the United States in 2003?

Yes, all of them

Some of them--please indicate the share (in percent) that you designed in 2003: _____

No. Please identify the firm(s) that designed your U.S.-produced CTVs: _____

II-10. Who specified the components and standards for the CTVs you produced in the United States in 2003?

Our firm

Our firm and/or other firm(s). Please identify the firm(s) _____

Other firm(s) only. Please identify the firm(s) _____

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

II-11. Who provides the warranties for the CTVs that you produced in the United States in 2003?

- Our firm
 - Our firm and/or other firm(s). Please identify the firm(s)_____
 - Other firm(s) only. Please identify the firm(s)_____
-

II-12. Since January 1, 2001, has your firm produced any plasma- or LCD-screen color television receivers in the United States?

- No
- Yes-- Quantity of plasma receivers produced in 2003: _____ (*units*)
Quantity of LCD receivers produced in 2003: _____ (*units*)

II-13. Are the production and related workers in your firm's CTV production facilities in the United States unionized?

- No
- Yes-- Please name the union(s): _____

II-14. Does your firm produce CTVs in a foreign trade zone (FTZ)?

- No
- Yes--Identify FTZ(s): _____

II-15. Since January 1, 2001, has your firm imported CTVs?

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

II-16. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

- No
- Yes--Please specify: _____

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

II-17. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of CTVs in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 units, value in \$1,000)</i>			
Item	Calendar years		
	2001	2002	2003
AVERAGE PRODUCTION CAPACITY ¹ <i>(quantity)</i>			
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>			
PRODUCTION <i>(quantity)</i>			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity of commercial shipments</i>			
<i>Value of commercial shipments</i>			
Internal consumption:			
<i>Quantity of internal consumption</i>			
<i>Value</i> ² <i>of internal consumption</i>			
Transfers to related firms:			
<i>Quantity of transfers to related firms</i>			
<i>Value</i> ² <i>of transfers to related firms</i>			
TOTAL U.S. SHIPMENTS:			
<i>Quantity</i>			
<i>Value</i>			
EXPORT SHIPMENTS: ³			
<i>Quantity of export shipments</i>			
<i>Value of export shipments</i>			
END-OF-PERIOD INVENTORIES ⁴ <i>(quantity)</i>			
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>			
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs <i>(1,000 hours)</i>			
WAGES PAID TO PRWs <i>(value)</i>			

¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below:

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-18. If you reported transfers to related firms in question II-17 please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-19. Since January 1, 2001, has your firm shipped incomplete CTVs (see definitions) within the United States?

No Yes--Report, as indicated below, the quantity and value of such U.S. shipments of incomplete CTVs.

	<u>2001</u>	<u>2002</u>	<u>2003</u>
Quantity (<i>1,000 units</i>) . . .	_____	_____	_____
Value (<i>\$1,000</i>)	_____	_____	_____

II-20. Did your firm produce (in the United States), import, and/or purchase the major components used in your U.S. production of CTVs? Please respond for each item below by writing "yes" or "no" in the appropriate grid box.

Item	Calendar years		
	2001	2002	2003
Color picture tubes: Produce (in the United States)			
Import directly ¹			
Purchase from U.S. importer ¹			
Purchase from domestic producer or other source ¹			
Chassis boards: Produce (in the United States)			
Import directly ¹			
Purchase from U.S. importer ¹			
Purchase from domestic producer or other source ¹			
All other major components: Produce (in the United States)			
Import directly ¹			
Purchase from U.S. importer ¹			
Purchase from domestic producer or other source ¹			

¹ Please list the sources (i.e., companies and countries, including the United States) that manufacture the components and indicate the relationship, if any, of these sources to your firm. Provide a separate listing for each item above and each source, using a separate page if necessary.

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

II-21. Provide the approximate share (in *percent*) of the total raw material costs of production of your firm's U.S.-manufactured CTVs accounted for in 2003 by the following items. **Note that the percentages for each cell in the entire table must sum to 100.0 percent.**

Components	Percent		
	From related firms	From unrelated firms	Total
Color picture tubes: Produced in the United States			
Produced in China			
Produced in Malaysia			
Produced in Mexico			
Produced in all other countries			
Total			100.0

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

II-22a. Report, as indicated below, your firm's **U.S. shipments** of CTVs by types and screen sizes (based on the video display diagonal). (See definitions in the instruction booklet.) Report data **ONLY** for CTVs that are manufactured by your firm and that are subject to this investigation.

<i>(Quantity in units, value in \$1,000)</i>						
Item	Calendar years					
	2001		2002		2003	
	Quantity	Value	Quantity	Value	Quantity	Value
CTVs with a 4 x 3 aspect ratio:						
DIRECT-VIEW CTVs:						
Analog (non-digital ready, non-combination):						
21 inches						
22-23 inches						
24 inches						
25 inches						
26 inches						
27-30 inches						
31 inches						
32 inches						
33-34 inches						
35 inches						
36 inches and over						
Digital or digital ready (non-combination):						
21 inches						
22-23 inches						
24 inches						
25 inches						
26 inches						
27-30 inches						
31 inches						
32 inches						
33-34 inches						
35 inches						
36 inches and over						
Combination						
Continued on next page.						

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

II-22a. *Continuation.*

(Quantity in units, value in \$1,000)						
Item	Calendar years					
	2001		2002		2003	
	Quantity	Value	Quantity	Value	Quantity	Value
CTVs with a 4 x 3 aspect ratio:						
PROJECTION CRT-based CTVs						
Analog (non-digital ready, non-combination):						
21-40 inches						
41-50 inches						
51-54 inches						
55 inches						
56-59 inches						
60 inches and over						
Digital or digital ready (non-combination):						
21-40 inches						
41-50 inches						
51-54 inches						
55 inches						
56-59 inches						
60 inches and over						
Combination						
OTHER (specify: _____)						
TOTAL of above DIRECT-VIEW, PROJECTION CRT-based, and OTHER CTVs with 4 x 3 aspect ratio :¹						
¹ Transfer this total to question II-22c.						

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

II-22b. Report, as indicated below, your firm's **U.S. shipments** of CTVs by types and screen sizes (based on the video display diagonal). (See definitions in the instruction booklet.) Report data **ONLY** for CTVs that are manufactured by your firm and that are subject to this investigation.

(Quantity in units, value in \$1,000)						
Item	Calendar years					
	2001		2002		2003	
	Quantity	Value	Quantity	Value	Quantity	Value
CTVs with a 16 x 9 aspect ratio:						
DIRECT-VIEW CTVs:						
Analog (non-digital ready, non-combination):						
21-26 inches						
27-30 inches						
31-32 inches						
33-34 inches						
35 inches and over						
Digital or digital ready (non-combination):						
21-26 inches						
27-30 inches						
31-32 inches						
33-34 inches						
35 inches and over						
Combination						
PROJECTION CRT-based CTVs						
Analog (non-digital ready, non-combination):						
21-40 inches						
41-50 inches						
51-54 inches						
55-59 inches						
60 inches and over						
Digital or digital ready (non-combination):						
21-40 inches						
41-50 inches						
51-54 inches						
55-59 inches						
60 inches and over						
Combination						
OTHER (specify: _____)						
TOTAL of above:¹						

¹ Transfer this total to question II-22c.

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

II-22c. **SUMMARY OF U.S. SHIPMENTS OF CTVs, BY TYPES AND SCREEN SIZES.**--List below, your firm's **U.S. shipments** of CTVs as reported previously in questions II-22a and II-22b.

(Quantity in units, value in \$1,000)						
Item	Calendar years					
	2001		2002		2003	
	Quantity	Value	Quantity	Value	Quantity	Value
CTVs with a 4 x 3 aspect ratio						
CTVs with a 16 x 9 aspect ratio						
CTVs with an aspect ratio other than 4 x 3 or 16 x 9						
Total of above ¹						

¹ Reconciliation of data.--Please note that the **TOTAL quantity (when rounded to 1,000)** and **value** reported for question II-22c should equal **TOTAL U.S. shipments** (i.e., U.S. commercial shipments plus U.S. internal consumption/transfers) reported in question II-17. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-23. Report, as indicated below, your firm's **U.S. shipments** of the following types of non-subject color televisions that are manufactured by your firm, by types and screen sizes. (See definitions in the instruction booklet.) Do **NOT** include any data for the CTVs that are subject to this investigation (data for which should have been reported in II-22a or II-22b).

<i>(Quantity in units, value in \$1,000)</i>						
Item	Calendar years					
	2001		2002		2003	
	Quantity	Value	Quantity	Value	Quantity	Value
Color televisions with a 4 x 3 aspect ratio:						
PLASMA/LCD DIRECT VIEW color televisions:						
Under 22 inches						
22-40 inches						
Over 40 inches						
Total						
REAR PROJECTION DLP, LCOS, and LCD color televisions:						
Under 50 inches						
50 inches and over						
Total						
Color televisions with a 16 x 9 aspect ratio:						
PLASMA/LCD DIRECT VIEW color televisions:						
Under 22 inches						
22-40 inches						
Over 40 inches						
Total						
REAR PROJECTION DLP, LCOS, and LCD color televisions:						
Under 50 inches						
50 inches and over						
Total						

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

II-25a. Other than direct imports, has your firm otherwise purchased **complete** CTVs (see definitions) since January 1, 2001? (See definitions in the instruction booklet.)

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

<i>(Quantity in 1,000 units, value in \$1,000)</i>			
Item	Calendar years		
	2001	2002	2003
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--			
CHINA:			
<i>Quantity</i>			
<i>Value</i>			
MALAYSIA:			
<i>Quantity</i>			
<i>Value</i>			
MEXICO:			
<i>Quantity</i>			
<i>Value</i>			
ALL OTHER COUNTRIES:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:²			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:²			
<i>Quantity</i>			
<i>Value</i>			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>			
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>			

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

II-25b. Other than direct imports, has your firm otherwise purchased **incomplete** CTVs (see definitions) since January 1, 2001? (See definitions in the instruction booklet.)

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

<i>(Quantity in 1,000 units, value in \$1,000)</i>			
Item	Calendar years		
	2001	2002	2003
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--			
CHINA:			
<i>Quantity</i>			
<i>Value</i>			
MALAYSIA:			
<i>Quantity</i>			
<i>Value</i>			
MEXICO:			
<i>Quantity</i>			
<i>Value</i>			
ALL OTHER COUNTRIES:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:²			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:²			
<i>Quantity</i>			
<i>Value</i>			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>			
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>			

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin S. Jee (202-205-3186).

III-1. Who should be contacted regarding the requested financial information?
List the names, titles, and phone numbers (including extensions) of the people who actually prepared and/or have actual knowledge of this response.

Company contact: _____

Name and title			
	Ext.		
Phone No.		Fax No.	E-mail address

Your company's World Wide Website: _____

III-2. Briefly describe your Financial Accounting system.

A. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the periods examined, explain below:

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

Note: The Commission may request your company to submit copies of your financial statements including internal profit/loss statements.

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

III-4. Describe briefly about your submission methodology including allocation basis if any, especially for COGS, SG&A, and interest expense and other income and expenses.

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

<u>Product(s)</u>	<u>Share of sales</u>
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. **Operations on CTVs.**--Report the revenue and related cost information requested below on the CTVs operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at related firms' cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in 1,000 units, value in \$1,000)</i>			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials:			
Color picture tubes			
All other raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the sum of the corresponding shipment quantities and values (U.S. shipments plus export shipments) reported in Part II (question II-13) of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-7. **Capital expenditures, research and development expenditures, and asset values.**--Report your firm's capital expenditures and research and development expenditures on certain CTVs, and the values of the property, plant, and equipment used in the production of certain CTVs. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Value in \$1,000)</i>			
Item	Fiscal years ended--		
	_____	_____	_____
Capital expenditures			
Research and development expenditures			
Property, plant, and equipment:			
Original cost			
Book value			

III-8. Provide data for domestic value added (*in \$1,000*) for CTVs in the United States for your entire fiscal year 2003.¹

Foreign sources		Domestic Value Added					Total
Foreign content cost	Countries	Additional raw material	Fabrication (labor/overhead)	SG&A	Others (net)	Total value added	Total cost

¹ Please reconcile these data with the financial information provided for 2003 in table III-6.

Please list the cost of the major foreign-sourced component, i.e., color picture tubes; the second major component; and all other components combined, and their costs. Likewise, list the cost of the major domestically-produced components, i.e., color picture tubes; the second major component; and all other components combined.

Foreign sources (value in \$1,000) Domestic sources (value in \$1,000)

<i>Foreign sources (value in \$1,000)</i>	<i>Domestic sources (value in \$1,000)</i>
Color picture tube	
2 nd major part (list)	
All other parts	

III-9. Since January 1, 2001, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain CTVs from China and/or Malaysia.

No

Yes--My firm has experienced actual negative effects as follows:

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

Other (specify) _____

III-10. Does your firm anticipate any negative impact of imports of certain CTVs from China and/or Malaysia?

No

Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226).

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

Company contact: _____
Name and title

_____ E-mail address
Phone No.

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments of CTVs to unrelated U.S. customers during January 2001-December 2003. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits. Please report separately sales to retailers and original equipment manufacturers (OEMs).

Product 1.—24-inch (24V) direct-view analog (non-HD ready) CTV with near flat tube (i.e., curved, excluding pure flat), 4:3 aspect ratio, stereo sound, rear AV input jacks, front AV input, no digital comb filter, no black invar shadow mask, standard remote

Product 2.—27-inch (27V) direct-view analog (non-HD ready) CTV with near flat tube (i.e., curved, excluding pure flat), 4:3 aspect ratio, stereo sound, rear AV input jacks, front AV input, no digital comb filter, no black invar shadow mask, standard remote

Product 3.—27-inch (27V) direct-view analog (non-HD ready) CTV with near flat tube (i.e., curved, excluding pure flat), 4:3 aspect ratio, MTS/SAP stereo sound, rear AV input/output jacks, component video input, S-video input, digital comb filter, no black invar shadow mask, universal remote

Product 4.—27-inch (27V) direct-view analog (non-HD ready) CTV with pure flat tube, 4:3 aspect ratio, MTS/SAP stereo sound, no BBE/SRS, rear AV input/output jacks, component video input, S-video input, digital comb filter, black invar shadow mask, universal remote

Product 5.—31 to 32-inch (31V-32V) direct-view analog (non-HD ready) CTV with near flat tube (i.e., curved, excluding pure flat), 4:3 aspect ratio, MTS/SAP stereo sound, rear AV input/output jacks, component video input, S-video input, digital comb filter, black invar shadow mask, universal remote

Product 6.—50 to 55-inch (50V-55V) digital (HD-ready) rear-projection CTV, 4:3 aspect ratio, MTS/SAP stereo sound, rear AV input/output jacks, component video input, S-video input, digital comb filter, auto convergence, picture-in-picture (PIP), universal remote

Please note: If your product does not **exactly** meet the product specifications but is very similar to the specified product (i.e. differs by 1-2 features excluding screen size), please provide pricing data and a description of your product in the footnote below each pricing table.

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

Section IV-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each product and channel of distribution for CTVs produced and sold by your firm. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits. Please mark the product number from column "A" and the channel of distribution from Column "B" for each page.

	<u>Column A</u>		<u>Column B</u>
Product 1	_____		
Product 2	_____		
Product 3	_____	Sales to OEMs	_____
Product 4	_____		
Product 5	_____	Sales to Retailers	_____
Product 6	_____		

MANUFACTURER, BRAND, & MODEL NUMBER(S): _____

Note: Please submit a specification sheet for each model number included in this data.

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
¹ If your product does not exactly meet the product specifications but is similar to the specified product, provide a description of your product: <hr/>		
² <u>Net</u> values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), <u>f.o.b.</u> your U.S. point of shipment.		

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of CTVs (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). Does the price that your firm charges for CTVs ever depend on purchases of other products by your customer(s)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-3. What are your firm's typical sales terms for its U.S.-produced CTVs (e.g., 2/10 net 30 days)? _____
On what basis are your prices of domestic CTVs usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced CTVs are on (1) a long-term contract basis (multiple deliveries for more than 12 months)? _____ percent
(2) a short-term contract basis (multiple deliveries up to 12 months)? _____ percent
(3) a spot sales basis (for single delivery)? _____ percent
If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet-or-release provision? _____

(e) How frequently are meet-or-release provisions invoked? _____

(f) What are the standard quantity requirements, if any? _____

(g) What is the price premium for sub-minimum shipments? _____ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of CTVs? From inventory: _____ Produced to order: _____

IV-B-6. What is the approximate percentage of the total delivered cost of your U.S.-produced CTVs that is accounted for by transportation costs? _____ percent. Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

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

IV-B-7. What is the geographic market area in the United States served by your firm's CTVs?

IV-B-8. What other products (including color television receivers not covered by the definition of the CTVs in these investigations such as plasma, DLP, etc.) may be substitutes for CTVs ?

IV-B-9. How has the demand within the United States (and outside the United States if known) for CTVs changed since January 1, 2001? What were the principal factors affecting changes in demand?

IV-B-10. Have there been any significant changes in the product range or marketing of CTVs in the past five years?

No Yes--Please describe.

IV-B-11. Does your firm sell CTVs over the internet? Yes ____ No ____

If YES, please describe such sales, noting the estimated percentage of your firm's total sales of CTVs in 2003 accounted for by internet sales. **If your firm has participated in internet auctions for sales of CTVs, please provide information on each such auction, including the customer name, the quantity involved, the specific bids made by your firm (and the dates) and indicate whether or not your firm won all, or part, of the business. Attach additional sheets, if necessary.**

IV-B-12. What type of warranty is standard on the CTVs that you sell? _____

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

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

IV-B-13. What is the average lifespan (*in viewing hours*) of the CTVs that you sell? _____

IV-B-14. Are there perceived quality differences in the market based on brand names of CTVs?
 Yes ____ No _____. If so, please explain how these differences affect the CTV industry. Please attach any additional studies or information relating to this issue.

IV-B-15. Are the CTVs produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	China	Malaysia	Other countries
United States			
China			
Malaysia			

¹ For any country-pair producing CTVs which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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

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

IV-B-16. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, brand name (customer perception), warranty terms, a variety of models/brands available, availability of non-TV products sold bundled with CTVs, etc.) between CTVs produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	China	Malaysia	Other countries
United States			
China			
Malaysia			

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of CTVs, identify the country-pair and report the advantages or disadvantages imparted by such factors:

IV-B-17. Please list chronologically any new video device introductions since January 2001. Also, please list any new video device products that your firm plans on introducing in the next 18 months (or longer if available), including any new features and technologies that will be incorporated into the new models. Attach additional pages if necessary.

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

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

IV-B-18. How has the introduction of plasma, liquid crystal display (LCD), liquid crystal on silicon (LCoS), and digital light processing (DLP) television receivers affected the CTV market? Please quantify effects, whenever possible, and submit business plans for dealing with any changes.

IV-B-19. In the near future, does your firm plan on increasing the sales of non-subject video devices (such as flat-panel televisions or rear-projection televisions using DLP, LCD, LCoS, or other non-CRT displays) relative to the sales of subject CTVs?

No Yes--Please quantify how much, as a proportion of your firm's total sales of video display devices, each type of video display device is expected to change over the next 3 years.

IV-B-20. Please detail how prices for flat screen tube CTVs have behaved in relation to near-flat curved tube CTVs since January 2001. Has the gap stayed the same, increased, or decreased, and by how much?

IV-B-21. On average, how much do prices for CTVs decline each year (in percent) holding features and technology constant? Has this decline been increasing, decreasing, or remaining the same since January 1, 2001?

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

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

IV-B-22. If your firm sells a 42" plasma television, please list the quantity and average price for your sales of these televisions for 2001, 2002, and 2003.

2001: Quantity: _____ Average Price: _____

2002: Quantity: _____ Average Price: _____

2003: Quantity: _____ Average Price: _____

IV-B-23. Have you refused to sell to any purchasers despite their willingness to stock your CTVs?

No Yes—Please explain why.

IV-B-24. What percentage of the CTVs you produced during 2001-2003 were returned for repair? Please include any information that you are aware of regarding the repair history of products in the CTV industry on additional pages.

Percent returned within in the warranty period _____

Percent returned outside of the warranty period _____

Total percent returned for repair _____

IV-B-25. Please report the following with respect to each of your firm's three largest current contracts for CTVs that you produce.

Name of supplier	Length of contract	Quantity (units)	When is the contract up for renewal?	Is there a meet or release clause? (yes or no)	Has the meet or release clause been invoked?

IV-B-26. Does the existence of lower-priced CTVs with less recognized brand names in the market expand the market or take sales away from more recognizable brands (e.g. Sony, Toshiba, Mitsubishi, Philips, etc.)? Please use a scale of 0-100, where 0 indicates that these CTVs only expand the market and 100 indicates that they only take sales away. _____

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

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

IV-B-27. Does your firm sell CTVs into the opening price point (OPP) portion of the market?

No Yes—What percent of your firm's sales are OPP sales? _____

IV-B-28. Over time, prices for CTVs have trended downward. How much (in percentage terms) of the decline in CTV prices is due to:

(a) CTVs at the high end of the market pushing prices lower? _____

(b) low-priced CTVs entering the market and pulling prices lower? _____

(c) the introduction of new technologies such as plasma, LCD, LCoS, and DLP television receivers? _____

(d) lower raw material (component) costs? _____

(e) increasing size of purchasers such as Wal-Mart, Best Buy, etc.? _____

(f) other reasons (list below): _____

TOTAL: _____ 100%

How much of (b) above is due to CTVs from: United States: _____

Malaysia: _____

China: _____

Other countries: _____
(Specify: _____)

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for CTVs during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of CTVs that each of these customers accounted for in 2003.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.

Since January 1, 2001 (May 2, 2003 if your firm is a petitioner): Did your firm lose sales of CTVs to imports of these products from China and Malaysia?

Yes No

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

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

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

PART V.--ALTERNATIVE PRODUCT--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Debra Baker** (202-205-3180). **Supply all data requested (except for financial data) on a calendar-year basis.**

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

Company contact: _____
Name and title

Phone No.

E-mail address

V-2. With respect to your firm's operations on color television receivers under 21 inches in screen size (based on the video display diagonal), have you, since January 1, 2001, lost sales or revenues or experienced any negative effects on your firm's growth, investment, ability to raise capital, or existing development and production efforts, including efforts to develop a derivative or more advanced version of the product, as a result of imports of CTVs from China and/or Malaysia?

No Yes--Please describe the lost sales/revenues and/or negative impact.

V-3. Report the information requested on the following page for **color television receivers under 21 inches in screen size** produced in your U.S. establishment(s) during the specified periods. (See product definitions in the instruction booklet). In the space provided below, please indicate whether or not your firm was able to provide accurate figures, or estimates, for the data requested. If not, identify your problems in doing so and indicate the nature (and extent) of any inaccuracies.

PART V.--ALTERNATIVE PRODUCT--TRADE AND RELATED INFORMATION--Continued

(Quantity in 1,000 units, value in \$1,000)			
Item	Calendar years		
	2001	2002	2003
AVERAGE PRODUCTION CAPACITY (<i>quantity</i>)			
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
PRODUCTION (<i>quantity</i>)			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption:			
<i>Quantity</i> of internal consumption			
<i>Value</i> ¹ of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> ¹ of transfers to related firms			
EXPORT SHIPMENTS:²			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES³ (<i>quantity</i>)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (<i>1,000 hours</i>)			
WAGES PAID TO PRWs (<i>value</i>)			
FINANCIAL INFORMATION:⁴			
Net sales:⁵			
<i>Quantity</i>			
<i>Value</i>			
Cost of goods sold (<i>value</i>)			
Gross profit or (loss) (<i>value</i>)			
Selling, general, and administrative expenses (<i>value</i>)			
Operating income or (loss) (<i>value</i>)			
Capital expenditures (<i>value</i>)			
¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value. ² Identify your principal export markets: _____ <hr/> ³ <u>Reconciliation of data</u> .--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ <hr/> ⁴ Report financial information on a fiscal-year basis (year ending _____). ⁵ Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.			