

U.S. IMPORTERS' QUESTIONNAIRE

RAW FLEXIBLE MAGNETS FROM CHINA AND TAIWAN

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 October 5, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning raw flexible magnets (flexible magnetic sheeting, strips, and profile shapes) from China and Taiwan (Inv. Nos. 701-TA-452 (Preliminary) and 731-TA-1129-1130 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

World Wide Web address _____

Has your firm imported raw flexible magnets (as defined in the instruction booklet) or any other products under HTS statistical reporting numbers 8508.19.1000, 8505.19.2000, or 8505.19.0040 from any country at any time since January 1, 2004?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission.)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above.)

CERTIFICATION

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

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

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

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone: ()

Fax ()

E-mail address

PART II.--TRADE AND RELATED INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____hours _____dollars

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

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

- I-3. 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-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing raw flexible magnets from China and/or Taiwan into the United States or which are engaged in exporting raw flexible magnets from China and/or Taiwan to the United States?

☐ No ☐ Yes--List the following information

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

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

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of raw flexible magnets?

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

- I-6. Please indicate the nature of your firm's importing operations on raw flexible magnets. More than one answer may be applicable.

☐ Importer of record ☐ Takes title to the imported product(s)
☐ Consignee of the imported products(s) ☐ Customs broker or freight forwarder.

- I-7. If your firm is an importer of record of raw flexible magnets but is not the consignee, please list the consignees below (firm name, address, telephone, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

- I-8. Please indicate whether your firm enters raw flexible magnets into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes
Bonded warehouses ☐ No ☐ Yes

- I-9. Please indicate whether your firm imports raw flexible magnets under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

- I-10. 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

Further information on this part of the questionnaire can be obtained from Olympia Hand (202-205-3182, olympia.hand@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
 Name and title
 () _____
 Phone number E-mail address

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

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

II-3. Has your firm imported or arranged for the importation of raw flexible magnets from China and/or Taiwan for delivery after June 30, 2007?

☐ No ☐ Yes--Indicate when such orders are to be delivered and the quantities involved.

Source/Period	July-Sep 2007	Oct-Dec 2007	Jan-Mar 2008	Apr-June 2008
Quantity (1,000 pounds)				
China				
Taiwan				

II-4. If your firm also produces raw flexible magnets in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5a. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of raw flexible magnets imported from **China** by your firm during the specified periods. (See definitions in the instruction booklet.)

China

Quantity (1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/Transfers to related firms:					
Quantity of internal cons/transfers					
Value ² of internal cons/transfers					
Export shipments: ³					
Quantity of exports					
Value of exports					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Identify the foreign producers, if known: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004, 2005, 2006, January-June 2006, and January-June 2007 below:					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
Note.—Please estimate the share of the value of your firm's 2006 U.S. shipments of its imports of raw flexible magnets accounted for by flexible magnet sheeting, strips, and profile shapes:					
<u>Product</u>	<u>Percent</u>				
<u>Flexible magnet sheeting</u>	_____				
<u>Flexible magnet strips</u>	_____				
<u>Flexible magnet profile shapes</u>	_____				
Total	100%				

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

II-5b. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of raw flexible magnets imported from **Taiwan** by your firm during the specified periods. (See definitions in the instruction booklet.)

Taiwan

Quantity (1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/Transfers to related firms:					
Quantity of internal cons/transfers					
Value ² of internal cons/transfers					
Export shipments: ³					
Quantity of exports					
Value of exports					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Identify the foreign producers, if known: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004, 2005, 2006, January-June 2006, and January-June 2007 below:					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
Note. —Please estimate the share of the value of your firm's 2006 U.S. shipments of its imports of raw flexible magnets accounted for by flexible magnet sheeting, strips, and profile shapes:					
<u>Product</u>	<u>Percent</u>				
<u>Flexible magnet sheeting</u>	_____				
<u>Flexible magnet strips</u>	_____				
<u>Flexible magnet profile shapes</u>	_____				
Total	100%				

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

II-5c. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of raw flexible magnets imported from **all other countries combined**¹ by your firm during the specified periods. (See definitions in the instruction booklet.)

All other countries combined

Quantity (1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ²					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/Transfers to related firms:					
Quantity of internal cons/transfers					
Value ³ of internal cons/transfers					
Export shipments: ⁴					
Quantity of exports					
Value of exports					
End-of-period inventories ⁵ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the countries: _____					
² Identify the foreign producers, if known: _____					
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004, 2005, 2006, January-June 2006, and January-June 2007 below:					
⁴ Identify your principal export markets: _____					
⁵ Reconciliation of data. —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
Note.—Please estimate the share of the value of your firm's 2006 U.S. shipments of its imports of raw flexible magnets accounted for by flexible magnet sheeting, strips, and profile shapes:					
<u>Product</u>	<u>Percent</u>				
<u>Flexible magnet sheeting</u>	_____				
<u>Flexible magnet strips</u>	_____				
<u>Flexible magnet profile shapes</u>	_____				
Total	100%				

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

- II.-6a. **IMPORTS BY SOURCE.**—Report your firm's imports of raw flexible magnets (see definitions in the instruction book) from all sources during the specified periods. Unless your firm is importing raw flexible magnets under an HTS subheading other than 8505, the values reported should reconcile with values reported in question II-5a-c.

Value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Imports from: ¹					
China					
Taiwan					
Subtotal					
Canada					
Japan					
Korea					
Mexico					
All others					
Subtotal					
Total all sources					
¹ Identify the foreign producers, if known: _____					

- II.-6b. **IMPORTS BY SOURCE.**—Report your firm's imports of products entered under HTS statistical reporting numbers 8505.19.0040, 8505.19.1000, and 8505.19.2000 that do not meet the definition of raw flexible magnets in the instruction booklet.

Value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Imports from:					
China					
Taiwan					
Subtotal					
Canada					
Japan					
Korea					
Mexico					
All others					
Subtotal					
Total all sources					

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

II.-6c. **IMPORTS BY SOURCE.**—Report your firm's imports of products entered under HTS subheadings 8505.19.0040, 8505.19.1000, and 8505.19.2000, including raw flexible magnets. The values should reflect the totals of questions II-6a and II-6b.

Value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Imports from:					
China					
Taiwan					
Subtotal					
Canada					
Japan					
Korea					
Mexico					
All others					
Subtotal					
Total all sources					

II-7. Is your firm importing raw flexible magnets under a subheading other than 8505 (examples include 4008.11.50; 4008.21.00; and 4005.91.00)?

☐ No

☐ Yes-- Please indicate the quantity, value, country of origin, and time period of such importation below.

PART III.--PRICING AND RELATED INFORMATION

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

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

Company contact:

Name and title

() _____

Phone number

E-mail address

PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from China, Taiwan, Canada, Japan, Korea, and Mexico during January 2004-June 2007:

Product 1.— Plain sheets in 12 mil thickness.

a) standard energy

b) higher energy

Product 2. — Plain sheets in 15 mil thickness.

a) standard energy

b) higher energy

Product 3. — Sheets in 30 mils thickness, in rolls of 50' x 2' (nominal), with vinyl lamination.

a) standard energy

b) higher energy

Each of the products listed above should include **standard energy** products with energy from 0.3 MGOe through 1.0 MGOe (mega Gauss Oersteds), whether in cut sheets or rolls, and **higher energy** products with energy from 1.01 through 2.2 MGOe, whether in cut sheets or rolls. Each also should include unmagnetized, magnetized, or double-magnetized materials. In reporting pricing data, allow for a tolerance on thickness measurements of +.5 through -1 mil.

If available data are in terms of square feet of product sold rather than pounds sold, convert from square feet to pounds by using a pounds per square foot conversion of factor of 0.0182 times actual millage for plain magnet sheeting. Thus, the conversion factor for plain magnet sheeting that is 12 mil in actual thickness would be 0.2232 lbs/square foot, the conversion factor for plain magnet sheeting that is 15 mil in actual thickness is 0.279 lbs/square foot, the conversion factor for plain magnet sheeting that is 20 mil in actual thickness is 0.372 lbs/square foot, and the conversion factor for plain magnet sheeting that is 30 mil in actual thickness is 0.558 lbs/square foot. For a product with vinyl lamination, an addition of 0.0308 lbs/square foot should be made to account for the weight of the laminate.

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

PART III.--PRICING AND RELATED INFORMATION--ContinuedIII-2a. Report the quarterly price data¹ for pricing products² from China below.

Quantity (in pounds) and value (in dollars)						
Period of shipment	Product 1a		Product 2a		Product 3a	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						
Period of shipment	Product 1b		Product 2b		Product 3b	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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

Product 1:

Product 2:

Product 3:

PART III.--PRICING AND RELATED INFORMATION--ContinuedIII-2b. Report the quarterly price data¹ for pricing products² from **Taiwan** below.

Quantity (in pounds) and value (in dollars)						
Period of shipment	Product 1a		Product 2a		Product 3a	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						
Period of shipment	Product 1b		Product 2b		Product 3b	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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

Product 1:

Product 2:

Product 3:

PART III.--PRICING AND RELATED INFORMATION--ContinuedIII-2c. Report the quarterly price data¹ for pricing products² from Canada below.

Quantity (in pounds) and value (in dollars)						
Period of shipment	Product 1a		Product 2a		Product 3a	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						
Period of shipment	Product 1b		Product 2b		Product 3b	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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

Product 1:

Product 2:

Product 3:

PART III.--PRICING AND RELATED INFORMATION--ContinuedIII-2d. Report the quarterly price data¹ for pricing products² from **Japan** below.

Quantity (in pounds) and value (in dollars)						
Period of shipment	Product 1a		Product 2a		Product 3a	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						
Period of shipment	Product 1b		Product 2b		Product 3b	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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

Product 1:

Product 2:

Product 3:

PART III.--PRICING AND RELATED INFORMATION--ContinuedIII-2e. Report the quarterly price data¹ for pricing products² from **Korea** below.

Quantity (in pounds) and value (in dollars)						
Period of shipment	Product 1a		Product 2a		Product 3a	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						
Period of shipment	Product 1b		Product 2b		Product 3b	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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

Product 1:

Product 2:

Product 3:

PART III.--PRICING AND RELATED INFORMATION--ContinuedIII-2f. Report the quarterly price data¹ for pricing products² from **Mexico** below.

Quantity (in pounds) and value (in dollars)						
Period of shipment	Product 1a		Product 2a		Product 3a	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						
Period of shipment	Product 1b		Product 2b		Product 3b	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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

Product 1:

Product 2:

Product 3:

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

- III-3. Please describe how your firm determines the prices that it charges for sales of raw flexible magnets (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). 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.

- III-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, *et cetera*).

- III-5. What are your firm's typical sales terms for raw flexible magnets imported from China and/or Taiwan (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

- III-6. Approximately what share of your firm's sales of its raw flexible magnets imported from China and/or Taiwan in 2006 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long term contracts	_____
Short term contracts	_____
Spot sales	_____

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

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

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

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

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

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

<u>Source</u>	<u>Share of sales, 2006</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

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

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

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

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

- | | | | |
|------------------------------------|--------------------------------------------------|-------------------------------------|------------------------------------|
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Mid-Atlantic | <input type="checkbox"/> Midwest | <input type="checkbox"/> Southeast |
| <input type="checkbox"/> Southwest | <input type="checkbox"/> Rocky Mountains | <input type="checkbox"/> West Coast | <input type="checkbox"/> Northwest |
| <input type="checkbox"/> National | <input type="checkbox"/> Other (describe: _____) | | |

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

III-12. Describe the end uses of the raw flexible magnets that you import from China and/or Taiwan. For each end-use product, what percentage of the total cost is accounted for by raw flexible magnets?

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

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

- (i) _____
- (ii) _____
- (iii) _____

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

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

- ☐ No ☐ Yes-- To what degree do changes in their prices affect the price for raw flexible magnets? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of raw flexible magnets or final end use?

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

III-14. How has the demand within the United States (and outside the United States if known) for raw flexible magnets changed since January 1, 2004? What principal factors affect changes in demand?

☐ Increase

☐ No Change

☐ Decrease

III-15. Have there been any significant changes in the product range or marketing of raw flexible magnets since January 1, 2004?

☐ No

☐ Yes-- Please describe.

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

☐ No

☐ Yes-- Please describe, noting the estimated percentage of your firm's total sales of raw flexible magnets in 2006 accounted for by internet sales.

Country-pair	United States	China	Taiwan	Canada	Japan	Korea	Mexico	Other countries
United States								
China								
Taiwan								
Canada								
Japan								
Korea								
Mexico								
Other countries								

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

Country-pair	United States	China	Taiwan	Canada	Japan	Korea	Mexico	Other countries
United States								
China								
Taiwan								
Canada								
Japan								
Korea								
Mexico								
Other countries								

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

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

III-19. Please identify below the names and addresses of your firm's 10 largest customers for raw flexible magnets during 2004-2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of raw flexible magnets from China and/or Taiwan that each of these customers accounted for in 2006.

No.	Customer's Name	Street address (not P.O. box), city, state, and zip code	Contact Person	Area code and telephone number	Share of 2006 sales(%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					