

**U.S. IMPORTERS' QUESTIONNAIRE**

**SMALL DIAMETER GRAPHITE ELECTRODES FROM CHINA**

**This questionnaire must be received by the Commission by no later than February 1, 2008**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping duty investigation concerning small diameter graphite electrodes from China (inv. No. 731-TA-1143 (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)).

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm imported small diameter graphite electrodes or large diameter graphite electrodes (as defined in the instruction booklet) from any country at any time since January 1, 2004?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (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)</p>
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**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 means of 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 this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation 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 this investigation 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.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ( )</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ( )</i>	

**PART I.—GENERAL INFORMATION**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____



**PART I.--GENERAL INFORMATION--Continued**

I-8. Please indicate whether your firm enters small diameter graphite electrodes 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 small diameter graphite electrodes under the TIB (temporary importation under bond) program.

No             Yes

I-10. To your knowledge, have the products subject to this investigation 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**

Further information on this part of the questionnaire can be obtained from Nathanael Comly (202-205-3174, nathanael.comly@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 small diameter graphite electrodes 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 small diameter graphite electrodes from China for delivery after September 30, 2007?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-4. If your firm also produces small diameter graphite electrodes 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 OF SMALL DIAMETER GRAPHITE ELECTRODES FROM CHINA**.--Report your firm's imports and your firm's shipments and inventories of small diameter graphite electrodes imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

Quantity (in metric tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<p><sup>1</sup> Please identify the foreign producers, if known: _____</p>					
<p><sup>2</sup> 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, and 2006 below:</p>					
<p><sup>3</sup> Identify your principal export markets: _____</p>					
<p><sup>4</sup> <b>Reconciliation of data</b>.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>					
<p><input type="checkbox"/> Yes    <input type="checkbox"/> No--Please explain: _____</p>					

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

II-5b. **IMPORTS OF LARGE DIAMETER GRAPHITE ELECTRODES FROM CHINA**.--Report your firm's imports and your firm's shipments and inventories of large diameter graphite electrodes imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

Quantity (in metric tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<p><sup>1</sup> Please identify the foreign producers, if known: _____</p> <p>_____</p>					
<p><sup>2</sup> 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, and 2006 below:</p> <p>_____</p> <p>_____</p>					
<p><sup>3</sup> Identify your principal export markets: _____</p>					
<p><sup>4</sup> <b>Reconciliation of data</b>.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes    <input type="checkbox"/> No--Please explain: _____</p>					

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

II-6a. **IMPORTS OF SMALL DIAMETER GRAPHITE ELECTRODES FROM NONSUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of small diameter graphite electrodes imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in metric tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<p><sup>1</sup> Please identify the sources and foreign producers, if known: _____</p> <p>_____</p>					
<p><sup>2</sup> 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, and 2006 below:</p> <p>_____</p> <p>_____</p>					
<p><sup>3</sup> Identify your principal export markets: _____</p>					
<p><sup>4</sup> <b>Reconciliation of data.</b>--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>					
<p><input type="checkbox"/> Yes    <input type="checkbox"/> No--Please explain: _____</p>					

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

II-6b. **IMPORTS OF LARGE DIAMETER GRAPHITE ELECTRODES FROM NONSUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of large diameter graphite electrodes imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in metric tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<p><sup>1</sup> Please identify the sources and foreign producers, if known: _____</p> <p>_____</p>					
<p><sup>2</sup> 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, and 2006 below:</p> <p>_____</p> <p>_____</p>					
<p><sup>3</sup> Identify your principal export markets: _____</p>					
<p><sup>4</sup> <b>Reconciliation of data.</b>—Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes    <input type="checkbox"/> No--Please explain: _____</p>					

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

Further information on this part of the questionnaire can be obtained from Nancy Bryan (202-205-2088, Nancy.Bryan@usitc.gov)

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

Company contact:

\_\_\_\_\_

( ) \_\_\_\_\_

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 and other countries during January 2004-September 2007:

**Product 1.—HP graphite electrodes, 250 mm. (10 inches) nominal diameter x 1,800 mm. (72 inches) nominal length, 3 TPI taper connecting pin.**

**Product 2.— HP graphite electrodes, 300 mm. (12 inches) nominal diameter x 1,800 mm. (72 inches) nominal length, 3 TPI taper connecting pin.**

**Product 3.— UHP graphite electrodes, 350 mm. (14 inches) nominal diameter x 1,800 mm. (72 inches) nominal length, 3 TPI taper connecting pin.**

**Product 4.-- UHP graphite electrodes, 400 mm. (16 inches) nominal diameter x 1,800 mm. (72 inches) nominal length, 3 TPI taper connecting pin.**

**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.**

**Please report separately for:**

**(1) sales to distributors in tables III-2a, III-2b, and III-2c.**

**(2) sales to end users in tables III-3a, III-3b, and III-3c.**

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

III-2a. Report below the quarterly price data for pricing products<sup>1</sup> imported from China and sold by your firm to distributors.

**IMPORTS FROM CHINA  
Sold to distributors**

(Quantity in pounds, value in dollars)								
	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value <sup>2</sup>						
<b>2004:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec								
<b>2005:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec.								
<b>2006:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec								
<b>2007:</b>								
Jan-March								
April-June								
July-Sept								

<sup>1</sup> Pricing product definitions are provided on the first page of section III.

<sup>2</sup> Net f.o.b. 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.

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

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_  
 Product 4: \_\_\_\_\_

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

III-2b. Report below the quarterly price data for pricing products<sup>1</sup> imported from your largest country source other than China in 2006 and sold by your firm to distributors.

**IMPORTS FROM YOUR LARGEST COUNTRY SOURCE  
OTHER THAN CHINA IN 2006 (please identify nonsubject country): \_\_\_\_\_**

**Sold to distributors**

<i>(Quantity in pounds, value in dollars)</i>								
	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value <sup>2</sup>						
<b>2004:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec								
<b>2005:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec.								
<b>2006:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec								
<b>2007:</b>								
Jan-March								
April-June								
July-Sept								

<sup>1</sup> Pricing product definitions are provided on the first page of section III.

<sup>2</sup> Net f.o.b. 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.

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

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_  
 Product 4: \_\_\_\_\_

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

III-2c. Report below the quarterly price data for pricing products<sup>1</sup> imported from your second largest country source other than China in 2006 and sold by your firm to distributors.

**IMPORTS FROM YOUR SECOND LARGEST COUNTRY SOURCE  
OTHER THAN CHINA IN 2006 (please identify nonsubject country): \_\_\_\_\_**

**Sold to distributors**

<i>(Quantity in pounds, value in dollars)</i>								
	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value <sup>2</sup>						
<b>2004:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec								
<b>2005:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec.								
<b>2006:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec								
<b>2007:</b>								
Jan-March								
April-June								
July-Sept								

<sup>1</sup> Pricing product definitions are provided on the first page of section III.

<sup>2</sup> Net f.o.b. 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.

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

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_  
 Product 4: \_\_\_\_\_

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

III-3a. Report below the quarterly price data for pricing products<sup>1</sup> imported from China and sold by your firm to end users.

**IMPORTS FROM CHINA  
Sold to end users**

(Quantity in pounds, value in dollars)								
	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value <sup>2</sup>						
<b>2004:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec								
<b>2005:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec.								
<b>2006:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec								
<b>2007:</b>								
Jan-March								
April-June								
July-Sept								

<sup>1</sup> Pricing product definitions are provided on the first page of section III.

<sup>2</sup> Net f.o.b. 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.

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

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_  
 Product 4: \_\_\_\_\_

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

III-3b. Report below the quarterly price data for pricing products<sup>1</sup> imported from your largest country source other than China in 2006 and sold by your firm to end users.

**IMPORTS FROM YOUR LARGEST COUNTRY SOURCE  
OTHER THAN CHINA IN 2006 (please identify nonsubject country): \_\_\_\_\_**

**Sold to end users**

<i>(Quantity in pounds, value in dollars)</i>								
	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value <sup>2</sup>						
<b>2004:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec								
<b>2005:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec.								
<b>2006:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec								
<b>2007:</b>								
Jan-March								
April-June								
July-Sept								

<sup>1</sup> Pricing product definitions are provided on the first page of section III.

<sup>2</sup> Net f.o.b. 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.

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

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_  
 Product 4: \_\_\_\_\_

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

III-3c. Report below the quarterly price data for pricing products<sup>1</sup> imported from your second largest country source other than China in 2006 and sold by your firm to end users.

**IMPORTS FROM YOUR LARGEST COUNTRY SOURCE  
OTHER THAN CHINA IN 2006 (please identify nonsubject country): \_\_\_\_\_**

**Sold to end users**

<i>(Quantity in pounds, value in dollars)</i>								
	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value <sup>2</sup>						
<b>2004:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec								
<b>2005:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec.								
<b>2006:</b>								
Jan-March								
April-June								
July-Sept								
Oct-Dec								
<b>2007:</b>								
Jan-March								
April-June								
July-Sept								

<sup>1</sup> Pricing product definitions are provided on the first page of section III.

<sup>2</sup> Net f.o.b. 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.

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

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_  
 Product 4: \_\_\_\_\_

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

III-4. Please describe how your firm determines the prices that it charges for sales of small diameter graphite electrodes (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.

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III-5. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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III-6. What are your firm's typical sales terms for small diameter graphite electrodes imported from China (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-7. Approximately what share of your firm's sales of its small diameter graphite electrodes imported from China 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 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-8. 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-9. 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-10. What is the average lead time between a customer's order and the date of delivery for your firm's sales of small diameter graphite electrodes?

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

III-11. (a) What is the approximate percentage of the total delivered cost of small diameter graphite electrodes that is accounted for by U.S. inland transportation costs?  
 \_\_\_\_\_ percent of sales to distributors.  
 \_\_\_\_\_ percent of sales to end users.

(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-12. What is the geographic market area in the United States served by your firm's small diameter graphite electrodes? (check all that apply)

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

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

III-13. Describe the end uses of the small diameter graphite electrodes that you import from China. For each end-use product, what percentage of the total cost is accounted for by small diameter graphite electrodes?

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

III-14. (a) Please list in order of importance any products that may be substituted for small diameter graphite electrodes.

(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 small diameter graphite electrodes?

- No       Yes--To what degree do changes in their prices affect the price for small diameter graphite electrodes? 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 small diameter graphite electrodes or final end use?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

III-15. How has the demand within the United States (and outside the United States if known) for small diameter graphite electrodes changed since January 1, 2004? What principal factors affect changes in demand?

- Increase                       No Change                       Decrease

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III-16. Have there been any significant changes in the product range or marketing of small diameter graphite electrodes since January 1, 2004?

- No                       Yes-- Please describe.

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III-17. Does your firm sell small diameter graphite electrodes over the internet?

- No                       Yes--Please describe, noting the estimated percentage of your firm's total sales of small diameter graphite electrodes in 2006 accounted for by internet sales.

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

III-20. Please identify below the names and addresses of your firm's 10 largest customers for small diameter graphite electrodes 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 small diameter graphite electrodes from China 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					