

## IMPORTERS' QUESTIONNAIRE

### PRODUCT FROM COUNTRY

*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 SEPTEMBER 5, 2007**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning electrolytic manganese dioxide from Australia and China (inv. Nos. 731-TA-1124 and 1125 (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 or purchased** electrolytic manganese dioxide (as defined in the instruction booklet) 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, sign the certification, and return the entire questionnaire to the Commission)

### 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*

\_\_\_\_\_  
*Email address*

**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 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>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing EMD from Australia or China into the United States or which are engaged in exporting EMD from Australia or China 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**

Further information on this part of the questionnaire can be obtained from Cynthia Trainor (202-205-3354; cynthia.trainor@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 No.

\_\_\_\_\_  
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 importation of EMD 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 EMD from Australia or China for delivery after June 30, 2007?

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

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

II-4. If your firm also produces EMD 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-5. **IMPORTS BY SOURCE.**—Report your firm’s imports and your firm’s shipments and inventories of EMD imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Australia     China     All other sources combined<sup>1</sup>

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>IMPORTS:<sup>2</sup></b>					
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>3</sup> of internal consumption/transfers					
<b>EXPORT SHIPMENTS:<sup>4</sup></b>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> (quantity)					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> (quantity)					
<b>U.S. SHIPMENTS TO END USERS</b> (quantity)					

<sup>1</sup> Please identify these sources: \_\_\_\_\_

<sup>2</sup> Identify the foreign producers, if known: \_\_\_\_\_

<sup>3</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: \_\_\_\_\_

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> Reconciliation of data.—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-6. Report your firm's U.S. shipments during the specified periods of the various "grades" of EMD that you imported. Please be advised that these grades are within the definition of EMD and are merely subsets of the EMD within the scope of these investigations. Therefore, the sum of the shipment data of all grades shown in question II-5 should equal total U.S. shipments of imports shown in question II-6.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
<b>U.S. SHIPMENTS OF ALKALINE GRADE EMD:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption/transfers to related firms:</b>					
<i>Quantity</i> of internal consumption					
<i>Value</i> <sup>2</sup> of internal consumption					
<b>U.S. SHIPMENTS OF "HIGH DRAIN" ALKALINE GRADE EMD:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption/transfers to related firms:</b>					
<i>Quantity</i> of internal consumption					
<i>Value</i> <sup>2</sup> of internal consumption					
<b>U.S. SHIPMENTS OF LITHIUM GRADE EMD:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption/transfers to related firms:</b>					
<i>Quantity</i> of internal consumption					
<i>Value</i> <sup>2</sup> of internal consumption					
<b>U.S. SHIPMENTS OF ZINC CHLORIDE GRADE EMD:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption/transfers to related firms:</b>					
<i>Quantity</i> of internal consumption					
<i>Value</i> <sup>2</sup> of internal consumption					
<b>TOTAL (Quantity)</b>					



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

**Section III-A.1. QUARTERLY SELLING PRICE DATA—Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for the specified EMD product that your firm imported from **Australia, China,** and your firm's **largest nonsubject country** source that it then sold to U.S. battery producers unrelated to your firm. Complete a separate page for each country of origin and check the appropriate country box below for each page (specify the largest nonsubject country for which you are reporting).

**Australia**

**China**

**Largest nonsubject country: Please specify** \_\_\_\_\_

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>1</sup>
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2006:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2007:</b>		
January-March		
April-June		

<sup>1</sup> 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.

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

**Section III-A.2—BID-PRICE SALES INFORMATION**

COMPLETE THIS SECTION ONLY IF YOUR FIRM IS A U.S. IMPORTER THAT SELLS ITS IMPORTED EMD PRODUCT 1<sup>1</sup> TO U.S. PRODUCERS OF BATTERIES.

III-A.2-1 Please identify below your top 5 U.S. customers (in descending order) to which you sold your imported product 1 from Australia and from China on a bid basis during January 2004-June 2007. For each firm indicate whether it was an end user, distributor, retailer, or other type (specify) of purchaser of product 1, and identify the intended use(s) of product 1, if known, for each purchaser.

Purchaser name	Type of purchaser	Intended use(s) of product 1
<b>Australian product 1 (standard alkaline grade EMD in powder form):</b>		
1.		
2.		
3.		
4.		
5.		
<b>Chinese product 1 (standard alkaline grade EMD in powder form):</b>		
1.		
2.		
3.		
4.		
5.		

III-A.2.-2 When your firm submitted bid prices for its imported product 1 from Australia and/or China to U.S. purchasers during January 2004-June 2007, how frequently did the bid prices and quantities apply to:

**Australia:**

Only a single U.S. plant for each purchaser \_\_\_\_\_

Multiple U.S. plants for each purchaser \_\_\_\_\_

U.S. and offshore plants for each purchaser \_\_\_\_\_

**China:**

Only a single U.S. plant for each purchaser \_\_\_\_\_

Multiple U.S. plants for each purchaser \_\_\_\_\_

U.S. and offshore plants for each purchaser \_\_\_\_\_

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<sup>1</sup> Standard alkaline grade electrolytic manganese dioxide in powder form.

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

**Section III-A.2. BID-PRICE SALES INFORMATION -Continued**

III-A.2-3 a) Is your firm's imported product 1 from Australia and/or China required to be qualified to its U.S. customers?

**Australia:**  Yes  No **China:**  Yes  No

b) Does your firm need to separately qualify as a supplier of product 1 imported from Australia and/or China to each of multiple U.S. plant locations of each of its U.S. customers?

**Australia:**  Yes  No **China:**  Yes  No

If yes, please explain below.

**Australia:** \_\_\_\_\_

**China:** \_\_\_\_\_

c) If your firm is qualified as a supplier of product 1 imported from Australia and/or China to its customers' U.S. plants, does this qualification extend to overseas facilities of these customers?

**Australia:**  Yes  No **China:**  Yes  No

If no, please explain.

**Australia:** \_\_\_\_\_

**China:** \_\_\_\_\_

III-A.2-4 Please explain below the bid process for your firm's product 1 imported from Australia and/or China as it applied to your U.S. customers during January 2004-June 2007.

**Australia:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**China:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

**Section III-A.3 QUARTERLY IMPORT PRICE DATA**

COMPLETE THIS SECTION ONLY IF YOUR FIRM IS A U.S. PRODUCER OF BATTERIES THAT IMPORTS EMD FOR CAPTIVE USE.

This section requests total quarterly purchase quantity and value data concerning your firm's imports of EMD shipments for captive use received from suppliers *unrelated to your firm* of (1) EMD from **Australia** and **China**, and (2) EMD from your firm's **largest (in short tons imported during January 2004-June 2007) nonsubject country** source for the EMD product shown below. Report the requested pricing data only for the following product shipped to your firm during January 2004-June 2007:

**Product 1.—Standard alkaline grade electrolytic manganese dioxide in powder form.**

Please note that total dollar values should be the U.S. c.i.f., landed, duty-paid values and should not include U.S.-inland transportation costs to your U.S. location(s)/plant(s). For any imports that were on a delivered basis to your U.S. location(s)/plant(s), deduct from the delivered price any U.S.-inland freight and shipping charges to your U.S. location(s)/plant(s) and report the resulting effective U.S. c.i.f., landed, duty-paid value (*do not report transactions where you cannot report values, either actual or adjusted, on a U.S. c.i.f., landed, duty-paid value basis*). Total dollar values should reflect the FINAL NET amount paid by you (i.e., should be net of all deductions for discounts, rebates, etc.). See instruction booklet.

Report the requested pricing data in the table on the following page for your firm's imports of EMD for captive use from suppliers unrelated to your firm for the specified EMD product that your firm imported from Australia, China, and from your firm's largest (in short tons imported) nonsubject country source (copy the table as necessary to report the pricing data separately for the specified EMD product by country of origin).

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

**Section III-A.3 QUARTERLY IMPORT PRICE DATA—Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for the standard alkaline grade EMD in powder form that your firm imported from **Australia, China**, and your firm's **largest nonsubject country** source for your firm's captive use in its U.S. battery-production operations. Complete a separate page for each country of origin and check the appropriate country box below for each page (specify the largest nonsubject country for which you are reporting).

**Australia**

**China**

**Largest nonsubject country: Please specify** \_\_\_\_\_

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>1</sup>
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2006:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2007:</b>		
January-March		
April-June		
<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), c.i.f., landed, duty-paid basis.		

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

**Section III-A.4 BID PRICE DATA**

COMPLETE THIS SECTION ONLY IF YOUR FIRM IS A U.S. PRODUCER OF BATTERIES, AND IMPORTS OR PURCHASES EMD PRODUCT 1<sup>2</sup> (REGARDLESS OF COUNTRY OF ORIGIN, INCLUDING THE UNITED STATES) FOR CAPTIVE USE.

This section requests competing bid price information submitted to your firm for your EMD product 1 requirements for shipments that it received during January 2004-June 2007. For each bid request for product 1, please specify the contract period and description of the product 1 product and provide the information requested in the table on the following page. Copy the table as necessary to report bid price information for each combination of contract period and product 1 description specified in your firm's bid requests covering your firm's EMD product 1 requirements shipped during January 2004-June 2007.

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<sup>2</sup> Standard alkaline grade electrolytic manganese dioxide in powder form.

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

**Section III-A.4 BID PRICE DATA—Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each combination of contract period and product 1 description specified in your firm's bid requests for EMD product 1 requirements shipped during January 2004-June 2007. Also copy this page as necessary for more than five suppliers bidding on a single contract and identify the contract period and product 1 description at the top of any continuing pages.

**Contract period** \_\_\_\_\_ **Product 1 description** \_\_\_\_\_

<b>Name of bidding firms</b>	<b>Initial bid</b>	<b>Final bid</b>	<b>Winning bid(s)</b>
<b>1.</b>			
Bid date			
Country of origin			
Total bid value (dollars) <sup>1</sup>			
Total bid quantity (pounds)			
<b>2.</b>			
Bid date			
Country of origin			
Total bid value (dollars) <sup>1</sup>			
Total bid quantity (pounds)			
<b>3.</b>			
Bid date			
Country of origin			
Total bid value (dollars) <sup>1</sup>			
Total bid quantity (pounds)			
<b>4.</b>			
Bid date			
Country of origin			
Total bid value (dollars) <sup>1</sup>			
Total bid quantity (pounds)			
<b>5.</b>			
Bid date			
Country of origin			
Total bid value (dollars) <sup>1</sup>			
Total bid quantity (pounds)			
<sup>1</sup> Please indicate whether delivered value, U.S. f.o.b. shipping location, or other basis: _____			

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

**Section III-A.4 BID PRICE DATA—Continued**

III-A.4-1 For each combination of contract period and product 1 description for which bid price data were reported, discuss below the reason(s) why the specified winning bidder(s) was/were awarded the contract. Discuss also, to the extent applicable, why any bidders that were not the lowest priced won the bid. Attach additional pages of discussion as needed and identify any additional pages with the question number.

**Contract period** \_\_\_\_\_ **Product 1 description** \_\_\_\_\_

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**Contract period** \_\_\_\_\_ **Product 1 description** \_\_\_\_\_

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**Contract period** \_\_\_\_\_ **Product 1 description** \_\_\_\_\_

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**Contract period** \_\_\_\_\_ **Product 1 description** \_\_\_\_\_

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

**Section III-A.4 BID PRICE DATA—Continued**

III-A.4-2 Which suppliers were qualified to sell EMD product 1 to your firm during January 2004-June 2007? Please specify the name(s) of the firm(s) and the country of origin of their EMD.

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III-A.4-3 Are there any suppliers of EMD product 1 that you are currently trying to qualify?

Yes     No

If yes, please specify the name(s) of the firm(s) and the country of origin of their EMD.

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III-A.4-4 How transferable is qualification among your firm's facilities in different geographical locations using EMD (e.g., if a supplier of EMD is qualified to sell to your facilities in an offshore location, such as Europe, does this mean that this qualification enables it to sell to your U.S. facility(ies))? Please explain.

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

**Section III-B.--PRICE-RELATED QUESTIONS**

**U.S. importers that sell imported EMD to U.S. customers should answer all questions in Part III.**

**U.S. importers that captively use their imported EMD, and/or U.S. end users that purchase EMD from U.S. suppliers should answer only questions III-B-13 through III-B-18.**

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total U.S. sales of its imported EMD from Australia and China during January 2004-June 2007. If your responses differ by sales to different types of U.S. customers (distributors, end users, or types of end users), or by product specifications of the EMD that you imported from Australia and China, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

III-B-1. Please estimate the share of your firm's total U.S. commercial shipments quantity during 2006 of its imported EMD from Australia and/or China that was on a (1) long-term basis (multiple deliveries for more than 12 months after the purchase agreement), (2) short-term basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the purchase agreement). The three different sales bases include both written contracts and verbal agreements.

Share of U.S. commercial shipments (percent)		
Type of Sale:	Imported from Australia	Imported from China
Long-term		
Short-term		
Spot sales		
Total	100.0%	100.0%

III-B-2. Please discuss the following provisions of your firm's U.S. sales on a typical long-term basis that involved your imported EMD from Australia and/or China.

Australia     China     Both (Check as appropriate)

- (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**

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-3. Please discuss the following provisions of your firm's U.S. sales on a typical short-term basis that involved your imported EMD from Australia and/or China.

Australia     China     Both (Check as appropriate)

(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-B-4. Please describe below how your firm determines the prices that it charges for long-term and short-term sales of its imported EMD from Australia and/or China and sold to its U.S. customers (e.g., negotiate prices for each transaction, the role of quantity sold in arriving at prices, prices set by your price lists, use of follow-up price quotes, sell EMD bundled with other products you import from China, etc.). If your firm uses/issues price lists, please enclose a copy of the most recent price list, if possible, with your submission; if your price list is large, please submit sample pages. Note if the price list differs by type of customer.

**Australia:**

Long-term: \_\_\_\_\_

\_\_\_\_\_

Short-term: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**China:**

Long-term: \_\_\_\_\_

\_\_\_\_\_

Short-term: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-5. Please explain how your firm establishes prices for U.S. sales of its imported EMD from Australia and/or China on a spot basis.

**Australia:** \_\_\_\_\_

**China:** \_\_\_\_\_

III-B-6. What were the typical payment terms offered by your firm on sales of its imported EMD imported from Australia and/or China and shipped to U.S. customers during January 2004-June 2007 (e.g., 2/10 net 30 days, net 30 days, etc.)

**Australia:** \_\_\_\_\_?      **China:** \_\_\_\_\_?

III-B-7. a) On what basis does your firm typically quote prices of its imported EMD from Australia and/or China to its U.S. customers:

**Australia:** f.o.b. U.S. warehouse/port of entry \_\_\_\_ or delivered \_\_\_\_ ? (Check one)

**China:** f.o.b. U.S. warehouse/port of entry \_\_\_\_ or delivered \_\_\_\_ ? (Check one)

b) If f.o.b.--

**Australia:** do your customers typically arrange the freight \_\_\_\_ or does your firm arrange the freight \_\_\_\_? (Check one)

**China:** do your customers typically arrange the freight \_\_\_\_ or does your firm arrange the freight \_\_\_\_? (Check one)

c) If your firm arranges freight on its f.o.b. sales of its imported EMD from Australia and/or China, does it--

**Australia:** typically prepay the freight \_\_\_\_ or send the products freight collect \_\_\_\_? (Check one)

**China:** typically prepay the freight \_\_\_\_ or send the products freight collect \_\_\_\_? (Check one)

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

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-8. Please describe terms of your firm's discount policy, if any (quantity discounts per shipment, annual total volume (quantity or value) based discounts, etc.), on its U.S. sales, during January 2004-June 2007, of its imported EMD from Australia and/or China. Do not include any payment discounts covered in question III-B-6.

**Australia:** \_\_\_\_\_  
\_\_\_\_\_

**China:** \_\_\_\_\_  
\_\_\_\_\_

III-B-9. Report below for your firm's U.S. shipments, during January 2004-June 2007, of its imported EMD from Australia and/or China.

a) What was the approximate percentage of the total delivered cost of your firm's subject imported EMD that was accounted for by U.S. inland transportation costs?

**Australia:** \_\_\_\_\_ percent.                      **China:** \_\_\_\_\_ percent.

b) Who generally arranged the transportation to your customers' locations?

**Australia:** Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

**China:** Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

c) What was the approximate percentage of your sales occurred--

**Australia:** within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**China:** within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-B-10. Does your firm sell its imported EMD from Australia and/or China over the internet in the U.S. market?

**Australia:**  No     Yes                      **China:**  No     Yes

If yes--

Please describe below, noting the estimated share of your firm's total U.S. commercial shipment quantity in 2006 of its imported EMD from Australia and/or from China that was accounted for by internet sales.

**Australia:** \_\_\_\_\_

**China:** \_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-11. What was the geographic market area in the United States, during January 2004-June 2007, that was served by your firm's imported EMD from Australia and/or China?

**Australia:**

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

Note any changes in your U.S. market area since January 2004.

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**China:**

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

Note any changes in your U.S. market area since January 2004.

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

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-12. a) What was the average lead time (in days) between your U.S. customers' orders and the date of delivery for your firm's 2006 U.S. shipments of its imported EMD from Australia and/or China, from (1) its U.S. inventory, and, if applicable, (2) directly from Australian/Chinese production or inventory? Also report the percentage share of your 2006 U.S. shipments that were from U.S. inventory and directly from Chinese production.

Source	Share of 2006 U.S. shipments quantity	Lead time
<b>Australian EMD:</b>		
From U.S. inventory		
Direct from Australian production/inventory		
<b>Total</b>	<b>100%</b>	
<b>Chinese EMD:</b>		
From U.S. inventory		
Direct from Chinese production/inventory		
<b>Total</b>	<b>100%</b>	

b) Have the average lead times changed since January 2004?

**Australia:** Yes \_\_\_ No \_\_\_ (Check one)      **China:** Yes \_\_\_ No \_\_\_ (Check one)

If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete with the U.S.-produced EMD (respond separately for lead times from U.S. inventory and direct from Australian and/or Chinese production).

**Australia:** \_\_\_\_\_

\_\_\_\_\_

**China:** \_\_\_\_\_

\_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS**

BOTH U.S. IMPORTERS THAT SELL THEIR IMPORTED EMD TO U.S. CUSTOMERS AND U.S. IMPORTERS THAT IMPORT EMD FOR THEIR CAPTIVE CONSUMPTION SHOULD COMPLETE QUESTIONS III-B-13 THROUGH III-B-18.

III-B-13. Have there been any significant changes in the product range or marketing of EMD in the United States since January 2004?

No       Yes

If yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on your firm's U.S. sales/purchase prices and quantities of its imported EMD from Australia and/or China.

**Australia:** \_\_\_\_\_  
\_\_\_\_\_

**China:** \_\_\_\_\_  
\_\_\_\_\_

III-B-14. Based on your firm's two largest U.S. sales of its imported EMD from Australia and/or China to domestic customers during January 2004-June 2007, or, if an end user, its two largest captive import shipments of the subject product during this period, identify, to the extent possible, the principal end-use product associated with each sale and the percentage share of the total cost to produce the end product accounted for by EMD.

**Australia:**

End use product                      Share of total cost accounted for by EMD (percent)

\_\_\_\_\_  
\_\_\_\_\_

**China:**

End use product                      Share of total cost accounted for by EMD (percent)

\_\_\_\_\_  
\_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-15. How has the demand for EMD in the United States and outside the United States, if known, changed since January 1, 2004? What principal factors affected any changes in demand?

a) **United States:**

Increased     Unchanged     Decreased     Fluctuated

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b) **Outside the United States:** (Specify below the countries/areas that you refer to outside of the United States)

Increased     Unchanged     Decreased     Fluctuated

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

**Section III-B.--PRICE-RELATED QUESTIONS**

*Substitution in demand refers to products that can, based on market price considerations and consumer /industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product—some consumers/ industrial users may require greater price changes than others before they switch among the alternative products.*

*Discuss substitution in demand in the U.S. market between EMD and alternative products in the following question.*

III-B-16. a) Please list in descending order of importance the top two products that may substitute for EMD, or vice-a-versa, in the U.S. market, based on your firm's experience during January 2004-June 2007, and show the type of EMD product for which each alternative product is the most probable substitute.

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_

b) For each possible substitute product-pair listed, please note the most likely principal application(s)/end-use product(s) in which they may substitute for each other.

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_

c) To what extent do changes in the relative prices of the substitute product-pairs affect the price or quantity of the EMD product? What is the time lag for any such impact and does this vary by type of EMD or final end-use?

- 1. \_\_\_\_\_  
\_\_\_\_\_
- 2. \_\_\_\_\_  
\_\_\_\_\_



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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-18. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between EMD produced in the United States, imported from Australia, China, and imported from other countries a significant factor in your firm's sales of the U.S.-produced 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.<sup>1</sup>

Country-pair	United States	Australia	China	Japan	South Africa	Other countries
United States						
Australia						
China						
Japan						
South Africa						

<sup>1</sup> For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of U.S.-produced EMD, identify the country-pair, the type of EMD, and report the advantages or disadvantages imparted by such factors. Also, identify any "other" countries included in the comparisons.

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

**Section III-C. CUSTOMER IDENTIFICATION**

III-C-1. Please provide the names and addresses of your firm's 10 largest U.S. customers for EMD imported from **Australia** during January 2004-June 2007. Please also provide the name and telephone number of a contact person and the percentage share of the quantity (based on short tons) of your firm's total U.S. sales of its imported EMD from **Australia** that each of these customers accounted for in 2006. For any customers related to your firm, place an R by the name of each such customer.

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					

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

**Section III-C. CUSTOMER IDENTIFICATION**

III-C-2. Please provide the names and addresses of your firm's 10 largest U.S. customers for EMD imported from **China** during January 2004-June 2007. Please also provide the name and telephone number of a contact person and the percentage share of the quantity (based on short tons) of your firm's total U.S. sales of its imported EMD from **China** that each of these customers accounted for in 2006. For any customers related to your firm, place an R by the name of each such customer.

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					