

## U.S. PRODUCERS' QUESTIONNAIRE

### PRODUCT FROM COUNTRY

This questionnaire must be received by the Commission by no later than **INSERT DATE**

*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 countervailing duty/antidumping investigation concerning **PRODUCT** from **COUNTRY** (Inv. No. **701/731-TA-xxx (Preliminary/Final)**). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm produced **PRODUCT** (as defined in the instruction booklet) 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 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.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone: ( )

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

\_\_\_\_\_  
E-mail address

**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 50 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.

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- I-3. Do you support or oppose the petition?

☐ Support      ☐ Oppose      ☐ Take no position

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

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

☐ No ☐ Yes--List the following information

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing **PRODUCT** from **COUNTRY** into the United States or which are engaged in exporting **PRODUCT** from **COUNTRY** to the United States?

☐ No ☐ Yes--List the following information

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

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

☐ No ☐ Yes--List the following information

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



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

- II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

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

☐ No ☐ Yes--List the following information.

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

Products produced using the same workers and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>
<u><b>PRODUCT</b></u>	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

- II-6. Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of **PRODUCT**?

☐ No ☐ Yes--Name firm(s): \_\_\_\_\_.

- II-7. Does your firm produce **PRODUCT** in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): \_\_\_\_\_.

- II-8. Since January 1, 2004, has your firm imported **PRODUCT**?

☐ No ☐ Yes--**COMPLETE AND RETURN A U.S. IMPORTERS'**  
**QUESTIONNAIRE**

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **PRODUCT** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in SPECIFY) and value (in \$1,000)					
Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
Average production capacity <sup>1</sup> (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>2</sup> of transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<b>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>					
<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004, 2005, and 2006 below: <hr/>					
<sup>3</sup> Identify your principal export markets: _____ <hr/>					
<sup>4</sup> Reconciliation of data.--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? <hr/>					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ <hr/>					

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

- II-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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- II-11. Other than direct imports, has your firm otherwise purchased **PRODUCT** since January 1, 2004? (See definitions in the instruction booklet.)

☐ No ☐ Yes--Report such purchases below for the specified periods.<sup>1</sup>

(Quantity in SPECIFY, value in \$1,000)					
Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup></b>					
<b>OF PRODUCT FROM--</b>					
<b>COUNTRY:</b>					
Quantity					
Value					
All other countries:					
Quantity					
Value					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
Quantity					
Value					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
Quantity					
Value					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.					

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to **AUDITOR** (202-xxx-xxxx, **NAME@usitc.gov**).

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

Company contact:

\_\_\_\_\_  
Name and title

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

Phone number

\_\_\_\_\_  
E-mail address

III-2. Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? \_\_\_\_\_  
If your fiscal year changed during the period examined, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise:

2. Does your firm prepare profit/loss statements for the subject merchandise:  
☐ Yes ☐ No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
☐ Audited, ☐ unaudited, ☐ annual reports, ☐ 10Ks, ☐ 10 Qs,  
☐ Monthly, ☐ quarterly, ☐ semi-annually, ☐ annually

4. Accounting basis: ☐ GAAP, ☐ cash, ☐ tax, or ☐ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes **PRODUCT**, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

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

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

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

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



**PART III.--FINANCIAL INFORMATION--Continued**

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

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

- III-6. Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of **PRODUCT** from any related firm?

☐ Yes—Continue to question III-7 below.      ☐ No--Continue to question III-10 below.

- III-7. In the space provided below, identify the inputs related to the production of **PRODUCT** that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

- III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

☐ Yes—Continue to question III-9 below.      ☐ No--Continue to question III-10 below.

**PART III.--FINANCIAL INFORMATION--Continued**

- III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

☐ Yes ☐ No—Please contact **AUDITOR** (202-xxx-xxxx, NAME@usitc.gov).

- III-10. Nonrecurring charges.--For each annual and interim period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's **PRODUCT** operations.

Item	Fiscal years ended--			January-March	
	_____	_____	_____	2006	2007
<b>Non-recurring charges:</b> (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)					
1.					
2.					
3.					
4.					
5.					
6.					
7.					

**PART III.--FINANCIAL INFORMATION--Continued**

III-11. Operations on **PRODUCT**.--Report the revenue and related cost information requested below on the **PRODUCT** operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact **AUDITOR** at (202) **XXX-XXXX** before completing this section of the questionnaire.

Quantity (in SPECIFY) and value (in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2006	2007
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					

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

<sup>2</sup> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.

<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

<sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.

**PART III.--FINANCIAL INFORMATION--Continued**

- III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of **PRODUCT**. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right, and as of the end of the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2006	2007
<b>Assets associated with the production, warehousing, and sale of product:</b>					
1. Current assets:					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (finished goods)					
D. Inventories (raw materials and work in process)					
E. Other (describe: _____)					
F. Total current assets (lines 1.A. through 1.E.)					
2. Property, plant, and equipment					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
3. Other (describe: _____)					
4. Other (describe: _____)					
5. <b>Total assets</b> (lines 1.F., 2.C., 3 and 4)					

- III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on **PRODUCT**. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2006	2007
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

**PART III.--FINANCIAL INFORMATION--Continued**

III-14. Since January 1, 2004, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of **PRODUCT** from **COUNTRY**?

☐ No

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

☐ Cancellation, postponement, or rejection of expansion projects

☐ Denial or rejection of investment proposal

☐ Reduction in the size of capital investments

☐ Rejection of bank loans

☐ Lowering of credit rating

☐ Problem related to the issue of stocks or bonds

☐ Other (specify) \_\_\_\_\_

III-15. Does your firm anticipate any negative impact of imports of **PRODUCT** from **COUNTRY**?

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

Further information on this part of the questionnaire can be obtained from **ECONOMIST** (202-xxx-xxxx, **NAME@usitc.gov**)

IV-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 quantity and value data on your firm's U.S. shipments of the following products during January 2004-March 2007.

**Product 1.--DEFINE**

**Product 2.--DEFINE**

**Product 3.--DEFINE**

**Product 4.--DEFINE**

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

IV-2a. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

<b>(Quantity in SPECIFY, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<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				

<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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part 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: \_\_\_\_\_

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

IV-2b. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

<b>(Quantity in SPECIFY, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<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				
<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. <sup>2</sup> Pricing product definitions are provided on the first page of Part 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 3: _____  Product 4: _____				



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

IV-3. Please describe how your firm determines the prices that it charges for sales of **PRODUCT** (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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IV-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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IV-5. What are your firm's typical sales terms for its U.S.-produced **PRODUCT** (e.g., 2/10 net 30 days)? \_\_\_\_\_. On what basis are your prices of domestic **PRODUCT** usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_.

IV-6. Approximately what share of your firm's sales of its U.S.-produced **PRODUCT** 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	_____

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

IV-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? \_\_\_\_\_

IV-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced **PRODUCT**?

<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>	_____

- IV-10. (a) What is the approximate percentage of the total delivered cost of **PRODUCT** 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.

IV-11. What is the geographic market area in the United States served by your firm's **PRODUCT**? (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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-12. Describe the end uses of the **PRODUCT** that you manufacture. For each end-use product, what percentage of the total cost is accounted for by **PRODUCT**?

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

IV-13. (a) Please list in order of importance any products that may be substituted for **PRODUCT**.

- (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 **PRODUCT**?

- ☐ No      ☐ Yes-- To what degree do changes in their prices affect the price for **PRODUCT**? 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 **PRODUCT** or final end use?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

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

☐ Increased                      ☐ No change                      ☐ Decreased

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IV-15. Have there been any significant changes in the product range or marketing of **PRODUCT** since January 1, 2004?

☐ No                      ☐ Yes-- Please describe.

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IV-16. Does your firm sell **PRODUCT** over the internet?

☐ No                      ☐ Yes-- Please describe, noting the estimated percentage of your firm's total sales of **PRODUCT** in 2006 accounted for by internet sales.

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

IV-17. Is **PRODUCT** produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	COUNTRY 1	COUNTRY 2	COUNTRY 3	Other countries
United States					
COUNTRY 1					
COUNTRY 2					
COUNTRY 3					

<sup>1</sup> For any country-pair producing **PRODUCT** which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

IV-18. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between **PRODUCT** produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	COUNTRY 1	COUNTRY 2	COUNTRY 3	Other countries
United States					
COUNTRY 1					
COUNTRY 2					
COUNTRY 3					

<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 **PRODUCT**, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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

IV-19. Please identify below the names and addresses of your firm's 10 largest customers for **PRODUCT** 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 **PRODUCT** 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					

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

IV-20. **COMPETITION FROM IMPORTS--LOST REVENUES.**-- **Instructions for preliminary phase: THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.) **OR Instructions for final phase: PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS INVESTIGATION.**

Since January 1, 2004: To avoid losing sales to competitors selling **PRODUCT** from **COUNTRY**, did your firm:

Reduce prices ☐ No ☐ Yes

Roll back announced price increases ☐ No ☐ Yes

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

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

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



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

IV-21. **COMPETITION FROM IMPORTS--LOST SALES.**-- **Instructions for preliminary phase:**  
**THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.) **Or**  
**instructions for final phase of the investigation: PLEASE DO NOT RE-SUBMIT**  
**ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS**  
**INVESTIGATION.**

Since January 1, 2004: Did your firm lose sales of **PRODUCT** to imports of these products from **COUNTRY**?

☐ No

☐ Yes

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

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your price quotation

Quantity involved

Your rejected price quotation (total delivered value)

The country of origin of the competing imported product

The accepted price quotation of the imported product (total delivered value)

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