

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 review of the **countervailing duty/antidumping duty** order concerning **PRODUCT** from **COUNTRY** (Inv. No. 701/731-TA-xxx (Review)). 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, 2002?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> 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 review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.

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

I-3. Do you support or oppose continuation of the antidumping and/or countervailing duty order currently in place for **PRODUCT** from the following countries?

County A	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
County B	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position

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 importing **PRODUCT** from countries other than **COUNTRY** into the United States or which are engaged in exporting **PRODUCT** from countries other than **COUNTRY** to the United States?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-7. 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-8. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for **PRODUCT**?

No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **INVESTIGATOR** (202-xxx-xxxx, **NAME@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 change in the character of its operations or organization relating to the production of **PRODUCT** since January 1, 2002?

- Plant openings
- Relocations
- Expansions
- Acquisitions
- Consolidations
- Closures
- Prolonged shutdowns¹
- Revised labor agreements²
- Other (please identify) _____

¹ Reasons include strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization.

² Changes in wages, benefits, work rules, or other changes in labor agreements.

Please supply details as to the time, nature, and significance of any such changes, and provide underlying assumptions, together with relevant portions of business plans, public corporate filings, or other internal documentation that address this issue.

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of **PRODUCT** in the future?

- No
- Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce PRODUCT (in SPECIFY UNITS) for 2007 and 2008.**

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

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

II-7. Is your firm able to switch production between **PRODUCT** and other products in response to a relative change in the price of **PRODUCT** vis-a-vis the price of other products, using the same equipment and labor?

- No Yes---Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from **PRODUCT**.

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

II-8a. 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	2002	2003	2004	2005	2006	2007
Average production capacity¹ (quantity)						
Beginning-of-period inventories (quantity)						
Production (quantity)						
U.S. shipments:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption:						
Quantity of internal consumption						
Value ² of internal consumption						
Transfers to related firms:						
Quantity of transfers						
Value ² of transfers						
Export shipments:³						
Quantity of export shipments						
Value of export shipments						
End-of-period inventories⁴ (quantity)						
Channels of distribution:						
U.S. shipments to distributors (quantity)						
U.S. shipments to end users (quantity)						
Employment data:						
Average number of PRWs (number)						
Hours worked by PRWs (1,000 hours)						
Wages paid to PRWs (value)						
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>						
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2002-07 below: <hr/>						
³ Identify your principal export markets: _____ 						
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

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

II-8b. 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	January-March 2007	January-March 2008
Average production capacity ¹ (quantity)		
Beginning-of-period inventories (quantity)		
Production (quantity)		
U.S. shipments:		
Commercial shipments:		
Quantity of commercial shipments		
Value of commercial shipments		
Internal consumption:		
Quantity of internal consumption		
Value ² of internal consumption		
Transfers to related firms:		
Quantity of transfers		
Value ² of transfers		
Export shipments:³		
Quantity of export shipments		
Value of export shipments		
End-of-period inventories ⁴ (quantity)		
Channels of distribution:		
U.S. shipments to distributors (quantity)		
U.S. shipments to end users (quantity)		
Employment data:		
Average number of PRWs (number)		
Hours worked by PRWs (1,000 hours)		
Wages paid to PRWs (value)		
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>		
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-March 2007 and January-March 2008 below: <hr/>		
³ Identify your principal export markets: _____. 		
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____		

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

II-9. If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-10. Other than direct imports, has your firm otherwise purchased **PRODUCT** since January 1, 2002? (See definitions in the instruction booklet.)

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

(Quantity in SPECIFY, value in \$1,000)						
Item	2002	2003	2004	2005	2006	2007
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--						
COUNTRY:						
<i>Quantity</i>						
<i>Value</i>						
All other countries:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM DOMESTIC PRODUCERS:²						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM OTHER SOURCES:²						
<i>Quantity</i>						
<i>Value</i>						
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>						
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>						

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

II-11. Since January 1, 2002, 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-12. Does your firm produce **PRODUCT** in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-13. Since January 1, 2002, has your firm imported **PRODUCT**?

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

For questions II-14 and II-15, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-14. Describe the significance of the existing **countervailing duty/antidumping duty** order covering imports of **PRODUCT** from **COUNTRY** in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

II-15. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

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.

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:

Products

Share of sales

PART III.--FINANCIAL INFORMATION--Continued

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

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

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

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

Input

Related party

_____	_____
_____	_____
_____	_____
_____	_____

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-11a. Operations on **PRODUCT**.--Report the revenue and related cost information requested below on the **PRODUCT** operations of your U.S. establishment(s).¹ 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.² Provide data for your six most recently completed fiscal years in chronological order from left to right. 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	_____	_____	_____	_____	_____	_____
Net sales quantities: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (COGS): ⁴						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ⁵						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-9:
Year 1 _____ Year 2 _____ Year 3 _____ Year 4 _____ Year 5 _____ Year 6 _____.
³ 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.
⁴ COGS should include costs associated with internal consumption and transfers to related firms.
⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

PART III.--FINANCIAL INFORMATION--Continued

III-11b. Operations on **PRODUCT**.--Report the revenue and related cost information requested below on the **PRODUCT** operations of your U.S. establishment(s).¹ 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.² Provide data 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	January-March 2007	January-March 2008
Net sales quantities: ³		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
Net sales values: ³		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
Cost of goods sold (COGS): ⁴		
Raw materials		
Direct labor		
Other factory costs		
Total COGS		
Gross profit or (loss)		
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received ⁵		
All other income items		
All other income or expenses, net		
Net income or (loss) before income taxes		
Depreciation/amortization included above		
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-9: January-March 2007 _____ January-March 2008 _____. ³ 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. ⁴ COGS should include costs associated with internal consumption and transfers to related firms. ⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.		

PART III.--FINANCIAL INFORMATION--Continued

III-12a. 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 six most recently completed fiscal years in chronological order from left to right.

Item	Value (in \$1,000)					
	_____	_____	_____	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:						
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. Total assets (lines 1.F., 2.C., 3 and 4)						

PART III.--FINANCIAL INFORMATION--Continued

III-12b. 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 the specified interim periods.

Value (in \$1,000)		
Item	January-March 2007	January-March 2008
Assets associated with the production, warehousing, and sale of product:		
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. Total assets (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 six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenditures						

Value (in \$1,000)		
Item	January-March 2007	January-March 2008
Capital expenditures		
Research and development expenditures		

PART IV.--PRICING AND MARKET FACTORS

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:

() _____

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 2002-March 2008.

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 MARKET FACTORS--Continued

IV-2a. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in SPECIFY, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2002:				
January-March				
April-June				
July-September				
October-December				
2003:				
January-March				
April-June				
July-September				
October-December				
2004:				
January-March				
April-June				
July-September				
October-December				
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				

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

² Pricing product definitions are provided on the first page of 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 MARKET FACTORS--Continued

IV-2b. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in SPECIFY, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2002:				
January-March				
April-June				
July-September				
October-December				
2003:				
January-March				
April-June				
July-September				
October-December				
2004:				
January-March				
April-June				
July-September				
October-December				
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				

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

² Pricing product definitions are provided on the first page of 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 MARKET FACTORS--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.

IV-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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 2007 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 MARKET FACTORS--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, 2007</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

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)

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

PART IV.--PRICING AND MARKET FACTORS--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. Have there been any changes in the end uses of **PRODUCT** since **YEAR OF ORDER**?

No Yes—Please describe.

IV-14. Do you anticipate any changes in terms of the end uses of **PRODUCT** in the future?

No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

IV-15. (a) Can other products be substituted for **PRODUCT**?

No Yes--Please list these substitute products in order of importance.

(1) _____ (2) _____ (3) _____

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

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-15. (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?

IV-16. Have there been any changes in the number or types of products that can be substituted for **PRODUCT** since **YEAR OF ORDER**?

- No Yes—Please explain.

IV-17. Do you anticipate any changes in terms of the substitutability of other products for **PRODUCT** in the future?

- No Yes—Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

IV-18. To what extent have changes in the prices of raw materials affected your firm's selling prices for **PRODUCT** during January 2002-March 2008? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-19. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced **PRODUCT** in the U.S. market since **YEAR OF ORDER**?

- No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

IV-20. (a) Do you anticipate any changes in terms of the availability of U.S.-produced **PRODUCT** in the U.S. market in the future?

- Increase No change Decrease

(b) If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

IV-21. Has the availability of NONSUBJECT imported **PRODUCT** changed since **YEAR OF ORDER**?

- No Yes--Please explain.

IV-22. Describe how easily your firm can shift its sales of **PRODUCT** between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting **PRODUCT** between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

IV-23. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of **PRODUCT** since **YEAR OF ORDER**?

- No Yes--Please describe and quantify if possible.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-24. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of **PRODUCT** in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

No Yes--Please identify, including the time period.

IV-25. How has demand within the United States (and outside the United States if known) for **PRODUCT** changed since **YEAR OF ORDER**?

Increased No change Decreased

What principal factors affect changes in demand?

IV-26. Do you anticipate any future changes in **PRODUCT** demand in the United States and, if known, the rest of the world?

No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-27. Please compare market prices of **PRODUCT** in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-28. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss **PRODUCT** supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including **COUNTRY**, and (3) the world as a whole. Of particular interest is such data from **YEAR OF ORDER** to the present and forecasts for the future.

IV-29. Are your exports of **PRODUCT** subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since **YEAR OF ORDER**, or that are expected to occur in the future.

IV-30. 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 2007 accounted for by internet sales.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-31. 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.¹

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

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

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-32. 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.¹

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

¹ 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:
