

U.S. PRODUCERS' QUESTIONNAIRE

CERTAIN MAGNESIA CARBON BRICKS FROM CHINA AND MEXICO

This questionnaire must be received by the Commission by no later than June 14, 2010

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 investigation concerning certain magnesia carbon bricks from China and its antidumping investigations concerning certain magnesia carbon bricks from China and Mexico (Inv. Nos. 701-TA-468 and 731-TA-1166-1167 (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 certain magnesia carbon bricks (as defined in the instruction booklet) at any time since January 1, 2007? |
| <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 these investigations 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 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.

| | | |
|---|--|--------------------------------|
| _____ <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. **OMB statistics**.--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. **OMB feedback**.--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. **Establishments covered**.--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. **Petition support**.--Do you support or oppose the petition?

Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

I-4. **Ownership.**--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. **Related importers/exporter.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain magnesia carbon bricks from China or Mexico into the United States or which are engaged in exporting certain magnesia carbon bricks from China or Mexico to the United States?

No Yes--List the following information

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

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain magnesia carbon bricks?

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 Elizabeth Haines (202-205-3200, Elizabeth.haines@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of certain magnesia carbon bricks since January 1, 2007?

| <i>(check as many as appropriate)</i> | <i>(please describe)</i> |
|--|--------------------------|
| <input type="checkbox"/> plant openings | _____ _____ |
| <input type="checkbox"/> plant closings..... | _____ _____ |
| <input type="checkbox"/> relocations | _____ _____ |
| <input type="checkbox"/> expansions | _____ _____ |
| <input type="checkbox"/> acquisitions..... | _____ _____ |
| <input type="checkbox"/> consolidations..... | _____ _____ |
| <input type="checkbox"/> prolonged shutdowns or production curtailments | _____ _____ |
| <input type="checkbox"/> revised labor agreements | _____ _____ |
| <input type="checkbox"/> other (e.g., technology) | _____ _____ |

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

II-3. **Same equipment, machinery, and workers.**--Has your firm since 2007 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of certain magnesia carbon bricks and/or using the same production and related workers employed to produce certain magnesia carbon bricks?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and certain magnesia carbon bricks in the periods indicated.

| Product | Period | Basis for allocation of capacity and employment data (indicate if different) |
|-------------------------------|---------------|---|
| <u>Magnesia carbon bricks</u> | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

| (Quantity in short tons) | | | | | |
|------------------------------------|----------------|------|------|---------------|------|
| Item | Calendar years | | | January-March | |
| | 2007 | 2008 | 2009 | 2009 | 2010 |
| Overall Production Capacity | | | | | |
| Production of: | | | | | |
| Magnesia carbon bricks | | | | | |
| Other product 1 | | | | | |
| Other product 2 | | | | | |

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

II-5. **Tolling.**--Since January 1, 2007, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain magnesia carbon bricks?

- No Yes--Name firm(s): _____.

II-6. **Foreign trade zone.**--Does your firm produce certain magnesia carbon bricks in a foreign trade zone (FTZ)?

- No Yes--Identify FTZ(s): _____.

II-7. **Importer.**--Since January 1, 2007, has your firm imported certain magnesia carbon bricks?

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

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

II-8a. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain magnesia carbon bricks in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

| Quantity (in short tons) and value (in \$1,000) | | | | | |
|--|----------------|------|------|---------------|------|
| Item | Calendar years | | | January-March | |
| | 2007 | 2008 | 2009 | 2009 | 2010 |
| 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) | | | | | |
| <p>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).</p> <hr/> <p>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 each of the periods noted above:</p> <hr/> <p>³ Identify your principal export markets: _____.</p> <p>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?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____.</p> | | | | | |

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

II-8b. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain magnesia carbon bricks in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

| Quantity (in short tons) and value (in \$1,000) | | |
|--|------------------------------|-------------------------------|
| Item | January-June 2009 | July-December 2009 |
| 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). | | |
| 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 each of the periods noted above: | | |
| 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. **Related firms.**--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. **Purchases.**--Other than direct imports, has your firm otherwise purchased certain magnesia carbon bricks since January 1, 2007? (See definitions in the instruction booklet.)

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

| (Quantity in short tons, value in \$1,000) | | | | | |
|--|----------------|------|------|---------------|------|
| Item | Calendar years | | | January-March | |
| | 2007 | 2008 | 2009 | 2009 | 2010 |
| PURCHASES FROM U.S. IMPORTERS² OF CERTAIN MAGNESIA CARBON BRICKS FROM-- | | | | | |
| China: | | | | | |
| <i>Quantity</i> | | | | | |
| <i>Value</i> | | | | | |
| Mexico: | | | | | |
| <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. | | | | | |
| | | | | | |
| 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. | | | | | |
| | | | | | |
| | | | | | |

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432, charles.yost@usitc.gov).

III-1. **Contact information (financial).**--Who should be contacted regarding the requested financial information?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

III-2. **Accounting system.**--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 certain magnesia carbon bricks, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

III-4. **Allocation basis.**--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 certain magnesia carbon bricks, 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 certain magnesia carbon bricks from any related firm?

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

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of certain magnesia carbon bricks 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. **Related firms financials.**--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. **Inputs from related firms at cost.**--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 Charles Yost (202-205-3432, charles.yost@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 certain magnesia carbon bricks operations.

| Item | Fiscal years ended-- | | | January-March | |
|---|----------------------|-------|-------|---------------|------|
| | _____ | _____ | _____ | 2009 | 2010 |
| Non-recurring charges: (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. _____, classified in _____ | | | | | |
| 2. _____, classified in _____ | | | | | |
| 3. _____, classified in _____ | | | | | |
| 4. _____, classified in _____ | | | | | |
| 5. _____, classified in _____ | | | | | |
| 6. _____, classified in _____ | | | | | |
| 7. _____, classified in _____ | | | | | |

PART III.--FINANCIAL INFORMATION--Continued

III-11a. Operations on certain magnesia carbon bricks.--Report the revenue and related cost information requested below on the certain magnesia carbon bricks 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 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 Charles Yost at (202) 205-3432 before completing this section of the questionnaire.

| Quantity (in short tons) and value (in \$1,000) | | | | | |
|--|----------------------|-------|-------|---------------|------|
| Item | Fiscal years ended-- | | | January-March | |
| | _____ | _____ | _____ | 2009 | 2010 |
| 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 | | | | | |
| 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 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. 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. | | | | | |

PART III.--FINANCIAL INFORMATION--Continued

III-11b. Operations on certain magnesia carbon bricks.--Report the revenue and related cost information requested below on the certain magnesia carbon bricks 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 Charles Yost at (202) 205-3432 before completing this section of the questionnaire.

| Quantity (in short tons) and value (in \$1,000) | | |
|--|------------------------------|-------------------------------|
| Item | January-June 2009 | July-December 2009 |
| 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 | | |
| 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 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. 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. | | |

PART III.--FINANCIAL INFORMATION--Continued

III-12. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of certain magnesia carbon bricks. 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.

| Value (in \$1,000) | | | |
|---|----------------------|-------|-------|
| Item | Fiscal years ended-- | | |
| | _____ | _____ | _____ |
| Assets associated with the production, warehousing, and sale of product: | | | |
| 1. Current assets: | | | |
| A. Cash and equivalents | | | |
| B. Accounts receivable, net | | | |
| C. Inventories | | | |
| D. Other (describe: _____) | | | |
| E. Total current assets (lines 1.A. through 1.D.) | | | |
| 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. Total assets (lines 1.E., 2.C., and 3) | | | |

PART III.--FINANCIAL INFORMATION--Continued

III-13a. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on certain magnesia carbon bricks. 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 | |
| | _____ | _____ | _____ | 2009 | 2010 |
| Capital expenditures | | | | | |
| Research and development expenses | | | | | |

III-13b. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on certain magnesia carbon bricks. Provide data for the specified interim periods.

| Value (in \$1,000) | | |
|--|----------------------|-----------------------|
| Item | January-June 2009 | July-December 2009 |
| Capital expenditures | | |
| Research and development expenses | | |

III-13c. Please provide a description of the nature or focus of your firm's capital expenditures

III-13d. Please provide a description of the nature or focus of your firm's R&D expenses:

PART III.--FINANCIAL INFORMATION--Continued

III-14. **Effects of imports.**--Since January 1, 2007, 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 certain magnesia carbon bricks from China or Mexico?

- 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. **Anticipated effects of imports.**--Does your firm anticipate any negative impact of imports of certain magnesia carbon bricks from China or Mexico?

PART V.--ADDITIONAL INFORMATION

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226, craig.thomsen@usitc.gov)

IV-1. **Contact information (price).**--Who should be contacted regarding the requested pricing and related information?

Company contact:

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PRICE DATA

This section requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers during January 2007–March 2010 of the following products produced by your firm.

Product 1.—Resin-bonded, Magnesia Carbon Brick for electric arc furnaces with a carbon content of 13 percent, fused grain and antioxidant additions that correspond to Resco's brand Nuline 10-99.

Product 2.— Resin-bonded, Magnesia Carbon Brick for electric arc furnaces with a carbon content of 15 percent, fused grain and antioxidant additions that correspond to Resco's brand Nuline 15 DF.

Product 3.—Resin-bonded, Magnesia Carbon Brick for steel ladles with a carbon content of 8 percent, 50 percent sintered and 50 percent fused grain, and antioxidant additions that correspond to RHI's brand Ancarbon AC51 CE.

Product 4.—Resin-bonded, Magnesia Carbon Brick for steel ladles with a carbon content of 10 percent, fused grain and antioxidant additions that correspond to RHI's brand Ancarbon AC72 CE.

Product 5.— Resin Bonded, Magnesia Carbon Brick for steel ladles with a carbon content of 13 percent, fused grain and antioxidant additions that correspond to Resco's brand Nuline 2-99.

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-2. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

| (Quantity in tons, value in dollars) | | | | | | |
|---|------------------|--------------|------------------|--------------|------------------|--------------|
| | Product 1 | | Product 2 | | Product 3 | |
| | Quantity | Value | Quantity | Value | Quantity | Value |
| 2007 | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2008 | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2009 | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2010 | | | | | | |
| January-March | | | | | | |
| | Product 4 | | Product 5 | | | |
| | Quantity | Value | Quantity | Value | | |
| 2007 | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2008 | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2009 | | | | | | |
| January-March | | | | | | |
| April-June | | | | | | |
| July-September | | | | | | |
| October-December | | | | | | |
| 2010 | | | | | | |
| 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: _____

Product 3: _____

Product 4: _____

Product 5: _____

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

IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of certain magnesia carbon bricks (*check all that apply*)? 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 only submit some sample pages.

- Transaction by transaction Contracts Set price lists
- Internet sales
- Other--Please describe: _____
- _____
- _____

IV-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts Annual total volume discounts No discount policy
- Other--Please describe: _____
- _____
- _____

IV-5. **Pricing terms for magnesia carbon brick.**--

- (a) What are your firm's typical sales terms for its U.S.-produced certain magnesia carbon bricks (*e.g.*, 2/10 net 30 days)? _____.
- (b) On what basis are your prices of domestic certain magnesia carbon bricks usually quoted? (check one)
- F.o.b.--Please specify point: _____ Delivered

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced certain magnesia carbon bricks in 2009 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

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

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

IV-7. **Long-term contract provisions.**--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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet-or-release provision? Yes No

IV-8. **Short-term contract provisions.**--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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet-or-release provision? Yes No

IV-9. **Lead times.**--What is your share of sales both from inventory and produced to order and 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 magnesia carbon brick?

| <u>Source</u> | <u>Share of sales in 2009</u> | <u>Lead time</u> |
|-------------------|-------------------------------|------------------|
| From inventory | _____ | _____ |
| Produced to order | _____ | _____ |
| Total | 100 % | |

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of certain magnesia carbon bricks 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 are delivered within 100 miles of your production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

IV-11. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of magnesia carbon brick? (check all that apply)

| Geographic area | √ if applicable |
|---|-----------------|
| National | |
| If not national, which regions? | |
| Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT. | |
| Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI. | |
| Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV. | |
| Central Southwest. --AR, LA, OK, and TX. | |
| Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY. | |
| Pacific Coast. --CA, OR, and WA. | |
| Other. --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others. | |
| | |

IV-12. **End uses.**

- (a) Describe the end uses of the certain magnesia carbon bricks that you manufacture. For each end use (e.g., relining a steel furnace or refining vessel), what percentage of the total cost is accounted for by magnesia carbon brick?

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

- (b) Describe the highest-volume end use products which use the certain magnesia carbon bricks that you manufacture. For each end use product (e.g., various steel products), what percentage of the total cost is accounted for by magnesia carbon brick?

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

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

IV-13. **Substitutes.**--Please list in order of importance any products that may be substituted for magnesia carbon brick. For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price for magnesia carbon brick, and to what degree, and the length of any time lag of such an effect.

| Substitute | Application | Have changes in the prices of this substitute affected the price for magnesia carbon brick? |
|-------------------|--------------------|--|
| 1. | | <input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/> |
| 2. | | <input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/> |
| 3. | | <input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/> |
| 4. | | <input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/> |
| 5. | | <input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/> |

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

IV-14. **Demand trends.--**

(a) How has the demand within the United States for certain magnesia carbon bricks changed since January 1, 2007? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States (if known) for certain magnesia carbon bricks changed since January 1, 2007? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

IV-15. **Product changes.--**Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of certain magnesia carbon bricks since 2007?

No Yes--Please describe and quantify if possible.

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

IV-16. **Business cycles.**--

(a) Is certain magnesia carbon bricks market subject to business cycles or conditions of competition (including seasonal business) distinctive to magnesia carbon brick?

No (skip to question IV-16.) Yes-- Please describe below and then answer part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for certain magnesia carbon bricks since January 1, 2007?

No Yes-- Please describe.

IV-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply certain magnesia carbon bricks since January 1, 2007 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No Yes-- Please describe.

IV-18. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce certain magnesia carbon bricks and whether your firm expects these trends to continue.

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

IV-20. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between certain magnesia carbon bricks 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 | China | Mexico | Brazil | Other countries |
|---------------------|-------|--------|--------|-----------------|
| United States | | | | |
| China | X | | | |
| Mexico | X | X | | |
| Brazil | X | X | X | |

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

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

IV-21. **Customer Identification**--Please identify below the names and addresses of your firm's 10 largest customers for certain magnesia carbon bricks during 2007-2009. 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 certain magnesia carbon bricks that each of these customers accounted for in 2009.

| No. | Customer's name | Street address (not P.O. box), city, state, and zip code | Contact person | Area code and telephone number | Share of 2009 sales (%) |
|-----|-----------------|--|----------------|--------------------------------|-------------------------|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |
| 6 | | | | | |
| 7 | | | | | |
| 8 | | | | | |
| 9 | | | | | |
| 10 | | | | | |

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

IV-23. **COMPETITION FROM IMPORTS--LOST SALES.**-- PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS. (Note: petitioners may provide allegations only involving quotes made AFTER the filing of the petition)

Since January 1, 2007: Did your firm lose sales of certain magnesia carbon bricks to imports of these products from China and Mexico?

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 (tons) | Rejected U.S. price (total value-- dollars) | Country of origin | Competing import price (total value— dollars) |
|---|---------|------------------|--------------------|--|----------------------|---|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |

PART V.--ADDITIONAL INFORMATION

V-1 Combined operations of subject imports and domestic production on magnesia carbon brick.--

Report the combined data associated with your firm's imports of subject magnesia carbon brick together with your firm's domestic production and sales of magnesia carbon brick. Please provide data for the three calendar years, 2007, 2008, and 2009 (providing data for 2009 half-year periods as indicated) and for the two interim periods from left to right.

| <i>(Quantity in short tons, value in \$1,000)</i> | | | | | | |
|--|----------------|------|-----------|-----------|------------|------|
| Item | Calendar years | | 2009 | | Jan.-March | |
| | 2007 | 2008 | Jan.-June | July-Dec. | 2009 | 2010 |
| BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>) | | | | | | |
| PRODUCTION (<i>quantity</i>) | | | | | | |
| TOTAL U.S. SHIPMENTS: ¹ | | | | | | |
| <i>Quantity</i> of total U.S. shipments | | | | | | |
| <i>Value</i> of total U.S. shipments | | | | | | |
| EXPORT SHIPMENTS: ² | | | | | | |
| <i>Quantity</i> of export shipments | | | | | | |
| <i>Value</i> of export shipments | | | | | | |
| END-OF-PERIOD INVENTORIES ³ (<i>quantity</i>) | | | | | | |
| AVERAGE NUMBER OF PRWs | | | | | | |
| HOURS WORKED BY PRWs (<i>1,000 hours</i>) | | | | | | |
| WAGES PAID TO PRWs (<i>value</i>) | | | | | | |
| FINANCIAL INFORMATION: | | | | | | |
| Net sales: ⁴ | | | | | | |
| Total Quantity of net sales | | | | | | |
| Total Value of net sales | | | | | | |
| Cost of goods sold (<i>value</i>) | | | | | | |
| Gross profit or (loss) (<i>value</i>) | | | | | | |
| Selling, general, and administrative expenses (<i>value</i>) | | | | | | |
| Operating income or (loss) (<i>value</i>) | | | | | | |
| Capital expenditures (<i>value</i>) | | | | | | |
| ¹ Including commercial sales, internal consumption, and transfers to related firms. Sales to related firms (including internal consumption and transfers) must be valued at fair market value. ² Identify your principal export markets: _____ ³ 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: _____ _____ ⁴ Including internal consumption, transfers to related firms and exports. Internal consumption and transfers to related firms must be valued at fair market value; all sales must be reported net of discounts, returns, allowances, and prepaid freight. | | | | | | |