

U.S. PURCHASERS' QUESTIONNAIRE
MAGNESIUM FROM CHINA AND RUSSIA

This questionnaire must be received by the Commission by no later than September 23, 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 review of the antidumping duty orders concerning magnesium from China and Russia (inv. No. 731-TA-1071-1072 (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)). Further information on this questionnaire can be obtained from Aimee Larsen (202-205-3179, aimee.larsen@usitc.gov).

| |
|---|
| Name of firm _____ |
| Address _____ |
| City _____ State _____ Zip Code _____ |
| World Wide Web address _____ |
| Has your firm purchased magnesium (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) at any time since January 1, 2004? |
| <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 reviews 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 these reviews 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 reviews or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

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

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **OMB statistics.**--Please report 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. **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-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing magnesium from China and/or Russia into the United States or which are engaged in exporting magnesium from China and/or Russia to the United States?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing magnesium from countries other than China or Russia into the United States or which are engaged in exporting magnesium from countries other than China or Russia to the United States?

No Yes--List the following information.

| <u>Firm name and country</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 magnesium?

No Yes--List the following information.

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

I-7. **Business plan.**--In Parts II and III 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 market conditions for magnesium?

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

PART II.--PURCHASES

Contact information (Purchases).--Who should be contacted regarding the information requested in parts II to IV?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-1. **Purchases of pure magnesium**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of pure magnesium. Report based on delivery date, not order date.

| (Total quantity in metric tons, value in dollars) | | | | | | |
|---|------|------|------|------|------|------|
| Item | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| The United States: | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| China: | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| Russia: | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| All other countries:¹ | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| ¹ Please identify these countries: _____ _____ _____ | | | | | | |

PART II.--PURCHASES--Continued

II-2. **Purchases of alloy magnesium**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of alloy magnesium. Report based on delivery date, not order date.

| (Total quantity in metric tons, value in dollars) | | | | | | |
|---|------|------|------|------|------|------|
| Item | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| The United States: | | | | | | |
| Quantity | | | | | | |
| Value | | | | | | |
| China: | | | | | | |
| Quantity | | | | | | |
| Value | | | | | | |
| Russia: | | | | | | |
| Quantity | | | | | | |
| Value | | | | | | |
| All other countries:¹ | | | | | | |
| Quantity | | | | | | |
| Value | | | | | | |
| ¹ Please identify these countries: _____ _____ _____ | | | | | | |

II-3. **Share of purchases and uses of magnesium**-- What percentage of magnesium purchased in 2009 was used in the following:

| | Pure magnesium | Alloy magnesium |
|-----------------------|----------------|-----------------|
| Aluminum alloying: | | |
| Diecasting: | | |
| Desulfurization: | | |
| All other uses: _____ | | |
| | 100% | 100% |

II-4. **Purchases before and after order**--

- (a) Did your firm purchase magnesium from China and/or Russia before 2004?
- No--skip to (c) Yes, from China Yes, from Russia
- (b) If yes, has your pattern of purchasing magnesium from China and/or Russia changed since 2004?
- No, our pattern of purchasing is essentially unchanged.
- Yes, we discontinued purchases from China and/or Russia because of the order.

PART II.--PURCHASES--Continued

II-4. Purchases before and after order.—Continued

- Yes, we reduced purchases from China and/or Russia because of the order.
- Yes, but we changed the pattern of purchases from China and/or Russia for reasons other than the order (please explain below).

(c) Has your pattern of purchasing magnesium from nonsubject foreign sources (i.e., countries other than China or Russia) changed since 2004.

- We did not purchase from nonsubject foreign sources before or after the order.
- No, our pattern of purchasing is essentially unchanged.
- Yes, we increased purchases from nonsubject countries because of the order.
- Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

II-5. **Changes in purchasing patterns.**-- Please indicate how the relative levels of your firm's purchases of magnesium from different sources (both domestic and foreign) have changed since 2004 (the year the antidumping duty order under review became effective).

| Source of purchases | Trend | Explanation for trend |
|----------------------------|--|------------------------------|
| The United States | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |
| China | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |
| Russia | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |
| All other countries | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |

PART II.--PURCHASES--Continued

II-6. **Purchases from one country only**--If your firm has purchased magnesium from only one country, please explain the reasons for doing so.

II-7. **Supplier identification**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for magnesium since 2004. 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 magnesium that each of these customers accounted for in 2009.

| No. | Supplier's name | Street address (<u>not</u> P.O. box), city, state, and zip code | Contact person | Telephone number or e-mail address | Share of 2009 purchases (%) |
|-----|-----------------|--|----------------|------------------------------------|-----------------------------|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES

IF YOUR ANSWERS TO ANY QUESTIONS IN PART III WOULD BE DIFFERENT FOR PURE VS. ALLOY MAGNESIUM, OR FOR PRIMARY VS. SECONDARY MAGNESIUM, PLEASE EXPLAIN.

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of magnesium (check all that apply)?

- Aluminum alloyer
- Diecaster
- Iron and steel de-sulfurizer
- Distributor
- Other (Describe: _____)

III-2. **Competition for sales.**--If you are a distributor or reseller of magnesium, do you compete for sales to your customers with the manufacturers or importers from which you purchase magnesium?

- No Yes--Please describe

III-3. **Types of customers.**--If your firm is a distributor or reseller of magnesium, what are the major types of consumers to which you sell magnesium?

III-4. **End uses.**--If your firm is an end user of magnesium, list in order of quantity of magnesium consumed, the top 3 products for which your firm purchases magnesium as a component part or input. Please indicate what percentage of the total cost is accounted for by magnesium (and NOTE: this percentage should not add to 100 percent).

| Product(s) you produce with <u>pure</u> magnesium | Share of cost accounted for by magnesium (<i>percent</i>) |
|--|---|
| 1. | |
| 2. | |
| 3. | |
| Product(s) you produce with <u>alloy</u> magnesium | Share of cost accounted for by magnesium (<i>percent</i>) |
| 1. | |
| 2. | |
| 3. | |

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-5. Demand for end use products.--

(a) If your firm is an end user of magnesium, has the demand for your firm's final products incorporating magnesium changed since 2004?

Pure magnesium: Increased Decreased Fluctuated No change

Alloy magnesium: Increased Decreased Fluctuated No change

(b) Has this had any effect on your firm's demand for magnesium?

No Yes--Please describe.

III-6. Changes in end uses.--Have there been any changes in the end uses of magnesium since 2004?

Pure magnesium: No Yes--Please describe.

Alloy magnesium: No Yes--Please describe.

III-7. Anticipated changes in end uses.--Do you anticipate any changes in terms of the end uses of magnesium in the future?

Pure magnesium: No Yes--Please describe.

Alloy magnesium: No Yes--Please describe.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-8. **Substitutes.**--Can other products be substituted for magnesium?

No Yes--Please fill out the table below.

| Substitute product | Description of applications or end uses | Have changes in the prices of this substitute affected the price of magnesium since January 1, 2004 |
|---------------------------|--|--|
| 1. | | <input type="checkbox"/> No <input type="checkbox"/> Yes-- 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/> |

III-9. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for magnesium since 2004?

No Yes--Please explain.

III-10. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for magnesium in the future?

No Yes--Please describe.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-11. Demand trends.--

- (a) How has the demand within the United States for magnesium changed since 2004? What principal factors affect changes in demand?

Pure magnesium: Increased Decreased Fluctuated No change

Alloy magnesium: Increased Decreased Fluctuated No change

- (b) How has the demand outside the United States (if known) for magnesium changed since 2004? What principal factors affect changes in demand?

Pure magnesium: Increased Decreased Fluctuated No change

Alloy magnesium: Increased Decreased Fluctuated No change

III-12. Anticipated demand trends.--

- (a) How do you anticipate demand will change within the United States for magnesium in the future? What principal factors that will affect these changes in demand?

Pure magnesium: Increase Decrease Fluctuate No change

Alloy magnesium: Increase Decrease Fluctuate No change

- (b) How do you anticipate demand will change outside the United States for magnesium in the future? What principal factors that will affect these changes in demand?

Increase Decrease Fluctuate No change

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-13. **Changes in factors affecting supply.**--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 magnesium in the U.S. market since 2004?

- 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.

III-14. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of magnesium (check ALL that apply)?

- No
 Yes-- Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ___ percent of all our purchases of magnesium.
 Yes--Purchases of domestic product are not required by law or regulation, but are by our customers. This involves ___ percent of all our purchases of magnesium.
 Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ___ percent of all our purchases of magnesium.

III-15. **Conditions of competition.**--

(a) Is the magnesium market subject to business cycles or conditions of competition distinctive to magnesium?

- No Yes--Please explain and estimate the duration of any such cycle.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-15. Conditions of competition.--Continued

(b) Has the emergence of new markets for magnesium since 2004 affected the business cycles or conditions of competition distinctive to magnesium?

No Yes--Please explain any such changes.

III-16. Decisions based on producer.--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving magnesium based on the producer of the magnesium you purchase?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

III-17. Decisions based on country-of-origin.--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving magnesium based on the country of origin of the magnesium you purchase?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-18. Purchasing frequency.—

(a) How frequently do you make purchases?

- Daily Weekly Monthly Quarterly Annually
 Other (specify) _____)

(b) Do you expect this purchasing pattern to change in the next two years?

- No Yes-- How and why do you expect these changes to occur?

III-19. Number of suppliers contacted.--How many suppliers do you generally contact before making a purchase? _____ firms.

III-20. Supplier negotiations.—

(a) Do purchases of magnesium usually involve negotiations between supplier and purchaser?

- No Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No Yes--Specify the time period.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-21. **Change in suppliers.**--Have you changed suppliers since 2004?

- No Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-22. **New suppliers.**—

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2004?

- No Yes--Please identify the firms and indicate how you became aware of them.

(b) Do you expect new magnesium suppliers to enter the U.S. market in the future?

- No Yes--Please provide details, noting the specific future time period in your response.

III-23. **Supplier qualification.**—

(a) Do you require your suppliers to be or to become certified or qualified to sell magnesium to your firm?

- No Yes-- _____ percent of value of purchases in 2009 Yes--all purchases

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-23. Supplier qualification.— Continued

(c) Does the magnesium you purchase meet ASTM specifications?

- Always Usually Sometimes Never

Please describe the end uses of any magnesium you purchase that does not meet ASTM specifications.

(d) How long does it take to qualify a new supplier? _____ days.

III-24. Interchangeability of supply.—Have you been involved in a supply arrangement whereby alloy magnesium could be supplied in the place of pure magnesium, or vice versa?

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

III-25. Failure to certify.--Since 2004, have any domestic or foreign producers failed in their attempts to certify or qualify their magnesium with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-26. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for magnesium.

| | Very important | Somewhat important | Not important |
|--------------------------------------|---------------------------|-------------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum qty requirements..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards.... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-27. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase magnesium for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-28. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of magnesium?

III-29. **Frequency of decisions based on price.**--How often does your firm purchase the magnesium that is offered at the lowest price?

Always

Usually

Sometimes

Never

III-30. **Applications of magnesium.**—

(a) If you are an end user of magnesium, how difficult would it be to use pure and alloy magnesium interchangeably in your firm's applications? Please explain.

(b) If you are an end user of magnesium, how difficult would it be to use primary and secondary magnesium interchangeably in your firm's applications? Please explain your answer.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-30. Applications of magnesium.— Continued

(c) Are you an aluminum manufacturer who has purchased both secondary alloy and primary pure magnesium? If so, how long have you been purchasing both? Do you use these products for the same application?

(d) Are you an aluminum manufacturer who has purchased both (i) primary pure magnesium and (ii) primary or secondary alloy meeting ASTM standards? If so, how long have you been purchasing both? Have you used these products for the same application?

III-31. Supply Constraints.-- Have you had any problems being able to secure your firm's supplies of magnesium from your current or past suppliers?

No Yes-- Please explain.

III-32. Changes in U.S. industry.—

(a) Please identify and discuss any improvements/changes in the U.S. magnesium industry since 2004 and explain the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-32. Changes in U.S. industry.— Continued

(b) Please discuss any improvements/changes that you anticipate in the future in the U.S. magnesium industry. Identify the time period and causes for these improvements/changes.

III-33. Effect of revocation.--What do you think will be the likely effects of any revocation of the antidumping duty order for imports of magnesium from China or Russia? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.-- PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for magnesium for which your firm has actual marketing/pricing knowledge.

- United States
- China
- Russia
- Other countries (Please specify _____)

IV-2. **Interchangeability by country-pair.**--Is magnesium produced in the United States and in other countries interchangeable (*i.e.*, can it 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 | China | Russia | Other countries |
|--|-------|--------|-----------------|
| United States | | | |
| China | | | |
| Russia | | | |
| ¹ For any country-pair producing magnesium which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/> | | | |

PART IV.-- PRODUCT COMPARISONS--Continued

IV-4. **Availability of merchandise.**--Are certain grades/types/sizes of magnesium available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

No Yes--Please identify the source and the grade/type/size.

IV-5. **Choice of product not based on price.**--If you purchased magnesium from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.-- PRODUCT COMPARISONS--Continued

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how magnesium produced in each country you identified in your response to the first question in Part IV compares with magnesium produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

| Quality | product from | | | product from | | | product from | | |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| | compared to product from | | | compared to product from | | | compared to product from | | |
| | Superior | Comparable | Inferior | Superior | Comparable | Inferior | Superior | Comparable | Inferior |
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | | | | | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.-- PRODUCT COMPARISONS--Continued

IV-7. Minimum quality--

(a) How often does domestically produced magnesium meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(b) How often does imported subject magnesium meet minimum quality specifications for your uses or your customers' uses?

| Source | Always | Usually | Sometimes | Rarely or never |
|--------|--------------------------|--------------------------|--------------------------|--------------------------|
| China | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Russia | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

(c) How often does imported nonsubject magnesium (*i.e.*, magnesium from countries other than China or Russia) meet minimum quality specifications for your uses or your customers' uses?

| Source | Always | Usually | Sometimes | Rarely or never |
|--------|--------------------------|--------------------------|--------------------------|--------------------------|
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

IV-8a. Change in price (China)--

(a) Since 2004, has there been a change in the price of magnesium? If so, has the price of U.S.-produced magnesium changed more or less than the price of imported magnesium from China?

- No change in price
 Prices have changed by the same amount
 Price of U.S.-produced magnesium has changed relative to the price of magnesium from China.

(b) If the price of U.S.-produced magnesium has changed relative to the price of magnesium from China, the price of U.S.-produced magnesium is now relatively

- Higher Lower

PART IV.-- PRODUCT COMPARISONS--Continued

IV-8b. **Change in price (Russia).**--

- (a) Since 2004, has there been a change in the price of magnesium? If so, has the price of U.S.-produced magnesium changed more or less than the price of imported magnesium from Russia?

- No change in price
 Prices have changed by the same amount
 Price of U.S.-produced magnesium has changed relative to the price of magnesium from Russia.

- (b) If the price of U.S.-produced magnesium has changed relative to the price of magnesium from Russia, the price of U.S.-produced magnesium is now relatively

- Higher Lower