

**U.S. PRODUCERS' 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 reviews of the antidumping duty orders concerning alloy magnesium from China and pure and alloy magnesium from Russia (Inv. Nos. 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced magnesium (see definition in the instruction booklet) at any time since January 1, 2004?</p> <p><b>Respond "Yes" and follow the instructions if your firm is a primary producer, grinder, diecaster, and/or recycler of magnesium for internal use and/or commercial sale (see definitions in the instruction booklet).</b></p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (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)</p> <p><b>Identify the nature of your firm's magnesium production (check all that apply).</b></p> <p><input type="checkbox"/> Primary magnesium producer      <input type="checkbox"/> Diecaster      <input type="checkbox"/> Recycler (other than Diecaster)      <input type="checkbox"/> Grinder</p> <p><input type="checkbox"/> Other (explain) _____</p>
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**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 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. **Support for continuation of order.**--Do you support or oppose continuation of the antidumping duty orders currently in place for alloy magnesium from China and pure and alloy magnesium from Russia? Please explain.

**China (alloy magnesium)**       Support       Oppose       Take no position  
**Russia (pure and alloy magnesium)**       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 SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing alloy magnesium from China or pure and alloy magnesium from Russia into the United States or which are engaged in exporting alloy magnesium from China or pure and alloy magnesium from Russia to the United States?

No       Yes--List the following information.

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

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing pure magnesium from China or pure and alloy magnesium from countries other than China and Russia into the United States or which are engaged in exporting pure magnesium from China or pure and alloy magnesium from countries other than China and Russia 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. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of pure or alloy magnesium?

No       Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>	<u>Pure or Alloy?</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

I-8. **Business plan.**--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 market conditions for magnesium?

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

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

Further information on this part of the questionnaire can be obtained from Mary Messer (202-205-3193, mary.messer@usitc.gov). **Supply all data requested on a calendar-year basis.**

**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-1. **Identify the magnesium your firm produces.** --(check as many as appropriate)

Primary ingot magnesium:	<input type="checkbox"/> Ultra-pure	<input type="checkbox"/> Commodity-grade pure	<input type="checkbox"/> Alloy meeting ASTM specifications	<input type="checkbox"/> Alloy not meeting ASTM specifications
Primary granular magnesium:	<input type="checkbox"/> Ultra-pure	<input type="checkbox"/> Commodity-grade pure	<input type="checkbox"/> Alloy meeting ASTM specifications	<input type="checkbox"/> Alloy not meeting ASTM specifications
Secondary ingot magnesium:	<input type="checkbox"/> Ultra-pure	<input type="checkbox"/> Commodity-grade pure	<input type="checkbox"/> Alloy meeting ASTM specifications	<input type="checkbox"/> Alloy not meeting ASTM specifications
Secondary granular magnesium:	<input type="checkbox"/> Ultra-pure	<input type="checkbox"/> Commodity-grade pure	<input type="checkbox"/> Alloy meeting ASTM specifications	<input type="checkbox"/> Alloy not meeting ASTM specifications

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

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of magnesium since January 1, 2004.

<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"/> technology changes/production upgrades .....	_____
	_____
<input type="checkbox"/> other (specify: _____) .....	_____
	_____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of magnesium 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 magnesium (in metric tons) for 2010 and 2011.**

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**For question II-4, if your response differs for particular antidumping duty orders, please indicate and explain the particular effect of revocation of specific orders.**

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of magnesium in the future if the antidumping duty orders on alloy magnesium from China and pure and alloy magnesium from Russia 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 that address this issue.

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

II-5. **Same equipment, machinery, and workers.**-- Does your firm produce both pure and alloy magnesium?

No  Yes

If yes, has your firm since 2004 produced, or does your firm anticipate producing in the future, both pure and alloy magnesium on the same equipment and machinery and/or using the same production and related workers for both pure and alloy magnesium?

No  Yes

Has your firm since 2004 produced, or does your firm anticipate producing in the future, *other products* on the same equipment and machinery used in the production of magnesium and/or using the same production and related workers employed to produce magnesium?

No  Yes--Provide the information requested below and report your firm's combined capacity and production of these other products and magnesium in the periods indicated.

<b><u>Product</u></b>	<b><u>Time Period</u></b>	<b><u>Basis for allocation of capacity and employment data (indicate if different)</u></b>
<u>Pure magnesium</u>	_____	_____
<u>Alloy magnesium</u>	_____	_____
_____	_____	_____
_____	_____	_____

<i>(Quantity in metric tons)</i>						
<b>Item</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Overall Production Capacity</b>						
<b>Production of:</b>						
Pure magnesium						
Alloy magnesium _____						
Other product 1 _____						
Other product 2 _____						

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

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

II-7. **Production shifting.**--Is your firm able to switch production between magnesium and other products in response to a relative change in the price of magnesium 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 magnesium.

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If your firm produces both pure and alloy magnesium, is your firm able to switch production between pure and alloy magnesium in response to a relative change in the price of pure and alloy magnesium, using the same equipment and labor?

- No       Yes--Indicate the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from pure and alloy magnesium.

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II-8. **Alloy magnesium recycling.**--Does your firm have alloy magnesium recycling capabilities?

- No       Yes

If yes, is the recycled magnesium produced by your firm a saleable product?

- No       Yes

If your firm has alloy magnesium recycling capabilities, please explain in the space below your firm's recycling process, the use and/or sale of recycled magnesium, and the use and/or sale of the finished product. **Also, ensure that the data and other information concerning your firm's production of recycled magnesium are included in your response to this questionnaire.**

Process: \_\_\_\_\_

Use and/or sale of recycled magnesium: \_\_\_\_\_

Use and/or sale of the finished product (identify): \_\_\_\_\_

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

II-9. **Secondary alloy magnesium.**-- Does your firm produce, purchase, or import secondary alloy magnesium?

No     Yes

If yes, does it contain beryllium?

No     Yes

II-10a. **Granular magnesium.**-- Does your firm produce granular magnesium?

No             Yes-- Please explain the production process used (e.g., by grinding pure and/or alloy magnesium ingots or by finish-grinding pure and/or alloy magnesium chips). **Also, ensure that the data and other information concerning your firm's production of granular magnesium are included in your response to this questionnaire.**

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II-10b. **Granular magnesium.**-- Does your firm produce granular magnesium from magnesium ingots?

No             Yes-- Please indicate below whether the granular magnesium is produced from (1) magnesium ingots that your firm produced, (2) magnesium ingots that your firm imported or purchased, or (3) from a combination of (1) and (2).

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

II-11. **Trade data for PURE MAGNESIUM.**--Report your firm's capacity, production, shipments, inventories, and employment related to the production of **PURE MAGNESIUM** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in metric tons) and value (in \$1,000)								
Item	Calendar year						January-June	
	2004	2005	2006	2007	2008	2009	2009	2010
<b>Average production capacity<sup>1</sup></b> (quantity) (A)								
<b>Beginning-of-period inventories</b> (quantity) (B)								
<b>Production</b> (quantity) (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
quantity (D)								
value (E)								
<b>Internal consumption:<sup>2</sup></b>								
quantity (F)								
value (G)								
<b>Transfers to related firms:<sup>2</sup></b>								
quantity (H)								
value (I)								
<b>Export shipments:<sup>3</sup></b>								
quantity (J)								
value (K)								
<b>End-of-period inventories</b> (quantity) (L)								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (M)								
U.S. shipments to end users (quantity) (N)								
<b>Employment data:</b>								
Average number of PRWs (number) (O)								
Hours worked by PRWs (1,000 hours) (P)								
Wages paid to PRWs (value) (Q)								

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_ hours per week, \_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

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<sup>2</sup> Internal consumption and transfers to related firms should 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:

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<sup>3</sup> Identify your principal export markets: \_\_\_\_\_.

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

**II-12. Reconciliation of trade data for PURE MAGNESIUM.--**

- (a) Please note that the quantities reported in question II-11 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_

$D + F + H = M + N$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2004 should equal line B of year 2005). Do these data reconcile for each adjacent calendar year?

Yes.  No--Please explain.

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

- II-13. **Transfers of PURE MAGNESIUM to related firms.--**If you reported transfers to related firms in question II-11, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-14. **Toll production of PURE MAGNESIUM.**--Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of **PURE MAGNESIUM**?

No             Yes—Please provide the information below concerning the toll agreement.

Toller/toll producer (Firm name): \_\_\_\_\_.

Tollee (Firm name): \_\_\_\_\_.

II-15. **Toll processors: Toll conversion of PURE MAGNESIUM.**--For the **PURE MAGNESIUM** toll produced by your U.S. establishment(s), report the information requested below.

Quantity (in metric tons) and value (in \$1,000)								
Item	Calendar year						January-June	
	2004	2005	2006	2007	2008	2009	2009	2010
Average production capacity <sup>1</sup> (quantity)								
Production (quantity)								
Shipments to tollee: <sup>2 3</sup>								
Quantity								
Value								
<b>Employment data:</b>								
Average number of PRWs (number)								
Hours worked by PRWs (1,000 hours)								
Wages paid to PRWs (value)								
<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate capacity and explain any changes reported.								
<sup>2</sup> Report your firm's shipments/net sales of pure magnesium which it converted under a toll agreement with another firm. Quantity refers to the amount of pure magnesium converted, and value refers to your firm's fee for its services.								
<sup>3</sup> Less discounts, returns, allowances, and prepaid freight.								

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

II-16a. **Trade data for ALLOY MAGNESIUM.**--Report your firm's capacity, production, shipments, inventories, and employment related to the production of **ALLOY MAGNESIUM** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in metric tons) and value (in \$1,000)								
Item	Calendar year						January-June	
	2004	2005	2006	2007	2008	2009	2009	2010
<b>Average production capacity<sup>1</sup></b> (quantity) (A)								
<b>Beginning-of-period inventories</b> (quantity) (B)								
<b>Production</b> (quantity) (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
quantity (D)								
value (E)								
<b>Internal consumption:<sup>2</sup></b>								
quantity (F)								
value (G)								
<b>Transfers to related firms:<sup>2</sup></b>								
quantity (H)								
value (I)								
<b>Export shipments:<sup>3</sup></b>								
quantity (J)								
value (K)								
<b>End-of-period inventories</b> (quantity) (L)								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (M)								
U.S. shipments to end users (quantity) (N)								
<b>Employment data:</b>								
Average number of PRWs (number) (O)								
Hours worked by PRWs (1,000 hours) (P)								
Wages paid to PRWs (value) (Q)								

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_ hours per week, \_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms should 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:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_.

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

II-16b. **Diecaster operations.**-- If you are a diecaster, what percent of your 2009 production reported in question II-16a for ALLOY MAGNESIUM reflects your operations with respect to:

- (a) Processing "runaround scrap" from your diecasting operations \_\_\_\_\_%
- (b) Recycling purchased magnesium scrap \_\_\_\_\_%
- (c) Toll conversion of scrap for another party \_\_\_\_\_%
- (d) Other (specify: \_\_\_\_\_) \_\_\_\_\_%
- Total 100%

II-17. **Reconciliation of trade data for ALLOY MAGNESIUM.**--

(a) Please note that the quantities reported in question II-16 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_

$D + F + H = M + N$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_

(b) Please note that the quantities reported for end of period inventories should equal the beginning of period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2004 should equal line B of year 2005). Do these data reconcile for each adjacent calendar year?

- Yes.
- No--Please explain.

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II-18. **Transfers of ALLOY MAGNESIUM to related firms.**--If you reported transfers to related firms in question II-16, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-19. **Toll production of ALLOY MAGNESIUM.**--Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of **ALLOY MAGNESIUM**?

No                       Yes—Please provide the information below concerning the toll agreement.

Toller/toll producer (Firm name): \_\_\_\_\_.

Tollee (Firm name): \_\_\_\_\_.

II-20. **Toll processors: Toll production of ALLOY MAGNESIUM.**--For the **ALLOY MAGNESIUM** toll produced by your U.S. establishment(s), report the information requested below.

Quantity (in metric tons) and value (in \$1,000)								
Item	Calendar year						January-June	
	2004	2005	2006	2007	2008	2009	2009	2010
<b>Average production capacity<sup>1</sup></b> (quantity)								
<b>Production</b> (quantity)								
<b>Shipments to tollee:<sup>2 3</sup></b> Quantity								
Value								
<b>Employment data:</b> Average number of PRWs (number)								
Hours worked by PRWs (1,000 hours)								
Wages paid to PRWs (value)								
<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate capacity and explain any changes reported.  								
<sup>2</sup> Report your firm's shipments/net sales of ALLOY magnesium which it converted from raw materials (e.g., scrap) under a toll agreement with another firm. Quantity refers to the amount of ALLOY magnesium end-product converted, and value refers to your firm's fee for its services. 								
<sup>3</sup> Less discounts, returns, allowances, and prepaid freight.								



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

II-21. **Purchases.**--Other than direct imports, has your firm otherwise purchased magnesium since January 1, 2004? (See definitions in the instruction booklet.)

No       Yes-- Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the requested data for such purchases below.

Reasons: \_\_\_\_\_

<b>(Quantity in metric tons, value in \$1,000)</b>								
Item	2004	2005	2006	2007	2008	2009	Jan.-June	
							2009	2010
<b>PURCHASES FROM U.S. IMPORTERS<sup>1</sup> OF PURE MAGNESIUM FROM—</b>								
China:								
Quantity								
Value								
Russia:								
Quantity								
Value								
All other countries:								
Quantity								
Value								
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>								
Quantity								
Value								
<b>PURCHASES FROM OTHER SOURCES:</b>								
Quantity								
Value								
<b>PURCHASES FROM U.S. IMPORTERS<sup>3</sup> OF ALLOY MAGNESIUM FROM—</b>								
China:								
Quantity								
Value								
Russia:								
Quantity								
Value								
All other countries:								
Quantity								
Value								
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>4</sup></b>								
Quantity								
Value								
<b>PURCHASES FROM OTHER SOURCES:</b>								
Quantity								
Value								

<sup>1</sup> Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. \_\_\_\_\_

<sup>2</sup> Please list the name of the domestic producer(s) from which you purchased this product. \_\_\_\_\_

<sup>3</sup> Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. \_\_\_\_\_

<sup>4</sup> Please list the name of the domestic producer(s) from which you purchased this product. \_\_\_\_\_

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

II-22. **Shipments by type.**-- Please report your firm's U.S. shipments (including commercial shipments, internal consumption, and transfers to related firms) of magnesium by type in 2009 and January-June 2010. (See definitions in the instruction booklet.)

<i>(Quantity in metric tons)</i>		
Item	2009	January- June 2010
<b>PRIMARY MAGNESIUM:</b>		
<b>Ingot:</b>		
<i>Ultra-pure magnesium</i>		
<i>Commodity-grade pure magnesium</i>		
<i>Alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<b>Granules:</b>		
<i>Ultra-pure magnesium</i>		
<i>Commodity-grade pure magnesium</i>		
<i>Alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<b>Total, primary magnesium:</b>		
<i>Ultra-pure magnesium</i>		
<i>Commodity-grade pure magnesium</i>		
<i>Alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<b>SECONDARY MAGNESIUM:</b>		
<b>Ingot:</b>		
<i>Ultra-pure magnesium</i>		
<i>Commodity-grade pure magnesium</i>		
<i>Alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<b>Granules:</b>		
<i>Ultra-pure magnesium</i>		
<i>Commodity-grade pure magnesium</i>		
<i>Alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<b>Total, secondary magnesium:</b>		
<i>Ultra-pure magnesium</i>		
<i>Commodity-grade pure magnesium</i>		
<i>Alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		

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

II-23. **Shipments by end user.**--Please report your firm's U.S. shipments (including commercial shipments, internal consumption, and transfers to related firms) of magnesium to end users of magnesium by product type and form in 2009 and January-June 2010. (See definitions in the instruction booklet.)

<b>(Quantity in metric tons)</b>		
<b>Item</b>	<b>2009</b>	<b>Jan.-June 2010</b>
<b>SHIPMENTS TO ALUMINUM MANUFACTURERS:</b>		
<i>Ultra-pure magnesium</i>		
<i>Commodity-grade pure magnesium</i>		
<i>Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Primary alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<i>Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Secondary alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<b>SHIPMENTS TO MAGNESIUM GRANULE PRODUCERS:</b>		
<i>Ultra-pure magnesium</i>		
<i>Commodity-grade pure magnesium</i>		
<i>Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Primary alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<i>Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Secondary alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<b>SHIPMENTS TO DIECASTERS:</b>		
<i>Ultra-pure magnesium</i>		
<i>Commodity-grade pure magnesium</i>		
<i>Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Primary alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<i>Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Secondary alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<b>SHIPMENTS TO IRON AND STEEL DESULFURIZATION:</b>		
<i>Ultra-pure magnesium</i>		
<i>Commodity-grade pure magnesium</i>		
<i>Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Primary alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<i>Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Secondary alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<b>SHIPMENTS TO OTHERS (SPECIFY):</b>		
<i>Ultra-pure magnesium</i>		
<i>Commodity-grade pure magnesium</i>		
<i>Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Primary alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		
<i>Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)</i>		
<i>Secondary alloy magnesium (NOT meeting ASTM specifications for alloy magnesium)</i>		

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

II-24. **FTZ.**--Does your firm produce magnesium in a foreign trade zone (FTZ)?

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

II-25. **Direct imports.**--Since January 1, 2004, has your firm imported magnesium?

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

**For questions II-26 and II-27, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

II-26. **Effect of orders.**--Describe the significance of the existing antidumping duty orders covering imports of alloy magnesium from China and pure and alloy magnesium from Russia in terms of their 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 orders.

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II-27. **Likely effect of revocation of orders.**--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 magnesium in the future if the antidumping duty orders on alloy magnesium from China and pure and alloy magnesium from Russia 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.

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**PART III.—FINANCIAL INFORMATION**

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

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

Company contact: \_\_\_\_\_  
Name and title  
  
( ) \_\_\_\_\_  
Phone number E-mail address

III-1a. **Granular magnesium.**-- Does your firm produce granular magnesium?

No       Yes-- **Please ensure that the data concerning your firm's granular magnesium operations are included in your response to this questionnaire.**

III-1b. **Recycled magnesium.**-- Does your firm have alloy magnesium recycling capabilities?

No       Yes-- **Please ensure that the data concerning your firm's recycled magnesium operations are included in your response to this questionnaire.**

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 magnesium, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

**PART III.—FINANCIAL INFORMATION—Continued**

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

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

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III-5. **Other products.**--Please list any other products you produced in the facilities in which you produced magnesium, 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>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

III-6. **Raw materials from related firms.**--Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of magnesium from any related company whose financial statements are ultimately consolidated with the financial statements of your firm?

- Yes--Continue to question III-7 below.       No--Continue to question III-9 below.

**PART III.—FINANCIAL INFORMATION—Continued**

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of magnesium 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.

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](mailto:charles.yost@usitc.gov)).





**PART III.—FINANCIAL INFORMATION—Continued**

III-11. **Operations on PURE MAGNESIUM.**--Report the revenue and related cost information requested below on the **PURE MAGNESIUM** operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your 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 Charles Yost at (202) 205-3432 before completing this section of the questionnaire. If your firm toll-produced **PURE MAGNESIUM** on behalf of another U.S. firm, report data on your tolling operations on table III-15, and on all other sales on table III-11 below.

Quantity (in metric tons) and value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
<b>Net sales quantities:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (COGS):</b> <sup>4</sup>						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>5</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8: Year 1 \_\_\_\_\_ Year 2 \_\_\_\_\_ Year 3 \_\_\_\_\_ Year 4 \_\_\_\_\_ Year 5 \_\_\_\_\_ Year 6 \_\_\_\_\_.  
<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.  
<sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.  
<sup>5</sup> 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-11. Operations on PURE MAGNESIUM.--Continued**

Quantity (in metric tons) and value (in \$1,000)		
Item	January-June 2009	January-June 2010
<b>Net sales quantities:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
<b>Net sales values:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
<b>Cost of goods sold (COGS):</b> <sup>4</sup>		
Raw materials		
Direct labor		
Other factory costs		
Total COGS		
<b>Gross profit or (loss)</b>		
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
<b>Operating income (loss)</b>		
<b>Other income and expenses:</b>		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received <sup>5</sup>		
All other income items		
All other income or expenses, net		
<b>Net income or (loss) before income taxes</b>		
<b>Depreciation/amortization included above</b>		

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

<sup>2</sup> Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8: January-June 2009 \_\_\_\_\_ January-June 2010 \_\_\_\_\_

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

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

<sup>5</sup> 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-12. **Operations on ALLOY MAGNESIUM.**--Report the revenue and related cost information requested below on the **ALLOY MAGNESIUM** operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your 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 Charles Yost at (202) 205-3432 before completing this section of the questionnaire. If your firm toll-produced **ALLOY MAGNESIUM** on behalf of another U.S. firm, report data on your tolling operations on table III-15, and on all other sales on table III-12 below.

Quantity (in metric tons) and value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
<b>Net sales quantities:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (COGS):</b> <sup>4</sup>						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>5</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8: Year 1 \_\_\_\_\_ Year 2 \_\_\_\_\_ Year 3 \_\_\_\_\_ Year 4 \_\_\_\_\_ Year 5 \_\_\_\_\_ Year 6 \_\_\_\_\_.  
<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.  
<sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.  
<sup>5</sup> 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-12. Operations on ALLOY MAGNESIUM.--Continued**

<b>Quantity (in metric tons) and value (in \$1,000)</b>		
<b>Item</b>	<b>January-June 2009</b>	<b>January-June 2010</b>
<b>Net sales quantities:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
<b>Net sales values:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
<b>Cost of goods sold (COGS):</b> <sup>4</sup>		
Raw materials		
Direct labor		
Other factory costs		
Total COGS		
<b>Gross profit or (loss)</b>		
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
<b>Operating income (loss)</b>		
<b>Other income and expenses:</b>		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received <sup>5</sup>		
All other income items		
All other income or expenses, net		
<b>Net income or (loss) before income taxes</b>		
<b>Depreciation/amortization included above</b>		

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

<sup>2</sup> Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8: January-June 2009 \_\_\_\_\_ January-June 2010 \_\_\_\_\_

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

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

<sup>5</sup> 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-13. **Raw materials.**-- For the raw materials and energy costs reported in the product line income statements for pure magnesium (III-11) and alloy magnesium (III-12), break out the raw material and energy costs separately. Also state the cost flow method used for raw material inventory valuation. 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	_____	_____	_____	_____	_____	_____	January-June	
							2009	2010
Raw material _____								
Raw material _____								
Magnesium-containing scrap								
All other raw materials								
Energy costs								
Method of inventory valuation is: _____								
Energy costs include charges for _____								
Energy costs are classified in _____ on the product line income statement.								

III-14. **Capital expenditures and research and development expenses for PURE and ALLOY MAGNESIUM.**--Report your firm's capital expenditures and research and development (R&D) expenses on **PURE MAGNESIUM** and **ALLOY MAGNESIUM**. 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							January-June	
	_____	_____	_____	_____	_____	_____	2009	2010
<b>PURE MAGNESIUM:</b>								
Capital expenditures								
R&D expenses								
<b>ALLOY MAGNESIUM:</b>								
Capital expenditures								
R&D expenses								

**PART III.—FINANCIAL INFORMATION—Continued**

III-15. **Toller/Toll producer of PURE AND ALLOY MAGNESIUM.**--Report the revenue and related cost information requested below on the tolling of magnesium operations of your U.S. establishment(s).<sup>1</sup> Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. Report separately for each tollee for which your firm toll produces, identifying the firm and photocopying this page as necessary.

Tollee (firm name): \_\_\_\_\_

Item	Quantity (in metric tons) and value (in \$1,000)						January-June	
	_____	_____	_____	_____	_____	_____	2009	2010
	<b>PURE MAGNESIUM:</b>							
<b>Tolling operations:<sup>2</sup></b>								
Net quantity tolled								
Net tolling revenue								
Net packaging revenue								
<b>Cost of tolling services:</b>								
Raw materials not supplied by tollee								
Direct labor								
Other factory costs								
<b>Total cost of tolling services</b>								
<b>Gross profit or (loss)</b>								
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>								
Selling expenses								
General and administrative expenses								
<b>Total SG&amp;A expenses</b>								
<b>Operating income or (loss)</b>								
<b>ALLOY MAGNESIUM:</b>								
<b>Tolling operations:<sup>2</sup></b>								
Net quantity tolled								
Net tolling revenue								
Net packaging revenue								
<b>Cost of tolling services:</b>								
Raw materials not supplied by tollee								
Direct labor								
Other factory costs								
<b>Total cost of tolling services</b>								
<b>Gross profit or (loss)</b>								
<b>SG&amp;A expenses:</b>								
Selling expenses								
General and administrative expenses								
<b>Total SG&amp;A expenses</b>								
<b>Operating income or (loss)</b>								

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

<sup>2</sup> The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

**PART III.—FINANCIAL INFORMATION—Continued**

III-16. **Asset values of PURE and ALLOY MAGNESIUM.**--Report the total assets associated with the production, warehousing, and sale of pure and alloy magnesium. 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 (item 1.C.) 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)					
	_____	_____	_____	_____	_____	_____
<b>PURE MAGNESIUM:</b>						
<b>ASSETS</b> associated with the production, warehousing, and sale of product:						
<b>1. Current assets:</b>						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Finished goods inventories						
D. Other (describe: _____ )						
E. Total current assets (lines 1.A. through 1.D.)						
<b>2. Property, plant, and equipment</b>						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
<b>3. Other (describe: _____ )</b>						
<b>4. Total assets (lines 1.E., 2.C., and 3)</b>						
<b>ALLOY MAGNESIUM:</b>						
<b>ASSETS</b> associated with the production, warehousing, and sale of product:						
<b>1. Current assets:</b>						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Finished goods inventories						
D. Other (describe: _____ )						
E. Total current assets (lines 1.A. through 1.D.)						
<b>2. Property, plant, and equipment</b>						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
<b>3. Other (describe: _____ )</b>						
<b>4. Total assets (lines 1.E., 2.C., and 3)</b>						

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

Further information on this part of the questionnaire can be obtained from Aimee Larsen (202-205-3179, [aimee.larsen@usitc.gov](mailto:aimee.larsen@usitc.gov))

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

Company contact:

\_\_\_\_\_

( )

\_\_\_\_\_

\_\_\_\_\_

**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 since 2004 of the following products produced by your firm.

**Product 1.**—Pure magnesium ingots containing at least 99.8 percent magnesium but less than 99.95 percent magnesium

**Product 2.**—Alloy magnesium ingots containing less than 99.8 percent magnesium sold to aluminum alloyers and meeting ASTM specifications for alloy magnesium

**Product 3.**— Alloy magnesium ingots containing less than 99.8 percent magnesium sold to aluminum alloyers and not meeting ASTM specifications for alloy magnesium

**Product 4.** — Alloy magnesium ingots containing less than 99.8 percent magnesium sold to diecasters and meeting ASTM specifications for alloy magnesium

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-2. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.  
(See the product definitions in section IV-1.)

<b>(Total quantity in metric tons, value in dollars)</b>								
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value<sup>2</sup></b>	<b>Quantity</b>	<b>Value<sup>2</sup></b>	<b>Quantity</b>	<b>Value<sup>2</sup></b>	<b>Quantity</b>	<b>Value<sup>2</sup></b>
<b>2004:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2005:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2006:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2007:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2008:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2009:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2010:</b>								
January-March								
April-June								

<sup>1</sup> 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: \_\_\_\_\_

<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of magnesium (*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
- 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 discounts
- Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

IV-5. **Pricing terms for magnesium.**--

- (a) What are your firm's typical sales terms for its U.S.-produced magnesium (*e.g.*, 2/10 net 30 days)? \_\_\_\_\_.
- (b) On what basis are your prices of domestic magnesium 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 magnesium 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 MARKET FACTORS--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 the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced magnesium?

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

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

- (a) What is the approximate percentage of the total delivered cost of magnesium 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 MARKET FACTORS--Continued**

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

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

IV-12. **End uses of magnesium.**--Describe the end uses of both pure and alloy magnesium that you manufacture. For each end-use product, what percentage of the total cost is accounted for by magnesium?

<u>End use of pure magnesium</u>	<u>Share of total cost of end product (percent)</u>
_____	_____
_____	_____
_____	_____
<u>End use of alloy magnesium</u>	<u>Share of total cost of end product (percent)</u>
_____	_____
_____	_____
_____	_____

IV-13. **Changes in end uses.**--Have there been any changes in the end uses of magnesium since 2004?

No       Yes--Please describe.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

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

No             Yes--Please describe and identify the time period.

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IV-15. **Substitutes.**—Are there any nonsubject products that may be substituted for magnesium?

No             Yes—Please fill in the following table.

Substitute product	Description of applications and end uses in which this substitute can be used	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—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/>

IV-16. **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.

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

IV-17. **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.

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IV-18. Does alloy magnesium (whether imported or produced in the United States) compete with pure magnesium? If so, in what end use markets and to what extent?

- No—Please describe why not.             Yes—If so, is this competing alloy magnesium U.S. production, imported from China and/or Russia, or imported from other countries?

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IV-19. **Changes in regulations.**--

(a) Have any changes occurred in regulations that affect the availability of U.S. produced magnesium in the U.S. market since 2004?

- No             Yes--Please note the types of regulations, the timing of the changes in regulations, and the impact of these regulations on your shipment volumes and prices.

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(b) Have any changes occurred in regulations that affect the demand for U.S. produced magnesium in the U.S. market since 2004?

- No             Yes-- Please note the types of regulations, the timing of the changes in regulations, and the impact of these regulations on your shipment volumes and prices.

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

IV-20. **Raw materials.**—

- (a) To what extent have changes in the prices of raw materials affected your firm's selling prices for magnesium since 2004?

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- (b) Do you anticipated changes in your raw material costs in the foreseeable future?

No             Yes—Please explain.

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- IV-21. **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.

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IV-22. **Availability of supply (U.S.-produced magnesium).**--

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

Pure Magnesium:    Increase             No change             Decrease

Alloy Magnesium:    Increase             No change             Decrease

- (b) If you anticipate changes in supply, please explain.

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

IV-23. **Availability of supply (nonsubject).**--Has the availability of NONSUBJECT magnesium (*i.e.*, magnesium imported from countries other than China or Russia) changed since 2004?

Pure Magnesium:         No                     Yes--Please explain.

Alloy Magnesium:       No                     Yes--Please explain.

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IV-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.

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IV-25. **Export constraints.**--Describe how easily your firm can shift its sales of magnesium 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 magnesium between the U.S. and alternative country markets within a 12-month period.

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

IV-26. **Product changes of magnesium.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of magnesium since 2004?

Pure Magnesium:  No  Yes--Please describe and quantify if possible.

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Alloy Magnesium:  No  Yes--Please describe and quantify if possible.

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IV-27. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of magnesium in the future?

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

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IV-28. **Demand trends.**--

(a) How has the demand within the United States for magnesium changed since January 1, 2004? What principal factors affect changes in demand?

Pure Magnesium:  Increased  No Change  Decreased  Fluctuated

Alloy Magnesium:  Increased  No Change  Decreased  Fluctuated

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

IV-28. **Demand trends.**—Continued.

- (b) How has the demand outside the United States (if known) for magnesium changed since January 1, 2004? What principal factors affect changes in demand?

Pure Magnesium:  Increased  No Change  Decreased  Fluctuated

Alloy Magnesium:  Increased  No Change  Decreased  Fluctuated

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- (c) How has the recession affected demand for magnesium? Please also specify the time periods involved and the effect on prices.

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IV-29. **Anticipated demand trends.**—

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

Pure Magnesium:  Increase  No Change  Decrease  Fluctuate

Alloy Magnesium:  Increase  No Change  Decrease  Fluctuate

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

Pure Magnesium:  Increase  No Change  Decrease  Fluctuate

Alloy Magnesium:  Increase  No Change  Decrease  Fluctuate

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

IV-30. Are your customers for secondary alloy magnesium that meets ASTM specifications different from customers for such magnesium that doesn't meet ASTM specifications?

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How frequently do your customers specify that their purchases must meet ASTM specifications?

- Always       Usually       Sometimes       Never

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IV-31. **Business cycles.--**

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

- No (skip to question IV-31.)       Yes-- Please describe below and then answer part (b).

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(b) If yes, have there been any changes in the business cycles or conditions of competition for magnesium since January 1, 2004?

- No       Yes-- Please describe.

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IV-32. **Price comparisons.--**Please compare market prices of magnesium in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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