

**FOREIGN PRODUCERS'/EXPORTERS' 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 magnesium from China and 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.

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

Address \_\_\_\_\_

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

Has your firm produced or exported magnesium (as defined in the instruction booklet) at any time since January 1, 2004?  
**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).**

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)  
 **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

**Identify the nature of your firm's magnesium production (check all that apply).**

- Primary magnesium producer       Diecaster       Recycler (other than Diecaster)       Grinder  
 Other (explain) \_\_\_\_\_

**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.*

\_\_\_\_\_  
Name of Authorized Official      Title of Authorized Official      Date

\_\_\_\_\_  
Signature      Phone: (    )      E-mail address

\_\_\_\_\_  
Fax (    )

**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 30 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.

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

I-3. **Identify the magnesium your firm exports.** --(check all that apply)

**PRODUCED IN CHINA:**

- |                                      |                                     |   |  |  |
|--------------------------------------|-------------------------------------|---|--|--|
| <b>Primary ingot magnesium:</b>      | <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 |
| <b>Primary granular magnesium:</b>   | <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 |
| <b>Secondary ingot magnesium:</b>    | <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 |
| <b>Secondary granular magnesium:</b> | <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 |

**PRODUCED IN RUSSIA:**

- |                                      |                                     |   |  |  |
|--------------------------------------|-------------------------------------|---|--|--|
| <b>Primary ingot magnesium:</b>      | <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 |
| <b>Primary granular magnesium:</b>   | <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 |
| <b>Secondary ingot magnesium:</b>    | <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 |
| <b>Secondary granular magnesium:</b> | <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 |

I-4. **U.S. importers.**--Please provide the names, street addresses (not P.O. boxes), contacts, telephone numbers, and e-mail addresses of the **FIVE** largest U.S. importers of your firm's magnesium in 2009.

No.	Importer's name	Contact person	E-mail address	Area code and telephone number	Share of your 2009 exports (%)
1					
2					
3					
4					
5					

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

I-5. **U.S. production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce magnesium in the United States or other countries?

- No                       Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Mary Messer ([mary.messer@usitc.gov](mailto:mary.messer@usitc.gov)) for copies of that questionnaire).

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I-6. **U.S. importation.**--Does your firm or any related firm import or have any plans to import magnesium into the United States?

- No                       Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Mary Messer ([mary.messer@usitc.gov](mailto:mary.messer@usitc.gov)) for copies of that questionnaire).

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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 future 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.**

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

Company contact: \_\_\_\_\_  
 Name and title

( ) \_\_\_\_\_  
 Phone number E-mail address

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of 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 importation 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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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>
Pure magnesium _____	_____	_____
Alloy magnesium _____	_____	_____
_____	_____	_____
_____	_____	_____

<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.**--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-8a. **Share of sales (PURE MAGNESIUM).**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of **PURE MAGNESIUM**?

\_\_\_\_\_ Percent

II-8b. **Share of sales (ALLOY MAGNESIUM).**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of **ALLOY MAGNESIUM**?

\_\_\_\_\_ Percent

II-9. **Inventories in the United States.**--Has your firm, since 2004, maintained any inventories of **PURE OR ALLOY MAGNESIUM** in the United States (not including inventories held by firms identified in question I-3)?

- No       Yes--Report the quantity of such end-of-period inventories below.

<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>
Inventory of PURE magnesium						
Inventory of ALLOY magnesium						



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

**II-10. Barriers.--**

(a) Are your firm's exports of pure or alloy magnesium subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No  Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

Product	Country	Year imposed	Barrier (if tariff, give rate)
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(b) Are your firm's exports of pure or alloy magnesium subject to current investigations in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No  Yes--List the products(s), country(ies), and type of investigation.

Product	Country	Type of investigation
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

II-11. **Other export markets.**--Identify export markets (other than the United States) that you have developed or where you have increased your sales of pure or alloy magnesium since 2004. Please identify and discuss below.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

II-12. **Significance of antidumping duty orders.**--Describe the significance of the existing antidumping duty order covering imports of alloy magnesium from China and pure and alloy magnesium from Russia in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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II-13. **Anticipated changes if orders revoked.**--Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories 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 II.--TRADE AND RELATED INFORMATION--Continued**

II-14a. **Trade data (ALLOY MAGNESIUM).**-- Report production capacity, production, shipments, and inventories of **ALLOY MAGNESIUM** produced by your firm in **CHINA** during the specified periods. (See definitions in the instruction booklet.)

## CHINA

Quantity (in metric tons) and Value (in 1,000 dollars)								
Item	Calendar year						January-June	
	2004	2005	2006	2007	2008	2009	2009	2010
<b>Average production capacity<sup>1</sup> (A)</b>								
<b>Beginning-of-period inventories (B)</b>								
<b>Production<sup>2</sup> (C)</b>								
<b>Home market shipments:</b>								
Internal consumption/transfers quantity (D)								
Commercial shipments quantity (E)								
value (F)								
<b>Export shipments:</b>								
to the United States: <sup>3</sup> quantity (G)								
value (H)								
to the European Union: <sup>4</sup> quantity (I)								
value (J)								
to Asia: <sup>5</sup> quantity (K)								
value (L)								
to all other markets: <sup>6</sup> quantity (M)								
value (N)								
<b>Total exports (quantity) (O)</b>								
<b>Total shipments (quantity) (P)</b>								
<b>End-of-period inventories (Q)</b>								
<p><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.</p> <hr/> <p><sup>2</sup> Please estimate the percentage of total production of <b>ALLOY MAGNESIUM</b> in <b>CHINA</b> accounted for by your firm's production in 2009: _____ Percent</p> <p><sup>3</sup> Please estimate the percentage of total exports to the United States of <b>ALLOY MAGNESIUM</b> in <b>CHINA</b> accounted for by your firm's exports in 2009: _____ Percent</p> <p><sup>4</sup> Identify your principal <i>European Union</i> export markets: _____.</p> <p><sup>5</sup> Identify your principal <i>Asian</i> export markets: _____.</p> <p><sup>6</sup> Identify your principal <i>other</i> export markets: _____.</p>								

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

II-14b. **Trade data (PURE MAGNESIUM).**-- Report production capacity, production, shipments, and inventories of **PURE MAGNESIUM** produced by your firm in **CHINA** during the specified periods. (See definitions in the instruction booklet.)

## CHINA

Quantity (in metric tons) and Value (in 1,000 dollars)								
Item	Calendar year						January-June	
	2004	2005	2006	2007	2008	2009	2009	2010
<b>Average production capacity</b> <sup>1</sup> (A)								
<b>Beginning-of-period inventories</b> (B)								
<b>Production</b> <sup>2</sup> (C)								
<b>Home market shipments:</b>								
Internal consumption/transfers <i>quantity</i> (D)								
Commercial shipments <i>quantity</i> (E)								
<i>value</i> (F)								
<b>Export shipments:</b>								
to the United States: <sup>3</sup> <i>quantity</i> (G)								
<i>value</i> (H)								
to the European Union: <sup>4</sup> <i>quantity</i> (I)								
<i>value</i> (J)								
to Asia: <sup>5</sup> <i>quantity</i> (K)								
<i>value</i> (L)								
to all other markets: <sup>6</sup> <i>quantity</i> (M)								
<i>value</i> (N)								
<b>Total exports</b> ( <i>quantity</i> ) (O)								
<b>Total shipments</b> ( <i>quantity</i> ) (P)								
<b>End-of-period inventories</b> (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.

<sup>2</sup> Please estimate the percentage of total production of **PURE MAGNESIUM** in **CHINA** accounted for by your firm's production in 2009: \_\_\_\_ Percent

<sup>3</sup> Please estimate the percentage of total exports to the United States of **PURE MAGNESIUM** in **CHINA** accounted for by your firm's exports in 2009: \_\_\_\_ Percent

<sup>4</sup> Identify your principal *European Union* export markets: \_\_\_\_\_.

<sup>5</sup> Identify your principal *Asian* export markets: \_\_\_\_\_.

<sup>6</sup> Identify your principal *other* export markets: \_\_\_\_\_.

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

II-14c. **Trade data (ALLOY MAGNESIUM).**-- Report production capacity, production, shipments, and inventories of **ALLOY MAGNESIUM** produced by your firm in **RUSSIA** during the specified periods. (See definitions in the instruction booklet.)

**RUSSIA**

Quantity (in metric tons) and Value (in 1,000 dollars)								
Item	Calendar year						January-June	
	2004	2005	2006	2007	2008	2009	2009	2010
<b>Average production capacity</b> <sup>1</sup> (A)								
<b>Beginning-of-period inventories</b> (B)								
<b>Production</b> <sup>2</sup> (C)								
<b>Home market shipments:</b>								
Internal consumption/transfers <i>quantity</i> (D)								
Commercial shipments <i>quantity</i> (E)								
<i>value</i> (F)								
<b>Export shipments:</b>								
to the United States: <sup>3</sup> <i>quantity</i> (G)								
<i>value</i> (H)								
to the European Union: <sup>4</sup> <i>quantity</i> (I)								
<i>value</i> (J)								
to Asia: <sup>5</sup> <i>quantity</i> (K)								
<i>value</i> (L)								
to all other markets: <sup>6</sup> <i>quantity</i> (M)								
<i>value</i> (N)								
<b>Total exports</b> ( <i>quantity</i> ) (O)								
<b>Total shipments</b> ( <i>quantity</i> ) (P)								
<b>End-of-period inventories</b> (Q)								
<p><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.</p> <hr/> <p><sup>2</sup> Please estimate the percentage of total production of <b>ALLOY MAGNESIUM</b> in <b>RUSSIA</b> accounted for by your firm's production in 2009: _____ Percent</p> <p><sup>3</sup> Please estimate the percentage of total exports to the United States of <b>ALLOY MAGNESIUM</b> in <b>RUSSIA</b> accounted for by your firm's exports in 2009: _____ Percent</p> <p><sup>4</sup> Identify your principal <i>European Union</i> export markets: _____.</p> <p><sup>5</sup> Identify your principal <i>Asian</i> export markets: _____.</p> <p><sup>6</sup> Identify your principal <i>other</i> export markets: _____.</p>								

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

II-14d. **Trade data (PURE MAGNESIUM).**-- Report production capacity, production, shipments, and inventories of **PURE MAGNESIUM** produced by your firm in **RUSSIA** during the specified periods. (See definitions in the instruction booklet.)

**RUSSIA**

Quantity (in metric tons) and Value (in 1,000 dollars)								
Item	Calendar year						January-June	
	2004	2005	2006	2007	2008	2009	2009	2010
<b>Average production capacity</b> <sup>1</sup> (A)								
<b>Beginning-of-period inventories</b> (B)								
<b>Production</b> <sup>2</sup> (C)								
<b>Home market shipments:</b>								
Internal consumption/transfers quantity (D)								
Commercial shipments quantity (E)								
value (F)								
<b>Export shipments:</b>								
to the United States: <sup>3</sup> quantity (G)								
value (H)								
to the European Union: <sup>4</sup> quantity (I)								
value (J)								
to Asia: <sup>5</sup> quantity (K)								
value (L)								
to all other markets: <sup>6</sup> quantity (M)								
value (N)								
<b>Total exports</b> (quantity) (O)								
<b>Total shipments</b> (quantity) (P)								
<b>End-of-period inventories</b> (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.

<sup>2</sup> Please estimate the percentage of total production of **PURE MAGNESIUM** in **RUSSIA** accounted for by your firm's production in 2009: \_\_\_\_\_ Percent

<sup>3</sup> Please estimate the percentage of total exports to the United States of **PURE MAGNESIUM** in **RUSSIA** accounted for by your firm's exports in 2009: \_\_\_\_\_ Percent

<sup>4</sup> Identify your principal *European Union* export markets: \_\_\_\_\_.

<sup>5</sup> Identify your principal *Asian* export markets: \_\_\_\_\_.

<sup>6</sup> Identify your principal *other* export markets: \_\_\_\_\_.

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

II-15. **Reconciliation of trade data.**—

- (a) The quantities reported in question II-14 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - E - G - I - K - M = Q$  Do these data reconcile?  Yes  No--Please explain: \_\_\_\_\_

- (b) Further, the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line Q 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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**PART III.--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)).

III-1. Please identify the individual to be contacted regarding the confidential information requested in parts III?

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

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: ( ) \_\_\_\_\_

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

III-2. **Contract versus spot.**--Approximately what share of your firm's sales of magnesium to U.S. customers in 2009 was on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

III-3. **Long-term contract provisions.**--If you sell magnesium to U.S. customers 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

III-4. **Short-term contract provisions.**--If you sell magnesium to U.S. customers 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



**PART III.--MARKET FACTORS--Continued**

III-5. **Lead times.**--What is the average lead time for magnesium to U.S. customers between a customer's order and the date of delivery for your firm's sales of 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>	

III-6. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for magnesium since 2004? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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III-7. **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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**PART III.--MARKET FACTORS--Continued**

**III-8. Availability of SUBJECT import supply.--**

(a) Do you anticipate any changes in terms of the availability of Chinese or Russian-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 identify the changes, including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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**III-9. 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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**III-10. Product shifting.--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 (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) 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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**III-11. Product changes.--Is the product range, product mix, or marketing of magnesium in your home market different from that of magnesium for export to the United States or to third-country markets?**

- No                       Yes—Please explain.

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**PART III.--MARKET FACTORS--Continued**

**III-11. Product changes.—Continued.**

Have there been any significant changes in the product range, product mix, or marketing of magnesium in your home market, for export to the United States, or for export to third-country markets since 2004?

No             Yes--Please describe.

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**III-12. Anticipated product changes.—Do you anticipate changes in the product range, product mix, or marketing of magnesium in your home market, for exports to the United States, or for exports to third-country markets in the future.**

No             Yes--Please explain.

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**III-13. 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/>

**PART III.--MARKET FACTORS--Continued**

III-14. **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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III-15. **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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III-16. **Interchangeability.**--Is the magnesium produced by your firm and sold in its home market interchangeable (*i.e.*, can be used in the same applications) with your firm's magnesium sold to the United States and/or to third-country markets?

- Yes             No--Identify the market(s) and any differences in the products.

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III-17. **End uses.**--Describe the end uses of both pure and alloy magnesium that you manufacture and sell to your home market. If these end uses differ from those of the magnesium you sell to the U.S. market or to third-country markets, explain.

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III-18. **Changes in end uses.**--Have there been any changes in the end uses of magnesium since 2004?

- No             Yes--Please describe.

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**PART III.--MARKET FACTORS--Continued**

III-19. **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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III-20. **Demand trends.**--How has the demand for magnesium changed since January 1, 2004? What principal factors affect changes in demand?

	<u>Increased</u>	<u>No change</u>	<u>Decreased</u>	<u>Fluctuated</u>
<b>Pure Magnesium</b>				
Demand in:				
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Alloy Magnesium</b>				
Demand in:				
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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**PART III.--MARKET FACTORS--Continued**

III-21. **Anticipated demand trends.**-- How do you anticipate demand will change for magnesium in the future? What principal factors that will affect these changes in demand?

	<u>Increased</u>	<u>No change</u>	<u>Decreased</u>	<u>Fluctuated</u>
<b>Pure Magnesium</b>				
Demand in:				
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Alloy Magnesium</b>				
Demand in:				
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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III-22. **Price differences.**--Please compare market prices of magnesium in your home market, the United States, and third-country markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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III-23. **Description of home market.**--Describe briefly your home market for magnesium, including the number of, and competition between, producers.

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**PART III.--MARKET FACTORS--Continued**

III-24. **Import competition.**--Do you face competition from imports of magnesium in your home market?

No

Yes--Please identify the country sources of any imports of magnesium into your home market.

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