

U.S. PRODUCERS' QUESTIONNAIRE

BRASS SHEET AND STRIP FROM FRANCE, GERMANY, ITALY, AND JAPAN

This questionnaire must be received by the Commission by no later than November 23, 2011

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty orders concerning C20000-series brass sheet and strip from France, Germany, Italy and Japan (Inv. No. 731-TA-313, 314, 317, 379 (Third Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).**

Name of firm _____	
Address _____	
City _____	State _____ Zip Code _____
World Wide Web address _____	
Has your firm produced C20000-series brass sheet and strip (as defined in the instruction booklet) at any time since January 1, 2005?	
<input type="checkbox"/> NO	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES	(Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury proceedings 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 proceedings 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:

Fax

E-mail address

PART II.--TRADE AND RELATED 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. **Position regarding continuation of order.**--Do you support or oppose continuation of the antidumping duty order currently in place for C20000-series brass sheet and strip from the following countries?

France	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Germany	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Italy	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Japan	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position

PART II.--TRADE AND RELATED 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, that are engaged in importing C20000-series brass sheet and strip from France, Germany, Italy or Japan into the United States or that are engaged in exporting C20000-series brass sheet and strip from France, Germany, Italy and/or Japan 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, that are engaged in importing C20000-series brass sheet and strip from countries other than France, Germany, Italy or Japan into the United States or that are engaged in exporting C20000-series brass sheet and strip from countries other than France, Germany, Italy and/or Japan to the United States?

No Yes--List the following information.

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

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

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of C20000-series brass sheet and strip?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</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 C20000-series brass sheet and strip?

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

I-9. **Nature of production operations.**--Please identify the nature of your U.S. production operations and your production capabilities with respect to C20000-series brass sheet and strip as follows:

1. We are an: integrated producer reroller both

2. We perform the following production processes to produce C20000-series brass sheet and strip (check all that apply):

- casting
- hot rolling
- cold rolling of brass sheet and strip we produce
- cold rolling of brass sheet and strip reroll material purchased from others

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

Further information on this part of the questionnaire can be obtained from Joanna Lo (202-205-1888, joanna.lo@usitc.gov). Supply all data requested on a calendar-year basis.

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

Name and title: _____

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

E-mail: _____ Telephone: _____

Fax: _____

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of C20000-series brass sheet and strip since January 1, 2005.

(check as many as appropriate)

(please describe)

plant openings _____

plant closings _____

relocations _____

expansions _____

acquisitions _____

consolidations _____

restructurings _____

company or significant asset sales _____

prolonged shutdowns or production curtailments _____

revised labor agreements _____

other (e.g., technology) _____

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 C20000-series brass sheet and strip 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 C20000-series brass sheet and strip (in 1,000 pounds) for 2011 and 2012.**

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

II-4. **Anticipated changes in operations in the event the orders are revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of C20000-series brass sheet and strip in the future if the antidumping duty orders on C20000-series brass sheet and strip from France, Germany, Italy, and/or Japan 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. **Include in your response a specific projection of your firm's capacity to produce C20000-series brass sheet and strip (in 1,000 pounds) for 2011 and 2012.**

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

II-5. **Same equipment, machinery, and workers.**--Has your firm since 2005 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of C20000-series brass sheet and strip and/or using the same production and related workers employed to produce C20000-series brass sheet and strip?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and C20000-series brass sheet and strip in the periods indicated.

(Quantity in 1,000 pounds)						
Production stage	2005	2006	2007	2008	2009	2010
Casting (all copper and copper alloy):						
Total production capacity						
Production						
Hot-rolling:						
Total production capacity						
Production:						
C20000-series brass sheet and strip (subject)						
Other copper-alloy and copper sheet and strip						
Plate of any alloy						
Foil of any alloy						
Other flat-rolled products						
Total production						
Cold-rolling:						
Total production capacity						
Production:						
C20000-series brass sheet and strip (subject)						
Other copper-alloy and copper sheet and strip						
Plate of any alloy						
Foil of any alloy						
Other flat-rolled products						
Total production						
Annealing:						
Total production capacity						
Production:						
C20000-series brass sheet and strip (subject)						
Other copper-alloy and copper sheet and strip						
Plate of any alloy						
Foil of any alloy						
Other flat-rolled products						
Total production						

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

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

Casting Stage: _____

Hot-rolling Stage: _____

Cold-rolling Stage: _____

Annealing Stage: _____

II-7. **Production shifting.**--Is your firm able to switch production between C20000-series brass sheet and strip and other products in response to a relative change in the price of C20000-series brass sheet and strip vis-a-vis the price of other products, using the same equipment and/or 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 C20000-series brass sheet and strip.

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

II-8. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of C20000-series brass sheet and strip in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)								
Item	Calendar year						January-September	
	2005	2006	2007	2008	2009	2010	2010	2011
Average production capacity ¹ (quantity) (A)								
Beginning-of-period inventories (quantity) (B)								
Production (quantity) (C)								
U.S. shipments:								
Commercial toll shipments:								
quantity (D)								
value (E)								
Commercial nontoll shipments:								
quantity (F)								
value (G)								
Internal consumption: ²								
quantity (H)								
value (I)								
Transfers to related firms: ²								
quantity (J)								
value (K)								
Export shipments: ³								
quantity (L)								
value (M)								
End-of-period inventories (quantity) (N)								
Channels of distribution:								
U.S. shipments to distributors (quantity) (O)								
U.S. shipments to end users (quantity) (P)								
Employment data:								
Average number of PRWs (number) (Q)								
Hours worked by PRWs (1,000 hours) (R)								
Wages paid to PRWs (value) (S)								
¹ The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>								
² Internal consumption and transfers to related firms 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: <hr/>								
³ Identify your principal export markets: _____ <hr/>								

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

II-10. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the **reroll** of C20000-series brass sheet and strip in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)								
Item	Calendar year						January-September	
	2005	2006	2007	2008	2009	2010	2010	2011
Average production capacity ¹ (quantity) (A)								
Beginning-of-period inventories (quantity) (B)								
Production (quantity) (C)								
U.S. shipments:								
Commercial shipments:								
quantity (D)								
value (E)								
Internal consumption: ²								
quantity (F)								
value (G)								
Transfers to related firms: ²								
quantity (H)								
value (I)								
Export shipments: ³								
quantity (J)								
value (K)								
End-of-period inventories (quantity) (L)								
Channels of distribution:								
U.S. shipments to distributors (quantity) (M)								
U.S. shipments to end users (quantity) (N)								
Employment data:								
Average number of PRWs (number) (O)								
Hours worked by PRWs (1,000 hours) (P)								
Wages paid to PRWs (value) (Q)								
¹ The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>								
² Internal consumption and transfers to related firms 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: <hr/>								
³ Identify your principal export markets: _____. <hr/>								

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

II-11. Reconciliation of trade data for producers.--

- (a) Please note that the quantities reported in question II-8 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J - L = N$ Do these data reconcile? Yes No--Please explain _____

$D + F + H + J = O + P$ 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 N of year 2005 should equal line B of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

II-12. Reconciliation of trade data for rerollers.--

- (a) Please note that the quantities reported in question II-10 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 2005 should equal line B of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

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

II-13. **Transfers to related firms.**--If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-14. **Purchases.**--Other than direct imports, has your firm otherwise purchased C20000-series brass sheet and strip since January 1, 2005? (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 quantity and value of such purchases below for the specified periods

Reasons: _____

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>						
Item	2005	2006	2007	2008	2009	2010
PURCHASES FROM U.S. IMPORTERS ¹ OF C20000-SERIES BRASS SHEET AND STRIP FROM.--						
FRANCE:						
<i>quantity</i>						
<i>value</i>						
GERMANY:						
<i>quantity</i>						
<i>value</i>						
ITALY:						
<i>quantity</i>						
<i>value</i>						
JAPAN:						
<i>quantity</i>						
<i>value</i>						
All other countries:						
<i>quantity</i>						
<i>value</i>						
PURCHASES FROM DOMESTIC PRODUCERS: ²						
<i>quantity</i>						
<i>value</i>						
PURCHASES FROM OTHER SOURCES:						
<i>quantity</i>						
<i>Value</i>						
¹ 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. _____ _____						
² Please list the name of the domestic producer(s) from which you purchased this product. _____ _____						

II-15. **Toll production.**--Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of C20000-series brass sheet and strip?

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

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

II-16. **FTZ.**--Does your firm produce C20000-series brass sheet and strip in a foreign trade zone (FTZ)?

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

II-17. **Direct imports.**--Since January 1, 2005, has your firm imported C20000-series brass sheet and strip?

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

For questions II-18 and II-19, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-18. **Effect of orders.**--Describe the significance of the existing antidumping duty orders covering imports of C20000-series brass sheet and strip from France, Germany, Italy, and Japan in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

II-19. **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 C20000-series brass sheet and strip in the future if the antidumping duty order on C20000-series brass sheet and strip from France, Germany, Italy, and Japan were to be revoked?

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

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Mary Klir (202-205-3247, mary.klir@usitc.gov).

III-1. Please identify the individual to be contacted regarding the confidential information requested in part 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. **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, 10Qs,
 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 C20000-series brass sheet and strip, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

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

PART III.--FINANCIAL INFORMATION--Continued

III-5. **Other products.**--Please list any other products you produced in the facilities in which you produced C20000-series brass sheet and strip, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your firm receive **inputs** (raw materials, labor, energy, or any other services) used in the production of C20000-series brass sheet and strip from any related firms?

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

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of C20000-series brass sheet and strip that your firm receives from related parties.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 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

PART III.--FINANCIAL INFORMATION--Continued

III-10. **Operations on C20000-series brass sheet and strip.**--Report the revenue and related cost information requested below on the C20000-series brass sheet and strip operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

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

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

² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.

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

⁴ COGS should include costs associated with CS, TR, IC, and Transfers, as well as export shipments in question II-8.

⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-10. Operations on C20000-series brass sheet and strip.--Continued

Quantity (in 1,000 pounds) and value (in \$1,000)		
Item	January-September 2010	January-September 2011
Net sales quantities: ³		
Commercial sales		
Tolling revenue		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
Net sales values: ³		
Commercial sales		
Tolling revenue		
Internal consumption		
Transfers to related firms		
Total net sales values		
Cost of goods sold (COGS): ⁴		
Raw materials		
Direct labor		
Other factory costs		
Total COGS		
Gross profit or (loss)		
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received ⁵		
All other income items		
All other income or expenses, net		
Net income or (loss) before income taxes		
Depreciation/amortization included above		

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

² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.

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

⁴ COGS should include costs associated with CS, TR, IC, and Transfers, as well as export shipments in question II-8.

⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of C20000-series brass sheet and strip. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for C20000-series brass sheet and strip in the normal course of business, please estimate this information based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

Note: Total assets should be net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Total assets (net)						

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on C20000-series brass sheet and strip. 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	Fiscal years ended--						January-September	
	_____	_____	_____	_____	_____	_____	2010	2011
Capital expenditures								
Research and development expenses								

III-13. **Data consistency and reconciliation.**--

Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year: Calendar year (_____) or Fiscal year (_____)

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-8 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-8?

Yes No--Please explain _____

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250, amelia.preece@usitc.gov).

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

Name and title: _____

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

E-mail: _____ Telephone: _____

Fax: _____

PRICE DATA

IV-2. This question 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 2005 of the following products produced by your firm.

Product 1.— Distributors, CDA end-use classification 920, CDA alloy 260, 0.020-inch to 0.025-inch thick by maximum yield width, uncoated, without special surface finish, without special annealing requirements, and without special tolerances

Product 2.-- Reroll, CDA end-use classification 910, alloy 260, 0.050-inch to 0.080-inch thick by maximum yield width, uncoated, without special surface finish, without special annealing requirements, and without special tolerances

Product 3.— Automotive electrical, CDA end-use classification 320, CDA alloy 230 and/or alloy 260, 0.0098 inch to 0.020 inch by 0.5 inch to 2 inches in width, not tin coated

Product 4.—Closures, CDA end-use classification 620, CDA alloy 260, 0.010-inch - 0.016-inch thick by 1 inch to 4 inches in width

Product 5.— End users, CDA alloy 272, 0.015-inch to 0.020-inch thick, 0.75 – 2.00 inch wide, without coating, without special tolerances, and without special surface finish

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.

Fabrication should include fabrication charges plus any surcharges/additions related to fabrication such as energy surcharges.

Metal exchange price component should be the LME/COMEX settlement prices you used for zinc and copper for the product on the date the metal price was fixed.

Metal premium should include any additions to the cost of metal reported in the “metal exchanged price component” above, such as interest surcharges or other riders/surcharges.

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

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

(Quantity in pounds, value in dollars)							
Period of shipment	Product 1 nontolled sales					Product 1 tolled sales	
	Quantity	Fabrication	Value			Quantity	Fabrication value
			Metal exchange price component	Metal premium	Total		
2005:							
January-March							
April-June							
July-September							
October-Dec.							
2006:							
January-March							
April-June							
July-September							
October-Dec.							
2007:							
January-March							
April-June							
July-September							
October-Dec.							
2008:							
January-March							
April-June							
July-September							
October-Dec.							
2009:							
January-March							
April-June							
July-September							
October-Dec.							
2010:							
January-March							
April-June							
July-September							
October-Dec.							
2011:							
January-March							
April-June							
July-September							

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

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

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

IV-2. **Pricing data.**—Continued

(Quantity in pounds, value in dollars)							
Period of shipment	Product 2 nontolled sales					Product 2 tolled sales	
	Quantity	Fabrication	Value			Quantity	Fabrication value
			Metal exchange price component	Metal premium	Total		
2005:							
January-March							
April-June							
July-September							
October-Dec.							
2006:							
January-March							
April-June							
July-September							
October-Dec.							
2007:							
January-March							
April-June							
July-September							
October-Dec.							
2008:							
January-March							
April-June							
July-September							
October-Dec.							
2009:							
January-March							
April-June							
July-September							
October-Dec.							
2010:							
January-March							
April-June							
July-September							
October-Dec.							
2011:							
January-March							
April-June							
July-September							

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

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 2: _____

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

IV-2. **Pricing data.**—Continued

(Quantity in pounds, value in dollars)							
Period of shipment	Product 3 nontolled sales					Product 3 tolled sales	
	Quantity	Fabrication	Value			Quantity	Fabrication value
			Metal exchange price component	Metal premium	Total		
2005:							
January-March							
April-June							
July-September							
October-Dec.							
2006:							
January-March							
April-June							
July-September							
October-Dec.							
2007:							
January-March							
April-June							
July-September							
October-Dec.							
2008:							
January-March							
April-June							
July-September							
October-Dec.							
2009:							
January-March							
April-June							
July-September							
October-Dec.							
2010:							
January-March							
April-June							
July-September							
October-Dec.							
2011:							
January-March							
April-June							
July-September							

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

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: _____

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

IV-2. **Pricing data.**—Continued

(Quantity in pounds, value in dollars)							
Period of shipment	Product 4 nontolled sales					Product 4 tolled sales	
	Quantity	Fabrication	Value			Quantity	Fabrication value
			Metal exchange price component	Metal premium	Total		
2005:							
January-March							
April-June							
July-September							
October-Dec.							
2006:							
January-March							
April-June							
July-September							
October-Dec.							
2007:							
January-March							
April-June							
July-September							
October-Dec.							
2008:							
January-March							
April-June							
July-September							
October-Dec.							
2009:							
January-March							
April-June							
July-September							
October-Dec.							
2010:							
January-March							
April-June							
July-September							
October-Dec.							
2011:							
January-March							
April-June							
July-September							

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

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 4: _____

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

IV-2. **Pricing data.**—Continued

(Quantity in pounds, value in dollars)							
Period of shipment	Product 5 nontolled sales					Product 5 tolled sales	
	Quantity	Fabrication	Value			Quantity	Fabrication value
			Metal exchange price component	Metal premium	Total		
2005:							
January-March							
April-June							
July-September							
October-Dec.							
2006:							
January-March							
April-June							
July-September							
October-Dec.							
2007:							
January-March							
April-June							
July-September							
October-Dec.							
2008:							
January-March							
April-June							
July-September							
October-Dec.							
2009:							
January-March							
April-June							
July-September							
October-Dec.							
2010:							
January-March							
April-June							
July-September							
October-Dec.							
2011:							
January-March							
April-June							
July-September							

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

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 5: _____

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

IV-3. (a) **Price setting.--** How does your firm determine the prices (including surcharges) that it charges for fabrication in your sales of C20000-series brass sheet and strip (*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: _____

(b) How does your firm determine the prices that it charges for metal in your sales of C20000-series brass sheet and strip? Include what specific reference prices for copper and zinc you use and time lags between when the price of metal changes and when the price your charge changes.

(c) If you sell both tolled and nontolled C20000-series brass sheet and strip do the prices you charge for fabrication of tolled and nontolled differ? Please explain why.

- No
- Yes
- Do not sell both tolled and nontolled.

(d) Please include with your responses copies of all general price announcements between January 1, 2005 and the date of the submission of your response to this questionnaire that includes notice of a price change for C20000-series brass sheet and strip.

IV-4. **Surcharges.--**

(a) Since 2005, has your firm included surcharges on its invoices for any of the following (check all that apply)?

- Raw materials
- Fuel
- Energy
- Transportation
- Other: _____

(b) How did your firm determine the surcharge(s) (e.g., which indices were used)?

(c) Please describe how the surcharges have changed since 2005.

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

IV-5. **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-6. **Pricing terms for C20000-series brass sheet and strip.**--

(a) What are your firm's typical sales terms for its U.S.-produced C20000-series brass sheet and strip (*e.g.*, 2/10 net 30 days)? _____.

(b) On what basis are your prices of domestic C20000-series brass sheet and strip usually quoted? (check one)

F.o.b.--Please specify point: _____ Delivered

IV-7. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced C20000-series brass sheet and strip in 2010 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	_____ %

IV-8. **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? _____ days

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

IV-9. **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? _____ days
- (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-10. **Lead times.**—

(a) 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 C20000-series brass sheet and strip?

<u>Source</u>	<u>Share of sales in 2010</u>	<u>Lead time</u>
From inventory	_____ %	_____ days
Produced to order	_____ %	_____ days
Total	100 %	

(b) Did you provide lead time information for C20000-series brass sheet and strip to your customers at any time since January 1, 2005?

- No Yes--Please report the average lead time you reported to your customers at (or as close as possible to) the end of the months in the table below.

Date	Lead time (days)	Date	Lead time (days)
March 2005		March 2009	
June 2005		June 2009	
September 2005		September 2009	
December 2005		December 2009	
March 2006		March 2010	
June 2006		June 2010	
September 2006		September 2010	
December 2006		December 2010	
March 2007		March 2011	
June 2007		June 2011	
September 2007		September 2011	
December 2007			
March 2008			
June 2008			
September 2008			
December 2008			

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

IV-11. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of C20000-series brass sheet and strip 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.

IV-12. Geographical shipments.-- What is the geographic market area in the United States served by your firm's C20000-series brass sheet and strip? (check all that apply)

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

IV-13. End uses.--List the end uses of the C20000-series brass sheet and strip that you manufacture. For each end-use product, what percentage of the total cost is accounted for by C20000-series brass sheet and strip and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	C20000-series brass sheet and strip (percent)	Other inputs (percent)	
1.	%	%	100%
2.	%	%	100%
3.	%	%	100%

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

IV-14. **Changes in end uses.**--Have there been any changes in the end uses of C20000-series brass sheet and strip since 2005?

No Yes--Please describe.

IV-15. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of C20000-series brass sheet and strip in the future?

No Yes--Please describe and identify the time period

IV-16. **Substitutes.**—Are there any nonsubject products that may be substituted for C20000-series brass sheet and strip?

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 C20000-series brass sheet and strip since January 1, 2005
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____

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

IV-17. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for C20000-series brass sheet and strip since 2005?

No Yes--Please explain.

IV-18. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for C20000-series brass sheet and strip?

No Yes--Please describe.

IV-19. **Raw materials.**—

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for C20000-series brass sheet and strip since 2005?

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

No Yes—Please explain.

IV-20. **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 C20000-series brass sheet and strip in the U.S. market since 2005?

No Yes-- Please provide details.

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

IV-21. Availability of supply (U.S.-produced).--

(a) Do you anticipate any changes in terms of the availability of U.S.-produced C20000-series brass sheet and strip in the U.S. market in the future?

- Increase No change Decrease

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

IV-22. Availability of supply (nonsubject).--Has the availability of NONSUBJECT C20000-series brass sheet and strip (*i.e.*, C20000-series brass sheet and strip imported from countries other than France, Germany, Italy and Japan) changed since 2005?

- No Yes--Please explain.

IV-23. Export constraints.--Describe how easily your firm can shift its sales of C20000-series brass sheet and strip 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 C20000-series brass sheet and strip between the U.S. and alternative country markets within a 12-month period.

IV-24. Product changes.--Have there been any significant changes in the product range, product mix, or marketing of C20000-series brass sheet and strip since 2005?

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

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

IV-25. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of C20000-series brass sheet and strip in the future?

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

IV-26. **Demand trends.**--

(a) How has the demand within the United States for C20000-series brass sheet and strip changed since January 1, 2005? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated Don't Know

(b) How has the demand outside the United States for C20000-series brass sheet and strip changed since January 1, 2005? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated Don't Know

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

IV-27. Anticipated demand trends.—

- (a) How do you anticipate demand will change within the United States for C20000-series brass sheet and strip in the future? What principal factors will affect these changes in demand?

Increase No Change Decrease Fluctuate

- (b) How do you anticipate demand will change outside the United States for C20000-series brass sheet and strip? What principal factors will affect these changes in demand?

Increase No Change Decrease Fluctuate

IV-28. Conditions of competition.--

- (a) Is the C20000-series brass sheet and strip market subject to any business cycles or is it subject to special conditions of competition?

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

- (b) Have the business cycles or conditions of competition for C20000-series brass sheet and strip changed since 2005?

No Yes--Please explain any such changes.

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

IV-29. **Price comparisons.**—

- (a) Please compare market prices of C20000-series brass sheet and strip in U.S. and non-U.S. markets. Provide specific information as to time periods and regions for any price comparisons.

- (b) Do other markets use fabrication and metal value to set prices? Please explain any difference.

No Yes Do not know

- IV-30. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss C20000-series brass sheet and strip supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including France, Germany, Italy and Japan, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future.

- IV-31. **Barriers to trade.**--Are your exports of C20000-series brass sheet and strip subject to any tariff or non-tariff barriers to trade in other countries?

No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2005, or that are expected to occur in the future.

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

IV-33. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between C20000-series brass sheet and strip produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	France	Germany	Italy	Japan	Other countries
United States					
France	X				
Germany	X	X			
Italy	X	X	X		
Japan	X	X	X	X	

¹ For any country-pair for which differences other than price always or frequently are a significant factor in your firm's sales of C20000-series brass sheet and strip, identify the country-pair and report the advantages or disadvantages imparted by such differences:
