

## U.S. PRODUCERS' QUESTIONNAIRE

### ELECTROLYTIC MANGANESE DIOXIDE FROM AUSTRALIA AND CHINA

This questionnaire must be received by the Commission by no later than August 20, 2014

*See 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 electrolytic manganese dioxide ("EMD") from Australia and China (Inv. Nos. 731-TA-1124 and 1125 (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 firm's possession (19 U.S.C. § 1333(a)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm produced EMD (as defined in the instruction booklet) at any time since January 1, 2008?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)
<b>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> (use the following PIN: EMDAC)</b>

### 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 this proceeding 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 this proceeding 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 this proceeding 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.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone:</i>	_____ <i>Email address</i>
	_____ <i>Fax:</i>	

**PART I.—GENERAL INFORMATION**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

Hours	Dollars

I-1b. **OMB feedback.**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your firm's response or send them to the above address.

I-2. **Establishments covered.**--Provide the city, state, zip code, and brief description of each 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 in the footnote to the table.

Establishments Covered <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: <hr/>			

I-3. **Position regarding continuation of order.**--Does your firm support or oppose continuation of the antidumping duty order currently in place for EMD from the following countries?

Country	Support	Oppose	Take no position
Australia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

I-4. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No  Yes--List the following information.

<b>Firm name</b>	<b>Address</b>	<b>Extent of ownership (percent)</b>

I-5. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing EMD from Australia and/or China into the United States or that are engaged in exporting EMD from Australia and/or China to the United States?

No  Yes--List the following information.

<b>Firm name</b>	<b>Address</b>	<b>Affiliation</b>

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing EMD from countries other than Australia and/or China into the United States or that are engaged in exporting EMD from countries other than Australia and/or China to the United States?

No  Yes--List the following information.

<b>Firm name and country</b>	<b>Address</b>	<b>Affiliation</b>

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

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of EMD?

No             Yes--List the following information.

<b>Firm name</b>	<b>Address</b>	<b>Affiliation</b>

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 EMD?

<b>No</b>	<b>Yes</b>	<b>If yes, please provide the requested documents. If you are not providing the requested documents, please explain why not.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

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

Further information on this part of the questionnaire can be obtained from **Cynthia Trainor (202-205-3354, cynthia.trainor@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
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 EMD since January 1, 2008.

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

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your firm's operations or organization (as noted above) relating to the production of EMD 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 EMD (in short tons) for 2014 and 2015.**

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**For question II-4, if your firm's 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 firm's operations or organization (as noted above) relating to the production of EMD in the future if the antidumping duty order on EMD from Australia and/or China 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 EMD (in short tons) for 2014 and 2015.**

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

II-5a. **Production and capacity.**-- Please report your firm's production of EMD, production of products made on the same equipment and machinery used to produce EMD, and the combined production capacity on this shared equipment and machinery in the periods indicated.

<i>(Quantity in short tons)</i>						
Item	2008	2009	2010	2011	2012	2013
<b>Overall production capacity</b>						
<b>Production of: EMD</b>						
Other products <sup>2</sup>						
<sup>1</sup> EMD production should equal production data reported in II-7.						
<sup>2</sup> Please identify: _____						

II-5b. **Operating parameters.**--The production capacity (see definitions in instruction booklet) reported in II-5a is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year.

II-5c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-5a, and explain any changes in reported capacity.

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II-5d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

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II-6. **Product shifting.**—

(i) Is your firm able to switch production (capacity) between EMD and other products using the same equipment and/or labor?

No                       Yes-- (i.e., have produced other products or are able to produce other products). Please identify other actual or potential products: \_\_\_\_\_

(ii) Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

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

II-7. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of EMD in your firm's U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)								
Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Average production capacity<sup>1</sup></b> (quantity) (A)								
<b>Beginning-of-period inventories</b> (quantity) (B)								
<b>Production</b> (quantity) (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
quantity (D)								
value (E)								
<b>Internal consumption:<sup>2</sup></b>								
quantity (F)								
value (G)								
<b>Transfers to related firms:<sup>2</sup></b>								
quantity (H)								
value (I)								
<b>Export shipments:<sup>3</sup></b>								
quantity (J)								
value (K)								
<b>End-of-period inventories</b> (quantity) (L)								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (M)								
U.S. shipments to end users (quantity) (N)								
<b>Employment data:</b>								
Average number of PRWs (number) (O)								
Hours worked by PRWs (1,000 hours) (P)								
Wages paid to PRWs (value) (Q)								

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

<sup>2</sup> Internal consumption and transfers to related firms should be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:

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



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

II-7. **Trade data.**—Continued

*Note.—The table below contains automatic calculations that will appear when you have entered data in the MS Word form fields in table II-7 on the previous page.*

<b>RECONCILIATION OF CHANNEL DATA</b>								
<i>Please ensure that the quantities reported for channels of distribution (i.e., lines M and N) in each time period equal the quantities reported for total U.S. shipments (i.e., lines D, F, and H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data in question II-7 needs to be revised prior to submission to the Commission.</i>								
Reconciliation item	Calendar years						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
Reconciliation should = 0 (if not revise)	0	0	0	0	0	0	0	0

<b>RECONCILIATION OF SHIPMENT, INVENTORY AND PRODUCTION DATA</b>								
<i>Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for the differences (e.g., theft, loss, damage, record systems issues, etc.).</i>								
Reconciliation item	Calendar years						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
Reconciliation should = 0 (if not, either revise data or explain the reason for the discrepancy below)	0	0	0	0	0	0	0	0
<i>Explanation for reconciliation not holding:</i>								
_____.								

II-8. **Transfers to related firms.**--If your firm reported transfers to related firms in question II-7, 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-9. **Purchases.**--Other than direct imports, has your firm otherwise purchased EMD since January 1, 2008? (See definitions in the instruction booklet.)

- No                       Yes-- Please indicate the reasons for your firm's purchases (if your firm's reasons differ by source, please elaborate) and report the quantity of such purchases below for the specified periods

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

<b>(Quantity in short tons)</b>						
<b>Item</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
PURCHASES FROM U.S. IMPORTERS <sup>1</sup> OF EMD FROM.— Australia						
China						
All other countries						
PURCHASES FROM DOMESTIC PRODUCERS: <sup>2</sup>						
<sup>1</sup> Please list the name of the importer(s) from which your firm purchased this product. If your firm's suppliers differ by source, please identify the source for each listed supplier. _____						
<sup>2</sup> Please list the name of the domestic producer(s) from which your firm purchased this product. _____ _____						

II-10. **Toll production.**--Since January 1, 2008, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of EMD?

- No                       Yes--Name firm(s): \_\_\_\_\_.

II-11. **FTZ.**--Does your firm produce EMD in a foreign trade zone (FTZ)?

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

II-12. **Direct imports.**--Since January 1, 2008, has your firm imported EMD?

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

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

**For questions II-14 and II-15, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

II-13. **Effect of order.**--Describe the significance of the existing antidumping duty orders covering imports of EMD from Australia and/or China 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.

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II-14. **Likely effect of revocation of order.**--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 EMD in the future if the antidumping duty orders on EMD from Australia and/or China 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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II-15. **Other explanations.**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to **David Boyland (202-708-4725, david.boyland@usitc.gov)**.

III-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Accounting system.**--Briefly describe your firm's financial accounting system.

A. When does your firm's fiscal year end (month and day)? \_\_\_\_\_  
If your firm's fiscal year changed during the data-collection period, explain below:  
\_\_\_\_\_

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include EMD:  
\_\_\_\_\_

2. Does your firm prepare profit/loss statements for EMD:

Yes  No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.

Audited,  unaudited,  annual reports,  10Ks,  10 Qs,  
 Monthly,  quarterly,  semi-annually,  annually

4. Accounting basis:  GAAP,  cash,  tax, or  other comprehensive basis of accounting (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 EMD, 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 firm's cost accounting system (e.g., standard cost, job order cost, etc.).  
\_\_\_\_\_  
\_\_\_\_\_

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



**PART III.--FINANCIAL INFORMATION--Continued**

III-8. **By-product revenue.**--Please indicate what by-products, if any, are produced in conjunction with EMD; e.g., the public description of the production process indicates that certain metals are extracted during the filtration process. As appropriate, please indicate the disposition of by-product(s), the extent to which an associated by-product value is recognized in the company's formal financial results, and whether or not the EMD cost of goods sold reported in table III-19 and III-21 were reduced in order to reflect the value of associated by-products.

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III-9. **Manganese ore supply and pricing.**--Please identify the source (company and geographic location) and primary purchase terms of your manganese ore, as well as how often purchase terms are renegotiated. Please describe any significant changes in manganese ore supplier, pricing and/or purchasing terms that occurred during the period.

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III-10. **Manganese ore mode of shipment.**--Please describe the manner and general quantities in which manganese ore is physically delivered to your company, how often, and extent of further processing prior to physical delivery. If physical delivery varies over the course of the year, please indicate in what manner. If there were any notable disruptions in manganese ore supply during the period examined, please elaborate.

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III-11. **Manganese ore grade.**--Please specify the grades of manganese ore purchased, as reflected in table III-12, each grade's share of total purchases in 2013, and whether these relative shares changed substantially during the period examined. Please also indicate whether the manganese ore is purchased in a raw or calcined form. If the form of purchased manganese ore changed during the period examined, please elaborate.

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**PART III.--FINANCIAL INFORMATION--Continued**

III-12. **Manganese ore purchases.**--For your firm's six most recently completed fiscal years, and for the specified interim periods, please report the volume (in short tons) of manganese ore purchased, associated purchase cost of manganese ore (in thousand dollars), and associated transportation/freight costs (in thousand dollars).

Item	Fiscal years ended--						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Quantity (in short tons)</b>								
Manganese ore short tons purchased								
<b>Value (in \$1,000)</b>								
Purchase cost of manganese ore								
Transportation/freight								
Total cost (sum of above items)								

III-13. **Energy inputs.**--With respect to electricity and natural gas consumed in the production of EMD, please describe all long-term supply arrangements, as well as the use of hedging instruments to mitigate price risk. Please indicate the extent to which these changed during the period examined.

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III-14. **Inputs from related parties.**--Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of EMD from any related parties?

Yes--Continue to question III-15.       No--Continue to question III-17.

**PART III.--FINANCIAL INFORMATION--Continued**

III-15. **Inputs from related parties.**--In the space provided below, identify the inputs used in the production of EMD that your firm purchases from related parties. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in the company's own accounting system, of the purchase cost from the related party; e.g., the related party's actual cost, cost plus, negotiated transfer price to approximate fair market value.

<u>Input</u>	<u>Related party</u>	<u>Share of total COGS</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
<u>Input valuation</u>	_____	_____
_____		

III-16. **Inputs from related parties at cost.**--All intercompany profit or loss on inputs purchased from related firms, as well as intra-division profit or loss, should be eliminated from the costs reported to the Commission in question III-19 and III-21; i.e., costs reported in question III-19 and III-21 should only reflect the related party's cost and not include an associated profit or loss 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--Please briefly describe how you eliminated intercompany/intra-division profit or (loss) on inputs purchased/received from related firms/or intra-division units within the same company to arrive at the actual costs incurred by the related firms/intra-division units.

\_\_\_\_\_  
 No—If an inter-company/intra-division profit or (loss) adjustment was applicable, please explain why this adjustment was not made.

\_\_\_\_\_



**PART III.--FINANCIAL INFORMATION--Continued**

III-17A. **Nonrecurring items (charges and gains) included in EMD financial results.**--For each annual and interim period for which financial results are reported in question III-19, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-19 line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-19; i.e., if an aggregate nonrecurring item has been allocated to table III-19, only the allocated value amount included in table III-19 should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported EMD financial results in table III-19.

	Fiscal years ended--						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific table III-19 line item where the nonrecurring item is classified.	<b>Nonrecurring item:</b> In these columns please report the amount ( <i>in \$1,000</i> ) of the relevant nonrecurring item reported in table III-19.							
1. , classified								
2. , classified								
3. , classified								
4. , classified								
5. , classified								
6. , classified								
7. , classified								

III-17B. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.**--If non-recurring items were reported in table III-17A above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., III-17A information designates where these items are reported in table III-19.

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III-18. **Internal consumption valuation.**--To the extent applicable, please describe the basis of the EMD internal consumption value reported in table III-19; e.g., does it reflect an average value of EMD purchased at arms-length multiplied by the volume of internally produced and consumed EMD or some other value? Note: As indicated in the instructions to table III-19, the value reported for internal consumption should reflect what the company reasonably considers or estimates to be a fair market value.

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**PART III.--FINANCIAL INFORMATION--Continued**

III-19. **Overall operations on EMD.**--Report the revenue and related cost information requested below on the overall EMD operations of your firm's U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related parties must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your firm's six most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

Item	Quantity (in short tons) and value (in \$1,000)					
	Fiscal years ended--					
	2008	2009	2010	2011	2012	2013
<b>Net sales quantities:</b> <sup>3</sup>						
Commercial sales ("CS")						
Internal consumption ("IC")						
Transfers to related firms ("Transfers")						
Total net sales quantities	0	0	0	0	0	0
<b>Net sales values:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values	0	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>4</sup>						
Manganese ore						
All other raw materials						
Direct labor						
Natural gas						
Electricity						
All other factory costs						
Total COGS	0	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0	0
<b>SG&amp;A expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses	0	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0	0
<b>Other expenses and income:</b>						
Interest expense						
All other expense items						
All other income items						
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0	0
<b>Depreciation/amortization included above</b>						

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

<sup>2</sup> Please eliminate any profits or losses on inputs from related parties pursuant question III-16. For each full-year year period please report the amount of relevant profit or loss (in \$1,000) eliminated from total COGS in this table: 2008 2009 2010 2011 2012 2013

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

<sup>4</sup> COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-7.

**PART III.--FINANCIAL INFORMATION--Continued**

III-19. **Overall operations on EMD.**—Continued

Quantity (in short tons) and value (in \$1,000)		
Item	January-June 2013	January-June 2014
<b>Net sales quantities:</b> <sup>3</sup>		
Commercial sales ("CS")		
Internal consumption ("IC")		
Transfers to related firms ("Transfers")		
Total net sales quantities	0	0
<b>Net sales values:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values	0	0
<b>Cost of goods sold (COGS):</b> <sup>4</sup>		
Manganese ore		
All other raw materials		
Direct labor		
Natural gas		
Electricity		
All other factory costs		
Total COGS	0	0
<b>Gross profit or (loss)</b>	0	0
<b>SG&amp;A expenses:</b>		
Selling expenses		
General and administrative expenses		
Total SG&A expenses	0	0
<b>Operating income (loss)</b>	0	0
<b>Other expenses and income:</b>		
Interest expense		
All other expense items		
All other income items		
<b>Net income or (loss) before income taxes</b>	0	0
<b>Depreciation/amortization included above</b>		
<sup>1</sup> Include only sales (whether <u>domestic or export</u> ) and costs related to your <u>U.S. manufacturing operations</u> . <sup>2</sup> Please <u>eliminate any profits or losses on inputs from related firms</u> pursuant question III-16. For each interim period please report the amount of relevant profit or loss (in \$1,000) eliminated from total COGS in this table: interim 2013                      interim 2014 <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>4</sup> COGS should include <u>costs associated with CS, IC, and Transfers</u> , as well as export shipments in question II-7.		

*Note -- The table above contains calculations that will appear when you have entered data in the MS word form fields.*

III-20. **Internal consumption.**--With respect to the total EMD sales reported in table III-19, does the majority represent internal consumption and/or transfers?

- Yes-continue to question III-21 below                       No-Continue to question III-22 below

**PART III.--FINANCIAL INFORMATION--Continued**

III-21. **Operations on EMD--commercial (trade) sales only.**--For commercial (trade) sales only, report the revenue and related cost information requested below on the EMD operations of your U.S. establishment(s).<sup>1,2</sup> Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland, Auditor at (202) 708-4725 or [david.boyland@usitc.gov](mailto:david.boyland@usitc.gov) before completing this section of the questionnaire.

Quantity (in short tons) and value (in \$1,000)						
Item	Fiscal years ended--					
	2008	2009	2010	2011	2012	2013
<b>Net sales quantities:</b> <sup>3</sup> Commercial sales ("CS")						
<b>Net sales values:</b> <sup>3</sup> Commercial sales						
<b>Cost of goods sold (COGS):</b> <sup>4</sup> Manganese ore						
All other raw materials						
Direct labor						
Natural gas						
Electricity						
All other factory costs						
Total COGS	0	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0	0
<b>SG&amp;A expenses:</b> Selling expenses						
General and administrative expenses						
Total SG&A expenses	0	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0	0
<b>Other expenses and income:</b> Interest expense						
All other expense items						
All other income items						
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0	0
<b>Depreciation/amortization included above</b>						

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

<sup>2</sup> Please eliminate any profits or (losses) on inputs from related parties pursuant question III-16. For each full-year year period please report the amount of relevant profit or loss (in \$1,000) eliminated from total COGS in this table: 2008                      2009                      2010                      2011                      2012  
2013

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

<sup>4</sup> COGS should include costs associated with corresponding shipments (U.S. and exports) reported in question II-7.

**PART III.--FINANCIAL INFORMATION--Continued**

**III-21. Operations on EMD--commercial (trade) sales only.--Continued**

<b>Quantity (in short tons) and value (in \$1,000)</b>		
<b>Item</b>	<b>January-June 2013</b>	<b>January-June 2014</b>
<b>Net sales quantities:</b> <sup>3</sup> Commercial sales ("CS")		
<b>Net sales values:</b> <sup>3</sup> Commercial sales		
<b>Cost of goods sold (COGS):</b> <sup>4</sup> Manganese ore		
All other raw materials		
Direct labor		
Natural gas		
Electricity		
All other factory costs		
Total COGS	0	0
<b>Gross profit or (loss)</b>	0	0
<b>SG&amp;A expenses:</b> Selling expenses		
General and administrative expenses		
Total SG&A expenses	0	0
<b>Operating income (loss)</b>	0	0
<b>Other expenses and income:</b> Interest expense		
All other expense items		
All other income items		
<b>Net income or (loss) before income taxes</b>	0	0
<b>Depreciation/amortization included above</b>		
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant question III-16. For each interim period please report the amount of relevant profit or loss (in \$1,000) eliminated from total COGS in this table: interim 2013                      interim 2014 <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>4</sup> COGS should include costs associated with corresponding shipments (U.S. and exports) reported in question II-7.		

*Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

**PART III.--FINANCIAL INFORMATION--Continued**

III-22. **Financial data reconciliation.**--The calculable line items from question III-19 and III-21 (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

Yes     No--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

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III-23. **Asset values.**--Report the total assets (*i.e.*, both current and long-term assets) associated with the production, warehousing, and sale of EMD. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for EMD in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your firm's cost allocations in the previous question. Provide data as of the end of your firm's six most recently completed fiscal years.

**Note:** Total assets should reflect 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--					
	2008	2009	2010	2011	2012	2013
<b>Total assets (net)</b>						

**PART III.--FINANCIAL INFORMATION--Continued**

III-24. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on EMD. Provide data for your firm's six most recently completed fiscal years, and for the specified interim periods.

Value (in \$1,000)								
Item	Fiscal years ended--						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
Capital expenditures								
Research and development expenses								

III-25. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-19, III-21, III-23, and III-24 are based on a calendar year or your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-19 should reconcile with the data reported in question II-7 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-19 reconcile with data in question II-7?

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-26. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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

Further information on this part of the questionnaire can be obtained from **James Fetzer (202-708-5403, james.fetzer@usitc.gov)**.

**Contact information**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	
Fax	

**PRICE DATA**

IV-1. This question requests quarterly quantity, f.o.b. value, and U.S.-inland freight and shipping costs data for your firm's commercial shipments to unrelated U.S. customers since 2008 of the following products produced by your firm.

**Product 1--Standard alkaline grade electrolytic manganese dioxide in powder form.**

**Please note that values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

During 2008-June 2014, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes</b> --Please complete the following pricing data table(s) as appropriate.
<input type="checkbox"/>	<b>No</b> --Skip to question IV-2.



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

IV-1. **Pricing data--Continued.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

**Report data in actual pounds and actual dollars (not 1,000s).**

<b>(Quantity in pounds; value and U.S.-inland freight and shipping costs in dollars)</b>			
<b>Period of shipment</b>	<b>Product 1</b>		
	<b>Quantity</b>	<b>F.o.b. value</b>	<b>U.S.-inland freight and shipping costs<sup>3</sup></b>
<b>2008:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2009:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2010:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2011:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2012:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2013:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2014:</b>			
January-March			
April-June			

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.  
<sup>3</sup> Transportation costs to ship U.S.-produced EMD from your firm's U.S. point of shipment.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of the product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

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

IV-2. **Price setting.**-- How does your firm determine the prices that it charges for sales of EMD (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-3. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-4. **Pricing terms.**--

(a) What are your firm's typical sales terms for its U.S.-produced EMD?

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of domestic EMD usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Contract versus spot.**-- Approximately what share of your firm's sales of its U.S.-produced EMD in 2013 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

	Type of sale			Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Short-term contracts (multiple deliveries up to and including 12 months)	Spot sales (for a single delivery)	
Share of your 2013 sales	%	%	%	0 %

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

IV-6. **Contract provisions.**— Please fill out the table regarding your firm’s typical sales contracts for EMD (or check “not applicable” if your firm does not sell on a long-term and/or short-term contract basis).

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	<b>Long-term contracts</b> (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

IV-7. **Negotiation process.**--Please explain the negotiation process, and the frequency of such negotiations, for your firm’s sales of U.S.-produced EMD to its U.S. battery-producer customers since January 2008. In addition, please explain the dynamics of the price quote/bid process between the initial price quote/bid and the final price quote/bid.

<b>Explain the negotiation process</b>

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

IV-8. **Qualification.**— Please fill out the table regarding your firm’s typical sales contracts for U.S.-produced EMD (or check “not applicable” if your firm does not sell on a long-term and/or short-term contract basis).

<b>Typical sales contract provisions</b>	<b>Yes</b>	<b>No</b>	<b>N/A</b>
Was your firm required to be qualified as a supplier of U.S.-produced EMD?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
If your firm produced more than a single formulation/grade of EMD, did any such qualification requirement also apply to each of your firm’s formulation(s)/grade(s) of its U.S.-produced EMD?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Does your firm need to separately qualify as a supplier of its U.S.-produced EMD to each of multiple U.S. plant locations of each of its U.S. battery-producer customers with more than one battery producing plant in the United States?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
If your firm produced EMD that was more than a single formulation/grade of EMD, did any such qualification requirement also apply to each of your firm’s formulation(s)/grade(s) of its U.S.-produced EMD?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Please identify the purchasers and formulations for which you must qualify your sales of EMD and explain difference in the qualifications between products and customers.			

IV-9. **Lead times.**--What is the typical lead time between a customer’s order and the date of delivery for your firm’s sales of your firm’s U.S.-produced EMD?

<b>Source</b>	<b>Share of 2013 sales</b>	<b>Lead time (days)</b>
From inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0 %	

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

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

- (a) What is the approximate percentage of the total delivered cost of EMD that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ %
- (b) Who generally arranges the transportation to your firm's customers' locations?  
 your firm     purchaser (check one)
- (c) Indicate the approximate percentage of your firm's sales of EMD that are delivered the following distances from your firm's production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (should sum to 100.0%)	0 %

- IV-11. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold its U.S.-produced EMD since January 1, 2008 (check all that apply)?

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

- IV-12. **End uses.**--List the end uses of the EMD that your firm manufactures. For each end-use product, what percentage of the total cost is accounted for by EMD and other inputs?

End use product	Share of total cost of end use product accounted for by		Total (should sum to 100.0% across)
	EMD	Other inputs	
	%	%	0 %
	%	%	0 %
	%	%	0 %

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

IV-13. **Changes in end uses.**--Have there been any changes in the end uses of EMD since January 1, 2008? Do you anticipate any future changes?

<b>Changes in end uses</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Substitutes.**-- Can other products be substituted for EMD?

No             Yes--Please fill out the table.

	<b>Substitute</b>	<b>End use in which this substitute is used</b>	<b>Have changes in the prices of this substitute affected the price for EMD?</b>		
			<b>No</b>	<b>Yes</b>	<b>Explanation</b>
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

IV-15. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for EMD since January 1, 2008? Do you anticipate any future changes?

<b>Changes in substitutes</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-16. **Raw materials.**-- Indicate how EMD raw materials prices have changed since January 1, 2008, and how you expect they will change in the future.

Raw materials prices	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for EMD.
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-17. **Availability of supply.**--Has the availability of EMD in the U.S. market changed since January 1, 2008? Do you anticipate any future changes?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
<b>Changes since 2008:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated changes:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	

IV-18. **Export constraints.**--Describe how easily your firm can shift its sales of EMD 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 EMD between the U.S. and alternative country markets within a 12-month period.

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

IV-19. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of EMD since January 1, 2008? Do you anticipate any future changes?

<b>Changes in product range, product mix, or marketing</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-20. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for EMD has changed since January 1, 2008, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

<b>Market</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explanation and factors</b>
<b>Demand since 2008</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated future demand</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	



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

**IV-21. Conditions of competition.--**

(a) Is the EMD market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to EMD?

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question IV-22.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for EMD since January 1, 2008?

<b>No</b>	<b>Yes</b>	<b>If yes, describe.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

**IV-22. Price comparisons.--**Please compare market prices of EMD in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

--

**IV-23. 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 EMD supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Australia and/or China, and (3) the world as a whole. Of particular interest is such data from 2008 to the present and forecasts for the future.

**IV-24. Barriers to trade.--**Are your firm's exports of EMD subject to any tariff or non-tariff barriers to trade in other countries?

<b>No</b>	<b>Yes</b>	<b>If yes, please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2008, or that are expected to occur in the future.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-25. **Interchangeability.**--Is EMD produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

<b>Country-pair</b>	Australia	China	Japan	South Africa	Other countries
United States					
Australia	X				
China	X	X			
Japan	X	X	X		
South Africa	X	X	X	X	
For any country-pair producing EMD which is <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use:					

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

IV-26. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between EMD produced in the United States and in other countries a significant factor in your firm's purchases of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

<b>Country-pair</b>	Australia	China	Japan	South Africa	Other countries
United States					
Australia	X				
China	X	X			
Japan	X	X	X		
South Africa	X	X	X	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's purchases of EMD, identify the country-pair and report the advantages or disadvantages imparted by such factors:					

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

IV-27. **Failed attempts to qualify or sell EMD.**-- Did your firm fail in its attempt to sell or qualify its U.S.-produced EMD to U.S. battery producers since January 2008? Please report the customer involved, the date(s) of such failed efforts, the formulation(s) of EMD offered and the type(s) of batteries for which each formulation of your EMD was intended to be used.

	No	Yes	Details of failed efforts
Failed to sell	<input type="checkbox"/>	<input type="checkbox"/>	
Failed to qualify	<input type="checkbox"/>	<input type="checkbox"/>	

IV-28. **Failed attempts to supply EMD.**-- Did your firm fail to supply, fully or partially, the agreed-upon quantity of its U.S.-produced EMD to its U.S. battery-producer customer(s) since January 2008? Please report the U.S. customer involved, the date of the occurrence, the quantity (in short tons) of EMD, the specific EMD formulation(s) involved, the category(ies) of EMD batteries affected, and the circumstances of the occurrence.

	No	Yes	Details of failed supply
Failed to supply fully	<input type="checkbox"/>	<input type="checkbox"/>	
Failed to supply partially	<input type="checkbox"/>	<input type="checkbox"/>	

IV-29. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.