

U.S. PURCHASERS' 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 possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from James Fetzer (202-708-5403, james.fetzer@usitc.gov).

| |
|---|
| Name of firm _____ |
| Address _____ |
| City _____ State _____ Zip Code _____ |
| World Wide Web address _____ |
| Has your firm purchased EMD (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) at any time since January 1, 2008? |
| <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) |
| Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (use the following PIN: EMDAC) |

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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

| Hours | Dollars |
|-------|---------|
| | |

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

I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire, if different from that listed on the cover page (see page 3 of the instruction booklet for reporting guidelines).

| |
|--|
| |
|--|

I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

| Firm name | Address | Extent of ownership (percent) |
|-----------|---------|-------------------------------|
| | | |
| | | |

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that import EMD from Australia and China into the United States or that are export EMD from Australia and China to the United States?

No Yes--List the following information.

| Firm name | Address | Affiliation |
|-----------|---------|-------------|
| | | |
| | | |

PART I.--GENERAL INFORMATION--Continued

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that import EMD from countries other than Australia and China into the United States or that are export EMD from countries other than Australia and China to the United States?

No Yes--List the following information.

| Firm name and country | Address | Affiliation |
|------------------------------|----------------|--------------------|
| | | |
| | | |

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that produce EMD?

No Yes--List the following information.

| Firm name and country | Address | Affiliation |
|------------------------------|----------------|--------------------|
| | | |
| | | |

I-7. **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?

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

PART II.--PURCHASES

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

| | |
|-----------|--|
| Name | |
| Title | |
| Email | |
| Telephone | |
| Fax | |

II-1. **Purchases.**—

- (a) Please estimate your firm's total U.S. purchases of Australia in 2013. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer's questionnaire).

| | |
|-----------------------|--|
| Quantity (short tons) | |
|-----------------------|--|

- (b) Estimate the percentage of the quantity of your firm's purchases of EMD in 2013 that were produced in each of the specified countries.

| EMD produced in: | Share of quantity of 2013 purchases |
|---|--|
| United States | % |
| Australia | % |
| China | % |
| All other countries:¹ | % |
| Total (should sum to 100.0%) | 0 % |
| ¹ Please identify these countries: - | |

PART II.--PURCHASES--Continued

II-2. Purchases before and after order.--

(a) Did your firm purchase EMD from Australia and China before 2008?

No--skip to (c) Yes

(b) If yes, has your pattern of purchasing EMD from Australia and China changed since 2008?

| | |
|--------------------------|--|
| <input type="checkbox"/> | No, our pattern of purchasing is essentially unchanged. |
| <input type="checkbox"/> | Yes, we discontinued purchases from Australia and China because of the order. |
| <input type="checkbox"/> | Yes, we reduced purchases from Australia and China because of the order. |
| <input type="checkbox"/> | Yes, but we changed the pattern of purchases from Australia and China for reasons other than the order (please explain below). |

(c) Has your pattern of purchasing EMD from nonsubject foreign sources (i.e., countries other than Australia and China) changed since 2008?

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

PART II.--PURCHASES--Continued

II-3. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of EMD from different sources have changed since January 1, 2008.

| Source of purchases | Did not purchase | Decreased | Increased | Constant | Fluctuated | Explanation for trend |
|---------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-----------------------|
| United States | <input type="checkbox"/> | |
| Australia | <input type="checkbox"/> | |
| China | <input type="checkbox"/> | |
| All other countries | <input type="checkbox"/> | |

II-4. **Purchases from one country only.**--If your firm has purchased EMD from only one country, please explain the reasons for doing so.

| |
|--|
| |
|--|

II-5. **Supplier identification.**-- Please list your firm's **FIVE** largest suppliers for EMD since January 1, 2008. Also, provide the share of the quantity of your firm's total purchases of EMD that each of these suppliers accounted for in 2013.

| No. | Supplier's name | City and state | Share of quantity of 2013 purchases |
|-----|-----------------|----------------|-------------------------------------|
| 1 | | | % |
| 2 | | | % |
| 3 | | | % |
| 4 | | | % |
| 5 | | | % |

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

| Battery producer | Distributor | Other | Describe other |
|--------------------------|--------------------------|--------------------------|----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

If your firm is a distributor of EMD, please answer questions III-2 and III-3.

III-2. **Competition for sales.**--Do you compete for sales to your customers with the manufacturers or importers from which you purchase EMD?

| No | Yes | If yes, please describe. |
|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-3. **Types of customers.**--What are the major types of consumers to which you sell EMD?

| |
|--|
| |
|--|

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

If your firm is an end user of EMD, please answer questions III-4 and III-5.

III-4. **End uses.**--List the top 3 products you make using EMD and estimate the percent of your total production cost that is accounted for by EMD and by other inputs (such as labor, energy, and other raw materials).

| 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 % |

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

(a) Has the demand for your firm's final products incorporating EMD changed since January 1, 2008?

| Increased | No change | Decreased | Fluctuated |
|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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

| No | Yes | Explain |
|--------------------------|--------------------------|---------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

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

III-6. **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?

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

III-7. **Substitutes.**--Can other products be substituted for EMD?

No Yes--Please fill out the table.

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

III-8. **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?

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

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

III-9. **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.

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

III-10. **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 China, and (3) the world as a whole. Of particular interest is such data from 2008 to the present and forecasts for the future.

III-11. **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. |
|---------------------------------|--------------------------|--------------------------|---|
| Changes since 2008: | | | |
| 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"/> | |
| Anticipated changes: | | | |
| 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"/> | |

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

III-12. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2013 purchases of EMD that required EMD produced in the United States.

| | Estimated percentage of your firm's total 2013 purchases of EMD |
|--|--|
| Purchases that did not require domestic product | % |
| Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions) | % |
| Purchases that were not required by law or regulation, but were required by your customers to be domestic product | % |
| Purchases that were required to be domestic product for other reasons (explain: _____) | % |
| Total (should sum to 100.0%) | 0 % |

III-13. **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?

| Check all that apply. | Please describe. |
|---|--------------------------|
| <input type="checkbox"/> No | Skip to question III-14. |
| <input type="checkbox"/> Yes-Business cycles (e.g. seasonal business) | |
| <input type="checkbox"/> Yes-Other distinctive conditions of competition | |

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

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

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

III-14. **Decisions based on producer and country-of-origin.**--How often does your firm, and if you know, do your customers, make purchasing decisions involving EMD based on its producer or country of origin?

| | Always | Usually | Sometimes | Never | If at least sometimes, explain. |
|--|--------------------------|--------------------------|--------------------------|--------------------------|---------------------------------|
| Decision based on producer | | | | | |
| Your firm | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Your customers | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Decision based on country of origin | | | | | |
| Your firm | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Your customers | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-15. **Failed attempts to supply EMD.**-- Did any suppliers fail to supply, fully or partially, the agreed-upon quantity of its EMD to your firm since January 2008? Please report the supplier 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"/> | |

III-16. **Purchasing frequency.**--

(a) How frequently do you make purchases of EMD (check one)?

| Daily | Weekly | Monthly | Quarterly | Annually | Other | If other, specify |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-------------------|
| <input type="checkbox"/> | |

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

| No | Yes | If yes, explain. |
|--------------------------|--------------------------|------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-17. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? Between ____ and ____ firms.

III-18. **Supplier negotiations.**--Do your purchases of EMD usually involve negotiations between supplier and purchaser?

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

| No | Yes | If yes, explain the factors you generally negotiate and note whether your firm quotes competing prices during negotiations. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-19. **Change in suppliers.**--Have you changed suppliers since January 1, 2008?

| No | Yes | If yes, please list the supplier(s), whether the firm was added or dropped, the reasons for the change. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-20. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2008?

| No | Yes | If yes, please identify the firms. |
|--------------------------|--------------------------|------------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

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

| No | Yes | If yes, please explain. |
|--------------------------|--------------------------|-------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

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

III-21. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell EMD to your firm?

If yes, provide the following information.

- The number of days to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (*e.g.*, quality of product, reliability of supplier, etc.).

| No | Yes | Number of days | Process and factors |
|--------------------------|--------------------------|----------------|---------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | | |

| Typical sales contract provisions | Yes | No | N/A |
|---|--------------------------|--------------------------|--------------------------|
| If your firm purchased more than a single formulation/grade of EMD, did any such qualification requirement also apply to each of the formulation(s)/grade(s) of its purchases of EMD? | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| If your firm has multiple U.S. plant locations, does your firm require suppliers to separately qualify its EMD to each of your multiple U.S. plant locations? | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| If the EMD that you purchased was more than a single formulation/grade of EMD, did any such qualification requirement also apply to each of the formulation(s)/grade(s) of its purchases 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. | | | |

III-22. **Failure to certify.**--Since January 1, 2008, have any domestic or foreign producers failed in their attempts to certify or qualify their EMD with your firm or have any producers lost their approved status?

| No | Yes | If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

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

III-23. **Major purchasing factors.**-- Please list, in order of their importance, the three major factors your firm considers in deciding from whom to purchase EMD (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

| | |
|---|--|
| 1. | |
| 2. | |
| 3. | |
| Please list any other factors that are very important in your purchase decisions: | |

III-24. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for EMD.

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

III-25. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of EMD?

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

III-26. **Frequency of decisions based on price.**--How often does your firm purchase the EMD that is offered at the lowest price?

| | | | |
|--------------------------|--------------------------|--------------------------|--------------------------|
| Always | Usually | Sometimes | Never |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-27. **Price leaders.**— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the EMD market since January 1, 2008.

| Firm(s) | Describe how the firm(s) exhibited price leadership |
|----------------|--|
| | |

III-28. **Changes in U.S. industry.**--

(a) Please identify and discuss any improvements/changes in the U.S. EMD industry since January 1, 2008 and explain the factors, including the order(s) under review, that were responsible for each improvement/change.

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

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

III-29. **Effect of revocation.**--What do you think will be the likely effects of any revocation of the antidumping duty order for imports of EMD from Australia and China? As appropriate, please discuss any potential effects of revocation of antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring.

| | |
|------------------------------------|--|
| (1) Activities of your firm | |
| (2) Entire U.S. market | |

III-30. **Negotiation process.**--Please explain the negotiation process, and the frequency of such negotiations, for your firm's purchasers of EMD 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. Indicate whether your response differs for your firm's purchases of EMD produced in different countries.

| |
|--|
| Explain the negotiation process |
| |

PART IV.-- PRODUCT COMPARISONS

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

| United States | Australia | China | Other countries (specify) |
|--------------------------|--------------------------|--------------------------|---------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

IV-2. **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

| Country-pair | Australia | China | Japan | South Africa | Other countries |
|--|-----------|-------|-------|--------------|-----------------|
| United States | | | | | |
| Australia | | | | | |
| China | | | | | |
| Japan | | | | | |
| South Africa | | | | | |
| 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.-- PRODUCT COMPARISONS--Continued

IV-3. **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

| Country-pair | 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: | | | | | |

IV-4. **Availability of merchandise.**--Are certain grades/types/sizes of EMD available only from certain country sources?

| No | Yes | If yes, please identify the countries and the grade/type/size. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

IV-5. **Choice of product not based on price.**--If you purchased EMD from one source although a comparable product was available from another country source at a lower price, please explain your reasons for doing so (please specify by country).

PART IV.-- PRODUCT COMPARISONS--Continued

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how EMD produced in each country you identified in your response to the first question in Part IV compares with EMD produced in each of the other countries you identified.

If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

| | <u>product from United States compared to product from Australia</u> | | | <u>product from United States compared to product from China</u> | | | <u>product from United States compared to product from Nonsubject countries</u> | | |
|--|--|--------------------------|--------------------------|--|--------------------------|--------------------------|---|--------------------------|--------------------------|
| | Superior | Comparable | Inferior | Superior | Comparable | Inferior | Superior | Comparable | Inferior |
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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

PART IV.-- PRODUCT COMPARISONS--Continued

IV-6. Continued.

If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

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

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

PART IV.-- PRODUCT COMPARISONS--Continued

IV-7. **Minimum quality**--How often does EMD from the following countries meet minimum quality specifications for your uses or your customers' uses?

| Source | Always | Usually | Sometimes | Rarely or never | Don't know |
|----------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| United States | <input type="checkbox"/> |
| Australia | <input type="checkbox"/> |
| China | <input type="checkbox"/> |
| Other: | <input type="checkbox"/> |

IV-8. **Change in price**--

(a) Since January 1, 2008, has there been a change in the price of EMD? If so, has the price of U.S.-produced EMD changed more or less than the price of imported EMD from Australia and China?

| | |
|--------------------------|---|
| <input type="checkbox"/> | No change in price. |
| <input type="checkbox"/> | Prices have changed by the same amount. |
| <input type="checkbox"/> | Price of U.S.-produced EMD has changed relative to the price of EMD from Australia. |
| <input type="checkbox"/> | Price of U.S.-produced EMD has changed relative to the price of EMD from China. |

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

| Higher | Lower | |
|--------------------------|--------------------------|----------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | than those from Australia. |
| <input type="checkbox"/> | <input type="checkbox"/> | than those from China. |

IV-9. **Other explanations**--If your firm would like to further explain a response to a question 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.