

U.S. PRODUCERS' QUESTIONNAIRE

MAGNESIUM FROM ISRAEL

This questionnaire must be received by the Commission by **September 23, 2019**
See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning magnesium from Israel (Inv. Nos. 701-TA-614 and 731-TA-1431 (Final)). 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)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
Website _____
Has your firm produced magnesium (as defined on next page) at any time since January 1, 2016?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: MAGN)

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 conducted by the Commission on the same or similar merchandise.

I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone

Email address

PART I.—GENERAL INFORMATION

Background.--This proceeding was instituted in response to a petition filed on October 24, 2018, by US Magnesium LLC. Countervailing and antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce (“Commerce”) makes an affirmative determination of subsidization and dumping. Questionnaires and other information pertinent to this proceeding are available at https://www.usitc.gov/investigations/701731/2019/magnesium_israel/final.htm.

Magnesium covered by these investigations are primary and secondary pure and alloy magnesium metal, regardless of chemistry, raw material source, form, shape, or size. Magnesium is a metal or alloy containing by weight primarily the element magnesium. Primary magnesium is produced by decomposing raw materials into magnesium metal. Secondary magnesium is produced by recycling magnesium-based scrap into magnesium metal. The magnesium covered by this investigation also includes blends of primary magnesium, scrap, and secondary magnesium.

The subject merchandise includes the following pure and alloy magnesium metal products made from primary and/or secondary magnesium, including, without limitation, magnesium cast into ingots, slabs, t-bars, rounds, sows, billets, and other shapes, and magnesium ground, chipped, crushed, or machined into raspings, granules, turnings, chips, powder, briquettes, and other shapes: (1) products that contain at least 99.95 percent magnesium, by weight (generally referred to as “ultra-pure” or “high purity” magnesium); (2) products that contain less than 99.95 percent but not less than 99.8 percent magnesium, by weight (generally referred to as “pure” magnesium); and (3) chemical combinations of magnesium and other material(s) in which the magnesium content is 50 percent or greater, but less than 99.8 percent, by weight, whether or not conforming to an “ASTM Specification for Magnesium Alloy.”

The scope of these investigations excludes: (1) magnesium that is in liquid or molten form; and (2) mixtures containing 90 percent or less magnesium in granular or powder form by weight and one or more of certain non-magnesium granular materials to make magnesium-based reagent mixtures, including lime, calcium metal, calcium silicon, calcium carbide, calcium carbonate, carbon, slag coagulants, fluorspar, nepheline syenite, feldspar, alumina (A1203), calcium aluminate, soda ash, hydrocarbons, graphite, coke, silicon, rare earth metals/mischmetal, cryolite, silica/fly ash, magnesium oxide, periclase, ferroalloys, dolomite lime, and colemanite.

Magnesium is currently imported under statistical reporting numbers 8104.11.00, 8104.19.00, and 8104.30.00 of the Harmonized Tariff Schedule of the United States (HTSUS). The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

Reporting of information.--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

Confidentiality.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

Verification.--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

Release of information.--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

D-GRIDS tool.--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage (https://www.usitc.gov/trade_remedy/question.htm) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is *optional*. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDs tool are available within the D-GRIDs tool itself.

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

Hours	Dollars

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, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-1b. **TAA information release.**--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes No

I-2a. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

"Establishment"--Each facility of a firm involved in the production of magnesium, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments covered ¹	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
¹ Additional discussion on establishments consolidated in this questionnaire: _____.			

I-2b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: _____.

I-2c. **External counsel.**-- If your firm or parent firm is represented by external counsel in relation to this proceeding, please specify the name of the law firm and the lead attorney(s).

Law firm: _____.

Lead attorney(s): _____.

I-3. **Petitioner status.**--Is your firm the petitioner in this proceeding or a member firm of the petitioning entity?

No	Yes
<input type="checkbox"/>	<input type="checkbox"/>

I-4. **Petition support.**--Does your firm support or oppose the petition?

Country	Support	Oppose	Take no position
Israel AD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Israel CVD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-5. **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-6. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing magnesium from Israel into the United States or that are engaged in exporting magnesium from Israel to the United States?

No Yes--List the following information.

Firm name	Country	Affiliation

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

No Yes--List the following information.

Firm name	Country	Affiliation

I-8a. **Magnesium production process.**--Please explain your firm's production process.

I-8b. **Magnesium production.**—Identify the nature of your firm's magnesium operations (check all that apply):

Item	Check all that apply
Primary magnesium producer	<input type="checkbox"/>
Secondary magnesium producer (i.e. diecaster, recycler, etc.)	<input type="checkbox"/>
Grinder only	<input type="checkbox"/>

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Andres Andrade (202-205-2078, Andres.Andrade@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	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of magnesium since January 1, 2016.

<i>(check as many as appropriate)</i>	<i>(If checked, please describe; leave blank if not applicable)</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)	

II-3a. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

--

II-3b. **Product shifting.**—

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

No	Yes	If yes—(i.e., have produced other products or are able to produce other products) Please identify other actual or potential products.
<input type="checkbox"/>	<input type="checkbox"/>	

(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.

--

II-3c. **Product shifting.**—

- (i) Is your firm able to switch production (capacity) between pure magnesium and alloy magnesium using the same equipment and/or labor?

No	Yes
<input type="checkbox"/>	<input type="checkbox"/>

- (ii) Please describe the factors that affect your firm's ability to shift production capacity between pure magnesium and alloy magnesium?

II-4. **Tolling.**--Since January 1, 2016, has your firm been involved in a toll agreement regarding the production of magnesium (i.e., in which upstream raw materials were provided to a toller that then produces magnesium on behalf of a tollee)?

"Toll agreement"--Agreement between two firms whereby the first firm ("**TOLLEE**") furnishes the raw materials and the second firm ("**TOLLER**") uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No

Yes--For all such agreements entered into by your firm, please indicate whether your firm was the Toller (the producer of magnesium) or tollee (the firm that furnished the inputs to the Toller).

Our firm	Other firm(s)	Special instruction
<input type="checkbox"/> Toller	Please name the tollee(s): _____	For production produced through a tolling agreement, please respond to the data requested in Part V of this questionnaire. Data for other production for merchant market sales, if any, should be reported in Parts II, III, IV.
<input type="checkbox"/> Tollee ¹	Please name the toller(s): _____	Please respond to data requested in Parts II, III, and IV, and skip data requested in Part V.
¹ Identify the raw material input(s) that your firm provided the toller(s): _____		

II-5. **Foreign trade zones.**--

- (a) **Firm's FTZ operations.**--Does your firm produce magnesium in and/or admit magnesium into a foreign trade zone (FTZ)?

“Foreign trade zone” is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

No	Yes	If yes-- Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) **Other firms' FTZ operations.**--To your knowledge, do any firms in the United States import magnesium into a foreign trade zone (FTZ) for use in distribution of magnesium and/or the production of downstream articles?

No	Yes	If yes--Identify the firms and the FTZs.
<input type="checkbox"/>	<input type="checkbox"/>	

II-6. **Importer.**--Since January 1, 2016, has your firm imported magnesium?

“Importer” – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record.

No	Yes	
<input type="checkbox"/>	<input type="checkbox"/>	If yes-- <u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u> https://www.usitc.gov/investigations/701731/2018/magnesium_israel/preliminary.htm

II-7a. **Production, shipment, and inventory data: primary and secondary magnesium producer** .-- Report your firm's production capacity, production, shipments, and inventories related to the production of primary, secondary, and granular magnesium in its U.S. establishment(s) during the specified periods.

"Theoretical capacity" – Often referred to as "nameplate" or "rated" capacity. The level of production your firm could obtain if all available steel shells were producing magnesium.

"Average production capacity" or "capacity" – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

"Production" – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

"Commercial U.S. shipments" – Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

"Internal consumption" – Product consumed internally by your firm. Such transactions are valued at fair market value.

"Transfers to related firms" – Shipments made to related domestic firms. Such transactions are valued at fair market value.

"Related firm" – A firm that your firm solely or jointly owns, manages, or otherwise controls.

"Export shipments" – Shipments to destinations outside the United States, including shipments to related firms.

"Inventories" – Finished goods inventory, not raw materials or work-in-progress.

"Primary magnesium" – Primary magnesium is produced by decomposing raw materials into magnesium metal.

"Secondary magnesium" – Secondary magnesium is produced by recycling magnesium-based scrap into magnesium metal.

"Granular magnesium" – Granular magnesium is production by grinding magnesium ingots or atomizing molten magnesium.

"Alloy magnesium" – Chemical combinations of magnesium and other materials(s) in which the magnesium content is 50 percent or greater, but less than 99.8 percent, by weight, whether or not conforming to as ASTM specification for magnesium alloy.

"Pure magnesium" – Products that contain not less than 99.8 percent magnesium, by weight, including "ultra pure magnesium" products that contain at least 99.95 percent magnesium, by weight.

II-7a. Production, shipment, and inventory data.—Continued

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

II-7a. **Production, shipment, and inventory data.**— *Continued*

Primary and secondary magnesium producer

Quantity (in metric tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
Capacity measures--					
Theoretical capacity ¹					
Average production capacity ² (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption:³					
Quantity (F)					
Value ³ (G)					
Transfers to related firms:³					
Quantity (H)					
Value ³ (I)					
Export shipments:⁴					
Quantity (J)					
Value (K)					
End-of-period inventories (quantity) (L)					
¹ Please provide the number of steel shells used to calculate theoretical capacity _____. ² The production capacity 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 _____. ³ Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value. ⁴ Identify your firm's principal export markets: _____.					

RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.—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 reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-June	
	2016	2017	2018	2018	2019
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-7b. **Channels of distribution: primary and secondary magnesium producers.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) by channel of distribution.

Primary and secondary magnesium producer

Quantity (in metric tons)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
Channels of distribution:					
U.S. shipments:					
To distributors (M)					
To end users (N)					

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines M and N) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, and H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Reconciliation	Calendar years			January-June	
	2016	2017	2018	2018	2019
M + N – D – F – H = zero ("0"), if not revise.	0	0	0	0	0

II-7c. **U.S. shipments by product type.** – Report the quantity and value of your firm’s U.S. shipment (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) by product type in the specified periods.

Quantity (in metric tons); value (in \$1,000)					
Item	Calendar Year			January-June	
	2016	2017	2018	2018	2019
Alloy magnesium solid forms:					
Quantity (O)					
Value (P)					
Pure magnesium solid forms:					
Quantity (Q)					
Value (R)					
Granular forms:					
Quantity (S)					
Value (T)					

***RECONCILIATION OF U.S. SHIPMENTS.**--Please ensure that the quantities and values reported for US shipments by product type here (i.e., lines O through T) in each time period equal the quantities and values reported for U.S. shipments (i.e., lines D through I) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Item	Calendar year			January-June	
	2016	2017	2018	2018	2019
Quantity: O + Q + S - D - F - H = zero ("0"), if not revise.	0	0	0	0	0
Value: P + R + T - E - G - I = zero ("0"), if not revise.	0	0	0	0	0

II-7d. **Employment data: primary and secondary magnesium producers.**--Report your firm's employment-related data related to the production of magnesium and provide an explanation for any trends in these data.

"Production and Related Workers" (PRWs) includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to June periods, calculate similarly and divide by 6.

If your firm had the same number of PRWs in all calendar years and had not experienced any changes in PRWs in the most recent interim period, you would have the same number of PRWs for the interim periods.

"Hours worked" includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

"Wages paid" --Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
Average number of PRWs (<i>number</i>)					
Hours worked by PRWs (<i>1,000 hours</i>)					
Wages paid to PRWs (<i>\$1,000</i>)					

Explanation of trends:

II-8a. **Production, shipment, and inventory data.**--Report your firm's production capacity, production, shipments, and inventories related to granular only magnesium production during the specified periods. See definitions on page 12.

Granular only magnesium producer

Quantity (in metric tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
Average production capacity ¹ (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity)					
Using domestic magnesium (C)					
Using magnesium from Israel (D)					
Using magnesium from other sources (E)					
Total grinding production (F)					
U.S. shipments:					
Commercial shipments:					
Quantity (H)					
Value (I)					
Internal consumption: ³					
Quantity (J)					
Value ³ (K)					
Transfers to related firms: ³					
Quantity (L)					
Value ³ (M)					
Export shipments: ⁴					
Quantity (N)					
Value (O)					
End-of-period inventories (quantity) (P)					
<p>¹ The production capacity reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity _____.</p> <p>² Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.</p> <p>³ Identify your firm's principal export markets: _____.</p>					

RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--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 reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-June	
	2016	2017	2018	2018	2019
B + F – H – J – L – N – P = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-8b. **Grinding operations.**--Since January 1, 2016, has your firm purchased cast magnesium covered by the investigations (either domestic or imported) and further processed those purchases through grinding operations into products that still match the definition of magnesium (e.g., granular or powder magnesium)?

No	Yes	If yes—Please describe the nature and extent of the following items in relation to your firm's grinding operations <u>in the United States</u> .	
<input type="checkbox"/>	<input type="checkbox"/>	Capital investments	
		Technical expertise	
		Value added	
		Employment	
		Quantity, type and source of parts	
		Any other costs and activities	

II-8c. **Grinding operations' complexity and importance.**--On a scale of 1 to 5, please provide your firm's subjective opinion as to the complexity, intensity, and importance of grinding operations. 1 being minimally complex, intense or important; 5 being extremely complex, intense, and important.

1: Minimally complex, intense, and important	2	3	4	5: Extremely complex, intense, and important
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Please describe the reason for your rating: _____.				

II-8d. **Channels of distribution: granular magnesium producers.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) by channel of distribution.

Granular only magnesium producer

Quantity (in metric tons)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
Channels of distribution:					
U.S. shipments:					
To distributors (Q)					
To end users (R)					

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines M and N) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, and H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Reconciliation	Calendar years			January-June	
	2016	2017	2018	2018	2019
Q + R – H – J – L = zero ("0"), if not revise.	0	0	0	0	0

II-8e. **Employment data: granular magnesium producers.**--Report your firm's employment-related data related to the production of magnesium and provide an explanation for any trends in these data.

"Production and Related Workers" (PRWs) includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to June periods, calculate similarly and divide by 6.

If your firm had the same number of PRWs in all calendar years and had not experienced any changes in PRWs in the most recent interim period, you would have the same number of PRWs for the interim periods.

"Hours worked" includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

"Wages paid" --Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
Average number of PRWs (<i>number</i>)					
Hours worked by PRWs (<i>1,000 hours</i>)					
Wages paid to PRWs (<i>\$1,000</i>)					

Explanation of trends:

II-9. **Related firms.**--If your firm reported transfers to related firms in questions II-7 and II-8a, 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.

--

II-10. **Purchases.**--Has your firm purchased magnesium produced in the United States or in other countries since January 1, 2016? (Do not include imports for which your firm was the importer of record. These should be reported in an importer questionnaire).

“Purchase” – A transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

“Import” –A transaction to buy from a foreign supplier where your firm is the importer of record.

No	Yes	If yes-- Report such purchases in the table below and explain the reasons for your firms' purchases:
<input type="checkbox"/>	<input type="checkbox"/>	

Note: If your firm served as the importer of record for any purchases from foreign suppliers, either for your own account or as a service for another entity, those purchases are to be considered "imports" not "purchases" and **should not** be included in the table below

(Quantity in metric tons)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
Purchases from U.S. importers¹ of magnesium from—					
Israel					
Canada					
Russia					
Taiwan					
Turkey					
All other sources					
Purchases from domestic producers²					
Purchases from other sources²					
¹ Please list the name of the importer(s) from which your firm purchased this product. If your firm’s import suppliers differ by source, please identify the source for each listed supplier: _____. ² Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.					

- II-11. **Other explanations.**--If your firm would like to further explain a response to a question in Part II for which a narrative box was not provided, 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 Emily Kim (202-205-1800, Emily.kim@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	

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 magnesium:

2. Does your firm prepare profit/loss statements for magnesium?

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: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes magnesium, as well as specific statements and worksheets) used to compile these data.

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.

III-5. **Product listing.**--Please list the products your firm produced in the facilities in which your firm produced magnesium, and provide the share of net sales accounted for by these products in your firm's most recent fiscal year.

Products	Share of sales
Pure magnesium (solid)	%
Alloy magnesium (solid)	%
Granular magnesium	%
	%
	%
	%

III-6. **Inputs from related suppliers.**--Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the production of magnesium from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?

Yes--Continue to question III-7.	No--Continue to question III-8.
<input type="checkbox"/>	<input type="checkbox"/>

III-7a. **Inputs from related suppliers detailed.**--Please identify the inputs used in the production of magnesium that your firm purchases from related suppliers and that are reflected in question III-9a/9b. 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 your company's own accounting system, of the purchase cost from the related supplier; e.g., the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input	Related supplier	Share of total COGS
Input valuation as recorded in the firm's accounting books and records		

III-7b. **Inputs purchased from related suppliers.**--Please confirm that the inputs purchased from related suppliers, as identified in III-7a were reported in III-9a/9b (financial results on magnesium) in a manner consistent with your firm's accounting books and records.

Yes	No	If no--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in question III-9a/9b.:
<input type="checkbox"/>	<input type="checkbox"/>	

III-8a. **By-products.**—Does your firm have any by-product sales revenue associated with its magnesium operations (e.g., silvanite, chlorine, scrap)? If yes, identify the by-product(s) in the space below, and complete the table in question III-8b. If no, please continue to question III-9a.

Yes No

III-8b. **By-product revenue.**--Report your firm's total by-product sales revenue, net of relevant processing costs, associated with the magnesium operations of your U.S. establishment(s). Provide data for the three most recently completed fiscal years, and for the specified interim periods. **Note: the data provided below will appear in question III-9a/9b as a reduction to COGS.**

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2016	2017	2018	2018	2019
By-product sales revenue ¹					

¹ Please describe how your firm classifies these by-product revenues in the normal course of business (e.g., included in net sales values, as a reduction to COGS, included in "all other income"). _____

III-9a. **Operations on magnesium: Primary and secondary magnesium producer.**--Report the revenue and related cost information requested below on the magnesium operations of your firm's U.S. establishment(s).¹ If your firm produces granular magnesium only, please skip this question and provide the revenue and related cost information on the granular magnesium operations in question III-9b. Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three 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 report the revenue and related cost information on tolling in Part V.

Quantity (in metric tons) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2016	2017	2018	2018	2019
Net sales quantities:²					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
Cost of goods sold (COGS):³					
Raw materials					
Direct labor					
Other factory costs					
Less: by-product revenue	0	0	0	0	0
Total COGS	0	0	0	0	0
Gross profit or (loss)	0	0	0	0	0
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
Operating income or (loss)	0	0	0	0	0
Other expenses and income:					
Interest expense					
All other expense items					
All other income items					
Net income or (loss) before income taxes	0	0	0	0	0
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Less discounts, returns, allowances, and prepaid freight (f.o.b. your facility). The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.
³ COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

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

III-9b. Operations on granular magnesium ONLY producer. --Report the revenue and related cost information requested below on the granular magnesium operations of your firm's U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three 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 report the revenue and related cost information on tolling in Part V.

Quantity (in metric tons) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2016	2017	2018	2018	2019
Net sales quantities: ²					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
Net sales values: ²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
Cost of goods sold (COGS): ³					
Raw materials.—					
Using domestic magnesium					
Using magnesium from Israel					
Using magnesium from other sources					
Other raw materials					
Total raw materials					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
Gross profit or (loss)	0	0	0	0	0
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
Operating income or (loss)	0	0	0	0	0
Other expenses and income:					
Interest expense					
All other expense items					
All other income items					
Net income or (loss) before income taxes	0	0	0	0	0
Depreciation/amortization included above					
¹ Include only sales (whether <u>domestic or export</u>) and costs related to your <u>U.S. manufacturing operations</u> . ² Less discounts, returns, allowances, and prepaid freight (f.o.b. your facility). The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ COGS (whether for domestic or export sales) should include <u>costs associated with CS, IC, and Transfers</u> .					

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

III-9c. **Financial data reconciliation.**--The calculable line items from question III-9a/9b (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?

		<p>If 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.</p>
Yes	No	
<input type="checkbox"/>	<input type="checkbox"/>	

III-9d. **Raw materials.**--Please report the share of total raw material costs in 2018 (reported in III-9a/9b) for the following raw material inputs:

Input	Share of total raw material costs (percent)
Magnesium chloride, magnesium-containing ore, or other magnesium containing mined materials	
Processed magnesium ¹	
R134a and other cover gases, and other material inputs ²	
Total (should sum to 100 percent)	
<p>¹ Processed magnesium includes primary or secondary magnesium products, magnesium scrap, slag, or other recycled content.</p> <p>² Please identify any other notable "other" raw materials not expressly requested above and provide the share of the total raw material costs that they account for:</p>	

III-9e. **Magnesium variable and fixed costs.**--For the total COGS and total SG&A expenses reported for the most recently completed annual period in table III-9a/b please estimate the share of variable and fixed costs for each category, with the sum adding to 100 percent. The specified variable and fixed cost shares should be representative of the relevant range of production that the company could achieve under current capacity constraints.

Item	Share of 2018: COGS (<i>percent</i>)	Share of 2018: SG&A (<i>percent</i>)
Share of costs that are--		
Variable	%	%
Fixed	%	%
Total (should sum to 100.0%)	0.0 %	0.0 %

III-10a. **Expenses associated with cleanup/litigation activities related to U.S. Environmental Protection Agency's classification of U.S. Magnesium as a Superfund site included in the subject product financial results.**--For each annual and interim period for which financial results are reported in question III-9a/9b, please specify all material (significant) expenses associated with cleanup/litigation activities related to U.S. Environmental Protection Agency's classification of U.S. Magnesium as a Superfund site in the schedule below, the specific question III-9a/9b line item where expenses are included, a brief description of the relevant expenses, and the associated values (*in \$1,000*), as reflected in question III-9a/9b; i.e., if an aggregate expense has been allocated to question III-9a/9b, only the allocated value amount included in question III-9a/9b should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) items which impacted the reported financial results of the subject product in question III-9a/9b.

Item	Fiscal years ended--			January-June	
	2016	2017	2018	2018	2019
	Value (\$1,000)				
Expense 1					
Expense 2					
Expense 3					
Expense 4					
Expense 5					

Expense: In this table please provide a brief description of each expense reported above and indicate the specific line item in table III-9a/9b where the item is classified.

	Description of expense	Income statement classification of expense
Expense 1		
Expense 2		
Expense 3		
Expense 4		
Expense 5		

III-10b. Nonrecurring items (charges and gains) included in the subject product financial results.--For each annual and interim period for which financial results are reported in question III-9a/9b, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific question III-9a/9b 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 question III-9a/b; i.e., if an aggregate nonrecurring item has been allocated to question III-9a/9b, only the allocated value amount included in question III-9a/9b 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 financial results of the subject product in question III-9a/9b.

Item	Fiscal years ended--			January-June	
	2016	2017	2018	2018	2019
	Value (\$1,000)				
Nonrecurring item 1					
Nonrecurring item 2					
Nonrecurring item 3					
Nonrecurring item 4					
Nonrecurring item 5					
Nonrecurring item 6					
Nonrecurring item 7					

Nonrecurring item: In this table please provide a brief description of each nonrecurring item reported above and indicate the specific line item in table III-9a/9b where the nonrecurring item is classified.

	Description of the nonrecurring item	Income statement classification of the nonrecurring item
Nonrecurring item 1		
Nonrecurring item 2		
Nonrecurring item 3		
Nonrecurring item 4		
Nonrecurring item 5		
Nonrecurring item 6		
Nonrecurring item 7		

III-11. Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.--If non-recurring items were reported in question III-10a/10b above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., just as responses to question III-10a/10b identify where these items are reported in question III-9a/9b.

III-12. **Asset values.**--Report the total assets, i.e., both current (cash, accounts receivable, inventories, for example) and long-term assets (property, plant, and equipment, net of depreciation, for example) associated with the production, warehousing, and sale of magnesium. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for magnesium in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question III-9a/9b. Provide data as of the end of your firm's three 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--		
	2016	2017	2018
Total assets (net) ¹			
¹ Describe _____			

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development ("R&D") expenses for magnesium. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2016	2017	2018	2018	2019
Capital expenditures ¹					
R&D expenses ²					
¹ Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product. _____					
² Please describe the nature, focus, and significance of your firm's R&D expenses related to subject product. _____					

III-14. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-9a/9b, 12, and 13 are based on a calendar year or on 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-9a and III-9b should reconcile with the data reported in question II-7a and II-8a (including export shipments) as long as they are reported on the same calendar year basis.

***RECONCILIATION OF TRADE VS FINANCIAL DATA.**--Please ensure that the quantities and values reported for total shipments in part II equal the quantities and values reported for total net sales in part III of this questionnaire in each time period unless the financial data from part III are reported on a fiscal year basis, in which case only the interim periods must reconcile. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.*

Reconciliation	Fiscal years ended--			January-June	
	2016	2017	2018	2018	2019
Quantity: Trade data from question II-7a and II-8a (lines D, F, H, and J) less financial total net sales quantity data from question III-9a and III-9b, = zero ("0").	0	0	0	0	0
Value: Trade data from question II-7a and II-8a (lines E, G, I, and K) less financial total net sales value data from question III-9a and III-9b, = zero ("0").	0	0	0	0	0

Do these data in question III-9a and III-9b reconcile with data in question II-7a and II-8a?

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

III-15. **Effects of imports on investment.**--Since January 1, 2016, has your firm experienced any actual negative effects on its return on investment or the scale of capital investments as a result of imports of magnesium from Israel?

No	Yes	If yes, my firm has experienced actual negative effects as follows.
<input type="checkbox"/>	<input type="checkbox"/>	
<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Other	

III-16. **Effects of imports on growth and development.**--Since January 1, 2016, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of magnesium from Israel?

No	Yes		
<input type="checkbox"/>	<input type="checkbox"/>	If yes, my firm has experienced actual negative effects as follows.	
<i>(check as many as appropriate)</i>		<i>(please describe)</i>	
<input type="checkbox"/>	Rejection of bank loans		
<input type="checkbox"/>	Lowering of credit rating		
<input type="checkbox"/>	Problem related to the issue of stocks or bonds		
<input type="checkbox"/>	Ability to service debt		
<input type="checkbox"/>	Other		

III-17. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of magnesium from Israel?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Other explanations.**--If your firm would like to further explain a response to a question in Part III for which a narrative box was not provided, 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 Natalia King (Natalia.King@usitc.gov, 202-205-2049).

IV-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	

PRICE DATA

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2016 of the following products produced by your firm.

Product 1.-- Pure magnesium ingots containing at least 99.95 percent magnesium ("high purity magnesium").

Product 2.-- Pure magnesium ingots containing at least 99.8 percent magnesium, but less than 99.95 percent magnesium ("pure magnesium").

Product 3.-- Alloy magnesium ingots containing less than 99.8 percent magnesium, meeting ASTM specifications for alloy magnesium.

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).

IV-2a. During January 2016-June 2019, 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"/>	Yes. --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	No. --Skip to question IV-3.

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

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

(Quantity in metric tons, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2016:						
January-March						
April-June						
July-September						
October-December						
2017:						
January-March						
April-June						
July-September						
October-December						
2018:						
January-March						
April-June						
July-September						
October-December						
2019:						
January-March						
April-June						

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

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

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

Product 1:
Product 2:
Product 3:

IV-2c. **Price data checklist.**--Please check that the pricing data in question IV-2(b) has been correctly reported.

Is the price data reported above:	√ if Yes
In actual dollars (not \$1,000)?	<input type="checkbox"/>
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have returns credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Less than reported commercial shipments in question II-7 in each year?	<input type="checkbox"/>

IV-2d. **Pricing data methodology.**--Please describe the method and the kinds of documents/records that were used to compile your price data.

--

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

IV-3. **Price setting.**--How does your firm determine the prices that it charges for sales of magnesium (*check all that apply*)? If your firm issues price lists, please 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-4. **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-5. **Pricing terms.**--On what basis are your firm's prices of domestic magnesium usually quoted (*check one*)?

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

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced magnesium in 2018 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

Item	Type of sale				Total (should sum to 100.0%)
	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)	Spot sales (for a single delivery)	
Share of 2018 sales	%	%	%	%	0.0 %

IV-7. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced magnesium (or check "not applicable" if your firm does not sell on a short-term, annual, and/or long-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indexed to raw material costs ¹	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
¹ Please identify the indexes used:				

IV-8. **Lead times.**--What is your firm's share of sales from inventory vs. produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced magnesium?

Source	Share of 2018 sales	Lead time (Average number of days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

IV-9. **Shipping information.**--

- (a) What is the approximate percentage of the cost of U.S.-produced magnesium that is accounted for by U.S. inland transportation costs? _____ percent
- (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 magnesium that are delivered the following distances from its production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100.0%)	0.0 %

IV-10. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold its U.S.-produced magnesium since January 1, 2016 (check all that apply)?

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

IV-11. **End uses.**--List the end uses of the magnesium that your firm manufactures. For each end-use product, what percentage of the total cost is accounted for by magnesium and other inputs?

End-use product	Share of total cost of end use product accounted for by		Total (should sum to 100.0% across)
	Magnesium	Other inputs	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

IV-12. **Substitutes.**--Can other products be substituted for magnesium?

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 magnesium?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

IV-13. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for magnesium has changed since January 1, 2016. Explain any trends and describe the principal factors (including any changes in downstream markets such as aluminum) that have affected these changes in demand for magnesium.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
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"/>	

IV-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of magnesium since January 1, 2016?

No	Yes	If yes, please describe and quantify if possible.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-15. **Conditions of competition.**--

(a) Is the magnesium market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to magnesium? If yes, describe.

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question IV-16.
<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 magnesium since January 1, 2016?

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

(c) Has the closure of ATI's titanium sponge facility had an impact on the market for magnesium?

Don't know	No	Yes	If yes, describe.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply magnesium since January 1, 2016 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

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

IV-17. **Raw materials.**--How have magnesium raw material prices changed since January 1, 2016?

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 magnesium.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-18. **Interchangeability.**--Is magnesium 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 O 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

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

Country-pair	Israel	Canada	Russia	Taiwan	Turkey	Other countries
United States						
Israel	X					
Canada	X	X				
Russia	X	X	X			
Taiwan	X	X	X	X		
Turkey	X	X	X	X	X	

For any country-pair producing magnesium that is *sometimes* or *never* interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:

--

IV-19. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between magnesium produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or O 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

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

Country-pair	Israel	Canada	Russia	Taiwan	Turkey	Other countries
United States						
Israel	X					
Canada	X	X				
Russia	X	X	X			
Taiwan	X	X	X	X		
Turkey	X	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 sales of magnesium, identify the country-pair and report the advantages or disadvantages imparted by such factors:						

IV-20. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for magnesium since January 1, 2016. Indicate the share of the quantity of your firm's total shipments of magnesium that each of these customers accounted for in 2018.

	Customer's name	City	State	Share of 2018 sales (%)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

IV-21. **Competition from imports.**--

(a) **Lost revenue.**--Since January 1, 2016: To avoid losing sales to competitors selling magnesium from Israel, did your firm:

Item	No	Yes
Reduce prices	<input type="checkbox"/>	<input type="checkbox"/>
Roll back announced price increases	<input type="checkbox"/>	<input type="checkbox"/>

(b) **Lost sales.**--Since January 1, 2016: Did your firm lose sales of magnesium to imports of this product from Israel?

No	Yes
<input type="checkbox"/>	<input type="checkbox"/>

IV-22. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV for which a narrative response box was not provided, 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 V.—TOLLER OPERATIONS

Address questions on this part of the questionnaire to Andres Andrade (202-205-2078, Andres.Andrade@usitc.gov) and Emily Kim (202-205-1800, emily.kim@usitc.gov).

V-1. **Trade data on operations by TOLLER.**—If your firm performed tolling operations on behalf of another firm (produced for the tollee), report your firm’s production capacity, production, shipments returned to the tollee, and employment related to the production of strontium chromate in your firm’s U.S. establishment(s) during the specified periods. (See definition of toller/tollee in II-4).

Quantity (in metric tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2016	2017	2018	2018	2019
Average production capacity ¹ (<i>quantity</i>) (A)					
Production (<i>quantity</i>) (B)					
U.S. shipments returned to the tollee:					
<i>Quantity</i> (C)					
<i>Tolling fee(s) received (value)</i> (D)					
Employment data:					
Average number of PRWs (<i>number</i>)					
Hours worked by PRWs (<i>actual hours</i>)					
Wages paid to PRWs (<i>value</i>)					
¹ The production capacity 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). _____					

V-2. **Tolling operations by TOLLER.**-- If your firm performed tolling operations on behalf of another firm (produced for the tollee), report the operating income or (loss) and related cost information requested below on the magnesium tolling operations of your firm's U.S. establishment(s) during the specified periods.

Item	Quantity (in metric tons) and value (in \$1,000)				
	Fiscal years ended--			January-June	
	2016	2017	2018	2018	2019
Tolling operations:¹					
Net quantity tolled					
Net tolling revenue					
Total revenue from tolling operations					
Cost of tolling services:					
Raw materials NOT supplied by tollee					
Direct labor					
Other factory costs					
Total cost of tolling services					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Operating income or (loss)					
Other expenses and income:					
Interest expense					
All other expense items					
All other income items					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ The quantities and values should approximate the corresponding shipment quantities and values reported in the trade data on tolling operations					

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

V-3. **Financial data reconciliation.**--The calculable line items from question V-2 (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	<p>If 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.</p>
<input type="checkbox"/>	<input type="checkbox"/>	

V-4. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for question V-2 are based on a calendar year or on 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 V-2 should reconcile with the data reported in question V-1 as long as they are reported on the same calendar year basis.

***RECONCILIATION OF TRADE VS FINANCIAL DATA.**--Please ensure that the quantities and values reported for U.S. shipments returned to the tollee in V-1 equal the quantities and values reported for total net sales in V-2 of this questionnaire in each time period unless the financial data from V-2 are reported on a fiscal year basis, in which case only the interim periods must reconcile. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.*

Reconciliation	Fiscal years ended--			January-June	
	2016	2017	2018	2017	2018
Quantity: Trade data from question V-1 (line C) less financial total net sales quantity data from question V-2 = zero ("0").	0	0	0	0	0
Value: Trade data from question V-1 (line D) less financial total net sales value data from question V-2 = zero ("0").	0	0	0	0	0

Do these data in question V-2 reconcile with data in question V-1?

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

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

https://www.usitc.gov/investigations/701731/2019/magnesium_israel/final.htm

Please do not attempt to modify the format or permissions of the questionnaire document. Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

Web address: <https://dropbox.usitc.gov/oinv/> **Pin:** **MAGN**

- **E-mail.**—E-mail the MS Word questionnaire to Andres Andrade (Andres.Andrade@usitc.gov); include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

If your firm does not produce this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

Parties to this proceeding.--If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.