

---

**IMPORTERS' QUESTIONNAIRE**  
**DIAMOND SAWBLADES AND PARTS THEREOF FROM CHINA AND KOREA**

---

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than March 13, 2006**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning diamond sawblades and parts thereof from China and Korea (inv. Nos. 731-TA-1092-1093 (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 possession (19 U.S.C. § 1333(a)).

|  |
|--|
| <b>Name of firm</b> _____  |
| <b>Address</b> _____   |
| <b>City</b> _____ <b>State</b> _____ <b>Zip code</b> _____   |
| <b>World Wide Web address</b> _____  |
| Has your firm imported diamond sawblades or parts thereof (as defined in the instruction booklet) from any country at any time since January 1, 2003?  |
| <input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)  |
| <input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission) |

**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 signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I. GENERAL QUESTIONS**

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. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours \_\_\_\_\_ dollars

I-1b. 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. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

No  Yes—List the following information.

| <u>Firm name</u> | <u>Address</u> | <u>Extent of ownership</u> |
|------------------|----------------|----------------------------|
| _____            | _____          | _____                      |
| _____            | _____          | _____                      |

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing diamond sawblades and parts from China and Korea into the United States or which are engaged in exporting diamond sawblades and parts from China and Korea to the United States?

No  Yes—List the following information.

| <u>Firm name</u> | <u>Address</u> | <u>Affiliation</u> |
|------------------|----------------|--------------------|
| _____            | _____          | _____              |
| _____            | _____          | _____              |

**PART I. GENERAL QUESTIONS—Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of diamond sawblades and parts?

No                       Yes—List the following information.

| <u>Firm name</u> | <u>Address</u> | <u>Affiliation</u> |
|------------------|----------------|--------------------|
| _____            | _____          | _____              |
| _____            | _____          | _____              |

I-6. If you responded “Yes” to questions I-3, I-4, or I-5, please describe the nature of the relationship and the extent to which the relationship affects your firms operations with respect to diamond sawblades and parts.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

I-7. Please indicate the nature of your firm’s importing operations on diamond sawblades and parts. More than one answer may be applicable.

Importer of record                       Takes title to the imported product(s)

Consignee of the imported product(s)                       Customs broker or freight forwarder

I-8. If your firm is an importer of record of diamond sawblades and parts but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

**PART I. GENERAL QUESTIONS—Continued**

I-9. Please indicate whether your firm enters diamond sawblades and parts into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones     No             Yes

Bonded warehouses     No             Yes

I-10. Please indicate whether your firm imports diamond sawblades and parts under the TIB (temporary importation under bond) program.

No             Yes

I-11. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes—Please specify. \_\_\_\_\_

---

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

Further information on this part of the questionnaire can be obtained from Michael Szustakowski (202-205-3188 or [mgs@usitc.gov](mailto:mgs@usitc.gov)). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

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

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

II-2. Has your firm experienced any change in the character of its operations or organization relating to the production of diamond sawblades or parts since 2003?

- |                                  |                          |                        |                          |
|----------------------------------|--------------------------|------------------------|--------------------------|
| Plant openings                   | <input type="checkbox"/> | Relocations            | <input type="checkbox"/> |
| Expansions                       | <input type="checkbox"/> | Acquisitions           | <input type="checkbox"/> |
| Consolidations                   | <input type="checkbox"/> | Closures               | <input type="checkbox"/> |
| Prolonged shutdowns <sup>1</sup> | <input type="checkbox"/> | Other (please explain) | <input type="checkbox"/> |
| Revised labor agreements         | <input type="checkbox"/> |                        |                          |

<sup>1</sup> Reasons include strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization.

Please supply details as to the time, nature, and significance of any such changes in the space below.

---



---



---



---



---

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

II-3. Has your firm imported or arranged for the importation of diamond sawblades and parts from China and Korea for delivery after December 31, 2005?

No       Yes—Indicate when such orders are to be delivered and the values (in \$1,000) involved.

| <b>Item</b>  | <b>Jan.-Mar.<br/>2006</b> | <b>Apr.-June<br/>2006</b> | <b>July-Sept.<br/>2006</b> | <b>Oct.-Dec.<br/>2006</b> |
|--------------|---------------------------|---------------------------|----------------------------|---------------------------|
| <b>China</b> |                           |                           |                            |                           |
| <b>Korea</b> |                           |                           |                            |                           |

II-4. If your firm also produces diamond sawblades and parts in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

---

---

---

---

---

---

---

---

---

---

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

II-5. **Finished diamond sawblades.**—Report your firm's imports and your firm's shipments and inventories of diamond sawblades imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China (other than Gang Yan), China (Gang Yan), Korea and all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

China (other than Gang Yan)  China (Gang Yan)  Korea  All other sources combined<sup>1</sup>

| <i>(Quantity in units, value in \$1,000)</i>   |                |      |      |
|--|----------------|------|------|
| Item   | Calendar years |      |      |
|  | 2003           | 2004 | 2005 |
| <b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )   |                |      |      |
| <b>IMPORTS:</b> <sup>2</sup>   |                |      |      |
| <i>Quantity</i> of imports   |                |      |      |
| <i>Value</i> of imports  |                |      |      |
| <b>U.S. SHIPMENTS:</b>   |                |      |      |
| <b>Commercial shipments:</b>   |                |      |      |
| <i>Quantity</i> of commercial shipments  |                |      |      |
| <i>Value</i> of commercial shipments   |                |      |      |
| <b>Internal consumption/company transfers:</b>   |                |      |      |
| <i>Quantity</i> of internal consumption/transfers  |                |      |      |
| <i>Value</i> <sup>3</sup> of internal consumption/transfers  |                |      |      |
| <b>EXPORT SHIPMENTS:</b> <sup>4</sup>  |                |      |      |
| <i>Quantity</i> of export shipments  |                |      |      |
| <i>Value</i> of export shipments   |                |      |      |
| <b>END-OF-PERIOD INVENTORIES</b> <sup>5</sup> ( <i>quantity</i> )  |                |      |      |
| <sup>1</sup> Please identify these sources: _____  |                |      |      |
| <sup>2</sup> Identify the foreign producers, if known: _____   |                |      |      |
| <sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2003, 2004, and 2005 below: _____ |                |      |      |
| <sup>4</sup> Identify your principal export markets: _____   |                |      |      |
| <sup>5</sup> <b>Reconciliation of data.</b> —Note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?  |                |      |      |
| <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____   |                |      |      |

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

II-6. **Channels of distribution.**--Report the share, by value, of your firm's U.S. commercial shipments of finished diamond sawblades imported by your firm, according to the blade diameter and customer type. See definitions in the instruction booklet. **Report separately for China (other than Gang Yan), China (Gang Yan), Korea, and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

China (other than Gang Yan)     China (Gang Yan)     Korea     All other sources combined<sup>1</sup>

| Share of U.S. commercial shipments value (in percent) |       |              |               |               |               |        |
|---|-------|--------------|---------------|---------------|---------------|--------|
| 2003  |       |              |               |               |               |        |
| Customer type/blade diameter                          | ≤7.0" | >7.0" ≤10.0" | >10.0" ≤12.0" | >12.0" ≤14.0" | >14.0" ≤20.0" | >20.0" |
| 1a. Branded distributor                               |       |              |               |               |               |        |
| 1b. Other distributor                                 |       |              |               |               |               |        |
| 2a. National big box retailer                         |       |              |               |               |               |        |
| 2b. Other retail                                      |       |              |               |               |               |        |
| 3a. Diamond saw & sawblade producers                  |       |              |               |               |               |        |
| 3b. General purpose saw producers                     |       |              |               |               |               |        |
| 4a. Professional construction                         |       |              |               |               |               |        |
| 4b. All other end users                               |       |              |               |               |               |        |
| 2004  |       |              |               |               |               |        |
| Channel of distribution                               | ≤7.0" | >7.0" ≤10.0" | >10.0" ≤12.0" | >12.0" ≤14.0" | >14.0" ≤20.0" | >20.0" |
| 1a. Branded distributor                               |       |              |               |               |               |        |
| 1b. Other distributor                                 |       |              |               |               |               |        |
| 2a. National big box retailer                         |       |              |               |               |               |        |
| 2b. Other retail                                      |       |              |               |               |               |        |
| 3a. Diamond saw & sawblade producers                  |       |              |               |               |               |        |
| 3b. General purpose saw producers                     |       |              |               |               |               |        |
| 4a. Professional construction                         |       |              |               |               |               |        |
| 4b. All other end users                               |       |              |               |               |               |        |
| 2005  |       |              |               |               |               |        |
| Channel of distribution                               | ≤7.0" | >7.0" ≤10.0" | >10.0" ≤12.0" | >12.0" ≤14.0" | >14.0" ≤20.0" | >20.0" |
| 1a. Branded distributor                               |       |              |               |               |               |        |
| 1b. Other distributor                                 |       |              |               |               |               |        |
| 2a. National big box retailer                         |       |              |               |               |               |        |
| 2b. Other retail                                      |       |              |               |               |               |        |
| 3a. Diamond saw & sawblade producers                  |       |              |               |               |               |        |
| 3b. General purpose saw producers                     |       |              |               |               |               |        |
| 4a. Professional construction                         |       |              |               |               |               |        |
| 4b. All other end users                               |       |              |               |               |               |        |

<sup>1</sup> Please identify these sources: \_\_\_\_\_

Note: Sum of all 48 cells for each year should total 100 percent.



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

II-7. **Parts of diamond sawblades.**—Report your firm's imports and your firm's shipments and inventories of diamond cores and diamond sawblade segments imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each product listed below and for China (other than Gang Yan), China (Gang Yan), Korea, and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

- Diamond cores     Diamond sawblade segments
- China (other than Gang Yan)     China (Gang Yan)     Korea     All other sources combined<sup>1</sup>

| (Quantity in units, value in \$1,000)  |                |      |      |
|--|----------------|------|------|
| Item   | Calendar years |      |      |
|  | 2003           | 2004 | 2005 |
| <b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )   |                |      |      |
| <b>IMPORTS:</b> <sup>2</sup>   |                |      |      |
| <i>Quantity</i> of imports   |                |      |      |
| <i>Value</i> of imports  |                |      |      |
| <b>U.S. SHIPMENTS:</b>   |                |      |      |
| <b>Commercial shipments:</b>   |                |      |      |
| <i>Quantity</i> of commercial shipments  |                |      |      |
| <i>Value</i> of commercial shipments   |                |      |      |
| <b>Internal consumption/company transfers:</b>   |                |      |      |
| <i>Quantity</i> of internal consumption/transfers  |                |      |      |
| <i>Value</i> <sup>3</sup> of internal consumption/transfers  |                |      |      |
| <b>EXPORT SHIPMENTS:</b> <sup>4</sup>  |                |      |      |
| <i>Quantity</i> of export shipments  |                |      |      |
| <i>Value</i> of export shipments   |                |      |      |
| <b>END-OF-PERIOD INVENTORIES</b> <sup>5</sup> ( <i>quantity</i> )  |                |      |      |
| <b>U.S. SHIPMENTS TO DIAMOND SAWBLADE PRODUCERS</b> (value)  |                |      |      |
| <b>U.S. SHIPMENTS TO OTHER</b> (specify) _____ (value)   |                |      |      |
| <sup>1</sup> Please identify these sources: _____<br>_____<br>_____  |                |      |      |
| <sup>2</sup> Identify the foreign producers, if known: _____<br>_____  |                |      |      |
| <sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2003, 2004, and 2005 below: _____<br>_____          |                |      |      |
| <sup>4</sup> Identify your principal export markets: _____<br>_____  |                |      |      |
| <sup>5</sup> <b>Reconciliation of data.</b> —Note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?<br><input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____<br>_____ |                |      |      |

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

II-8. Report the shares, by value, of your firm's 2005 *U.S. commercial shipments* of finished diamond sawblades imported by your firm, according to the blade diameter and the method of joining the core and segment.

**China (other than Gang Yan)**     **China (Gang Yan)**

**Korea**     **All other sources combined<sup>1</sup>**

| <b>Share of U.S. commercial shipments value (in percent)</b>  |              |                                   |                                    |                                    |                                    |                  |
|---|--------------|-----------------------------------|------------------------------------|------------------------------------|------------------------------------|------------------|
| <b>Type of attachment/blade</b>                               | <b>≤7.0"</b> | <b>&gt;7.0" <u>but</u> ≤10.0"</b> | <b>&gt;10.0" <u>but</u> ≤12.0"</b> | <b>&gt;12.0" <u>but</u> ≤14.0"</b> | <b>&gt;14.0" <u>but</u> ≤20.0"</b> | <b>&gt;20.0"</b> |
| <b>2005</b>   |              |                                   |                                    |                                    |                                    |                  |
| Laser-welding segmented                                       |              |                                   |                                    |                                    |                                    |                  |
| Soldered/braising segmented                                   |              |                                   |                                    |                                    |                                    |                  |
| Sintered continuous   |              |                                   |                                    |                                    |                                    |                  |
| Sintered segmented  |              |                                   |                                    |                                    |                                    |                  |
| Total (sum of <u>all</u> 24 cells should sum to 100 percent). |              |                                   |                                    |                                    |                                    |                  |

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

II-9. **MONTHLY IMPORTS BY SOURCE.**—Report your firm's imports and your firm's end-of-period inventories of diamond sawblades and parts imported by your firm from China (subject), China (Gang Yan) and Korea during the specified periods. **Report separately for each product listed below and for China (Group 1), China (Gang Yan), China (all others), and Korea. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

- Finished sawblades   
  Diamond cores   
  Diamond sawblade segments  
 China (Group 1)<sup>1</sup>   
  China (Gang Yan)   
  China (All others)   
  Korea

| Month        | Imports             |                    | End-of-period inventories |
|--------------|---------------------|--------------------|---------------------------|
|              | (Quantity in units) | (Value in dollars) | (Quantity in units)       |
| <b>2004:</b> |                     |                    |                           |
| November     |                     |                    |                           |
| December     |                     |                    |                           |
| <b>2005:</b> |                     |                    |                           |
| January      |                     |                    |                           |
| February     |                     |                    |                           |
| March        |                     |                    |                           |
| April        |                     |                    |                           |
| May          |                     |                    |                           |
| June         |                     |                    |                           |
| July         |                     |                    |                           |
| August       |                     |                    |                           |
| September    |                     |                    |                           |
| October      |                     |                    |                           |

<sup>1</sup> See the following page for a list of exporters and producers in Group 1.

**PART II. TRADE AND RELATED INFORMATION—Continued****China (Group 1)**

| Exporter  | Producer  |
|---|---|
| Hebei Jikai Industrial Group Co., Ltd.            | Hebei Jikai Industrial Group Co., Ltd.  |
| Danyang NYCL Tools Manufacturing Co., Ltd.        | Danyang NYCL Tools Manufacturing Co., Ltd.                                      |
| Danyang Youhe Manufacturing Co. Ltd.              | Danyang Youhe Manufacturing Co. Ltd.  |
| Fujian Quanzhou Wanlong Stone Co., Ltd.           | Fujian Quanzhou Wanlong Stone Co., Ltd.   |
| Guilin Tebon Superhard Material Co., Ltd.         | Guilin Tebon Superhard Material Co., Ltd.                                       |
| Huzhou Gu's Import & Export Co., Ltd.             | Danyang Aurui Hardware Products Co., Ltd.                                       |
| Jiangsu Fengtai Diamond Tool Manufacture Co. Ltd. | Jiangsu Fengtai Diamond Tool Manufacture Co. Ltd.                               |
| Jiangyin LIKN Industry Co., Ltd.                  | Jiangsu Fengtai Diamond Tool Manufacture Co., Ltd.                              |
| Jiangyin LIKN Industry Co., Ltd.                  | Wuhan Wanbang Laser Diamond Tools Co.   |
| Quanzhou Zhongzhi Diamond Tool Co., Ltd.          | Quanzhou Zhongzhi Diamond Tool Co., Ltd.  |
| Rizhao Hein Saw Co., Ltd.                         | Rizhao Hein Saw Co., Ltd.   |
| Shanghai Deda Industry & Trading Co. Ltd.         | Hua Da Superabrasive Tools Technology Co., Ltd.                                 |
| Sichuan Huili Tools Co.                           | Chengdu Huifeng Diamond Tools Co., Ltd.   |
| Sichuan Huili Tools Co.                           | Sichuan Huili Tools Co.   |
| Weihai Xiangguang Mechanical Industrial Co., Ltd. | Weihai Xiangguang Mechanical Industrial Co., Ltd.                               |
| Wuhan Wanbang Laser Diamond Tools Company, Ltd.   | Wuhan Wanbang Laser Diamond Tools Company, Ltd.                                 |
| Xiamen ZL Diamond Tools Co., Ltd.                 | Xiamen ZL Diamond Tools Co., Ltd.   |
| Zhenjiang Inter—                                  | China Import & Export Co., Ltd.Danyang Weiwang<br>Tools Manufacturing Co., Ltd. |
| Zhejiang Tea Import & Export Co., Ltd.            | Danyang Dida Diamond Tools Manufacturing Co., Ltd.                              |
| Zhejiang Tea Import & Export Co., Ltd.            | Danyang Tsunda Diamond Tools Co., Ltd.  |
| Zhejiang Tea Import & Export Co., Ltd.            | Wuxi Lianhua Superhard Material Tools Co., Ltd.                                 |
| Zhejiang Wanli Tools Group Co., Ltd.              | Zhejiang Wanli Super—hard Materials Co., Ltd.                                   |

**PART III.-PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244 or [gerald.benedick@usitc.gov](mailto:gerald.benedick@usitc.gov)).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_

Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

**Section III-A.-PRICE DATA**

This section requests quarterly value and quantity sales data concerning your firm's U.S. commercial shipments during January 2003-December 2005 for the following products it imported from China and Korea and by specified types of U.S. customers applicable to your firm. Customers should be unrelated (by ownership) to your firm. Show by country of origin, product, and type of customer as indicated in the table; note that you are required to report separately for imported Chinese products produced by Gang Yan from those of all other Chinese suppliers.

**Product 1.**– 4" diameter laser-welded blades for dry cutting, 0.080" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 72-75 and diamond concentration in a range of 12-15 percent by volume of the segments or alternatively 0.55-0.65 carats/ccm)

**Product 2.**– 12" diameter laser-welded blades for dry cutting, 0.110" segmented thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 82-85 and diamond concentration in a range of 17-20 percent by volume of the segments or alternatively 0.75-0.85 carats/ccm) for use in high speed saws of 5,000 rpm or more

**Product 3.**– 14" diameter laser-welded blades for dry cutting, 0.110" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 82-85 and diamond concentration in a range of 17-20 percent by volume of the segments or alternatively 0.75-0.85 carats/ccm) for use in high speed saws of 5,000 rpm or more

**Product 4.**– 14" diameter laser-welded blades for dry cutting, 0.125" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 82-85 and diamond concentration in a range of 17-20 percent by volume of the segments or alternatively 0.75-0.85 carats/ccm) for use in high speed saws of 5,000 rpm or more

**Product 5.**– 14" diameter laser-welded blades for wet cutting cured concrete, 0.125" segmented thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 74-77 and diamond concentration in a range of 33-35 percent by volume of the segments or alternatively 1.45-1.55 carats/ccm) for use in saws of 35 hp or more

**Product 6.**– 18" diameter laser-welded blades for wet cutting cured concrete, 0.125" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 74-77 and diamond concentration in a range of 33-35 percent by volume of the segments or alternatively 1.45-1.55 carats/ccm) for use in saws of 35 hp or more

**Product 7.**– 24" diameter laser-welded blades for wet cutting cured concrete, 0.155" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 74-77 and diamond concentration in a range of 33-35 percent by volume of the segments or alternatively 1.45-1.55 carats/ccm) for use in saws of 35 hp or more

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-A. PRICE DATA—Continued**

**NOTE:** The different grades of DSBs do not necessarily have universal descriptions. If the “Premium” grade descriptions shown in the product definitions are not familiar to your firm, construe “Premium” grade as corresponding to Diamond Products’ “Heavy Duty Orange” grade and report for your firm’s product that is comparable and competes with the specified product for that you indicated at the top of the price data table. Indicate near the bottom of the table in the space provided if the product for which you reported is not exactly the specified product but a product that is comparable and competes with the specified product. In addition, report, also near the bottom of the table, for the specified or a comparable and competing product the information requested involving the grade of the product, the diamond impact strength, and diamond concentration.

Please note that total dollar values should be f.o.b., your firm’s U.S. point(s) of shipment and should not include U.S.-inland transportation costs to your customers. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates).

Please report the price data separately by the following types of U.S. customers, which apply to your firm:

- (1) Branded Distributors--distributors of DSBs that purchase and resell under their own brand names, including telemarketers that sell under their brand names; examples include Diamond Blade Warehouse, National Diamond, Lackmond, and Fastenal**
- (2) Other Distributors--distributors of DSBs that sell under the brand names of U.S. producers and/or importers**
- (3) National Big-Box Retailers--national chains of big box stores, such as Home Depot and Lowes**
- (4) Professional Construction Firms--endusers in the professional construction market, including all customers that are members of the Concrete Sawing and Drilling Association (CSDA)**

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-A. PRICE DATA—Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> your firm imported from China or Korea and sold to the specified types of U.S. customers unrelated (by ownership) to your firm. Note: Report separately for imported Chinese products produced by Gang Yan from those of all other Chinese suppliers. Report the pricing data for a single country of origin, single product, and single type of customer for each page.<sup>2</sup>

China (Gang Yan)     China (all others)     Korea

Product 1     Product 2     Product 3

Product 4     Product 5     Product 6     Product 7

Type of customer:

- (1) Branded Distributors     (2) Other Distributors     (3) National Big Box Retailers   
 (4) Professional Construction Firms

| <i>(Quantity in units, value in dollars)</i> |          |                    |
|--|----------|--------------------|
| Period of shipment                           | Quantity | Value <sup>3</sup> |
| <b>2003:</b>                                 |          |                    |
| January-March                                |          |                    |
| April-June                                   |          |                    |
| July-September                               |          |                    |
| October-December                             |          |                    |
| <b>2004:</b>                                 |          |                    |
| January-March                                |          |                    |
| April-June                                   |          |                    |
| July-September                               |          |                    |
| October-December                             |          |                    |
| <b>2005:</b>                                 |          |                    |
| January-March                                |          |                    |
| April-June                                   |          |                    |
| July-September                               |          |                    |
| October-December                             |          |                    |

<sup>1</sup> If the product you reported on this page does not exactly meet the product specifications but is comparable and competes with the specified product checked above, please check here .

<sup>2</sup> For the specified or comparable product reported on this page, report the following information:

- (1) Your firm's grade designation \_\_\_\_\_  
 (2) Diamond impact strength (Toughness Index (TI)/Thermal Toughness Index (TTI)) \_\_\_\_\_ or other measure of strength (specify) \_\_\_\_\_  
 (3) Diamond concentration (percent of diamonds by volume in the segment) \_\_\_\_\_, or in carats/ccm \_\_\_\_\_, or other measure of concentration (specify) \_\_\_\_\_

<sup>3</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point(s) of shipment.

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

**Section III-A.--PRICE DATA--Continued**

III-A-1. Please describe below for the customer categories that you are familiar with **a)** how your firm defines each of the customer categories listed below, providing examples for each, **b)** the principal type(s) of finished DSBs (e.g., diameter, grade, segmented versus continuous rim, method of attaching cutting surface to the core, wet versus dry saw use, etc.) that you sell to each type of customer, **c)** the principal end use(s) of the finished DSBs purchased by these customers; and, for distributor, retail, and retail outlet purchasers **d)** their principal types of customers to whom they sell finished DSBs (e.g., professional construction contractors, do-it-yourself, general construction, etc.).

(1) *Branded distributors:*

- a. \_\_\_\_\_  
\_\_\_\_\_
- b. \_\_\_\_\_  
\_\_\_\_\_
- c. \_\_\_\_\_  
\_\_\_\_\_
- d. \_\_\_\_\_  
\_\_\_\_\_

(2) *Other distributors:*

- a. \_\_\_\_\_  
\_\_\_\_\_
- b. \_\_\_\_\_  
\_\_\_\_\_
- c. \_\_\_\_\_  
\_\_\_\_\_
- d. \_\_\_\_\_  
\_\_\_\_\_

(3) *National big-box retailers:*

- a. \_\_\_\_\_  
\_\_\_\_\_
- b. \_\_\_\_\_  
\_\_\_\_\_
- c. \_\_\_\_\_  
\_\_\_\_\_
- d. \_\_\_\_\_  
\_\_\_\_\_

(4) *Other retailers:*

- a. \_\_\_\_\_  
\_\_\_\_\_
- b. \_\_\_\_\_  
\_\_\_\_\_
- c. \_\_\_\_\_  
\_\_\_\_\_
- d. \_\_\_\_\_  
\_\_\_\_\_



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

**Section III-A.--PRICE DATA--Continued**

IV-A-1. Continued

(5) *Specialty diamond saw producers and/or DSB producers:*

- a. \_\_\_\_\_  
\_\_\_\_\_
- b. \_\_\_\_\_  
\_\_\_\_\_
- c. \_\_\_\_\_  
\_\_\_\_\_
- d. \_\_\_\_\_  
\_\_\_\_\_

(6) *General purpose saw producers:*

- a. \_\_\_\_\_  
\_\_\_\_\_
- b. \_\_\_\_\_  
\_\_\_\_\_
- c. \_\_\_\_\_  
\_\_\_\_\_
- d. \_\_\_\_\_  
\_\_\_\_\_

(7) *Professional construction end users:*

- a. \_\_\_\_\_  
\_\_\_\_\_
- b. \_\_\_\_\_  
\_\_\_\_\_
- c. \_\_\_\_\_  
\_\_\_\_\_
- d. \_\_\_\_\_  
\_\_\_\_\_

(8) *Other end user(s) (specify \_\_\_\_\_):*

- a. \_\_\_\_\_  
\_\_\_\_\_
- b. \_\_\_\_\_  
\_\_\_\_\_
- c. \_\_\_\_\_  
\_\_\_\_\_
- d. \_\_\_\_\_  
\_\_\_\_\_

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

**Section III-A.--PRICE DATA--Continued**

III-A-2. Does your firm import and/or sell finished DSBs of different grades in the U.S. market?

- No       Yes--Please identify any differences in the physical characteristics of the finished DSBs, including segments, cores, and method/skill of attaching the cutting surface to the core, that would result in finished DSBs that are the same type and diameter, but are different in terms of grade. Identify the product features for different grade designations and identify the country(ies) of origin for finished DSBs of different grades.

---



---



---



---



---



---

III-A-3. Please specify the performance measure(s) of finished DSBs that are used to differentiate finished DSBs by grade in the U.S. market, and provide the performance ratings for different grade designations of finished DSBs.

---



---



---



---



---



---

III-A-4. Do the finished DSBs discussed above that are of different grades, compete with each other in the U.S. market?

- No       Yes--Please identify specific end uses in which such competition occurs and identify the type/diameter of finished DSBs and grade designations.

---



---



---



---



---



---

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS**

Unless otherwise instructed, please answer all questions in the rest of part IV based on your firm's total U.S. sales of its diamond sawblades and parts thereof (DSB products) imported from China and Korea to all U.S. customers during January 2003-December 2005. If your responses differ by sales to different types of U.S. customers (distributors, retailers, OEMs, end users, etc.) or by sales of different diameters, grades, or types of finished diamond sawblades (segmented, continuous rim, laser-welded, soldered/brazed, sintered, etc.) that you imported from China and/or Korea, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

**Please note that, unless otherwise specified, the questions in this section refer to your firm's sales of both finished diamond sawblades and parts thereof. If your firm sells both diamond sawblades and parts and your response to any question(s) differs based on the category of product (i.e., finished diamond sawblades or parts of diamond sawblades), please respond separately for finished diamond saw blades and for the specific part(s) (DSB cores, DSB segments, etc).**

III-B-1. Approximately what value (in dollars) of your firm's total **U.S. commercial shipments** of its subject imported DSB products in 2005 were on a (1) long-term contract/agreement basis (multiple deliveries for more than 12 months), (2) short-term contract/agreement basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)? Report separately as indicated for shipments of finished DSBs, DSB cores, and DSB segments, and by country of origin that apply to your firm. **Please report imports from China that (1) exclude products of Beijing Gang Yan Diamond Products Company, and (2) separately show products of Beijing Gang Yan Diamond Products Company.**

| Type of shipment  | 2005 U.S. commercial shipment value (dollars) |       |          |
|---|---|-------|----------|
|   | Finished DSBs                                 | Cores | Segments |
| <b>Imported from China (excluding products of Beijing Gang Yan Diamond Products Co.):</b>   |   |       |          |
| Long-term contracts/agreements  |   |       |          |
| Short-term contracts/agreements   |   |       |          |
| Spot sales  |   |       |          |
| <b>Total</b>  |   |       |          |
| <b>Imported Chinese products of Beijing Gang Yan Diamond Products Co.:</b>  |   |       |          |
| Long-term contracts/agreements  |   |       |          |
| Short-term contracts/agreements   |   |       |          |
| Spot sales  |   |       |          |
| <b>Total</b>  |   |       |          |
| <b>Imported from Korea:</b>   |   |       |          |
| Long-term contracts/agreements  |   |       |          |
| Short-term contracts/agreements   |   |       |          |
| Spot sales  |   |       |          |
| <b>Total</b>  |   |       |          |
| Note.--Total value for each product category, by country of origin, should equal 100 percent of the value of 2005 U.S. commercial shipments for each of the above product categories for that country of origin reported by your firm on pages 7 and 9 of this questionnaire. |   |       |          |

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-2. If you sell your subject imported DSB products on a long-term contract/agreement basis, please answer the following questions with respect to provisions of a typical long-term contract/agreement. Report separately as applicable for shipments of finished DSBs, DSB cores, and DSB segments and by country of origin. COPY THIS QUESTION AS NEEDED for more than one product category and country of origin if responses differ by category of product and country of origin. If responses remain the same, then check all that apply to your firm for such responses on a single page.

**China**  **Korea**  (Check as applicable)

*Finished DSBs*  *Cores*  *Segments*  (Check as applicable)

- (a) What is the average duration of a contract/agreement? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract/agreement period? \_\_\_\_\_
- (c) Does the contract/agreement fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract/agreement have a meet or release provision? \_\_\_\_\_

III-B-3. If you sell your subject imported DSB products on a short-term contract/agreement basis, please answer the following questions with respect to provisions of a typical short-term contract/agreement. Report separately as applicable for shipments of finished DSBs, DSB cores, and DSB segments and by country of origin; COPY THIS QUESTION AS NEEDED for more than one product category and country of origin if responses differ by category of product and country of origin. If responses remain the same, then check all that apply to your firm for such responses on a single page.

**China**  **Korea**  (Check as applicable)

*Finished DSBs*  *Cores*  *Segments*  (Check as applicable)

- (a) What is the average duration of a contract/agreement? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract/agreement period? \_\_\_\_\_
- (c) Does the contract/agreement fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract/agreement have a meet or release provision? \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-4. Please describe how your firm determines the prices that it charges for sales of its subject imported DSB products (transaction by transaction negotiation, contracts/agreements for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

(1) Report separately as applicable for shipments of finished DSBs, DSB cores, and DSB segments and by country of origin; COPY THIS QUESTION AS NEEDED for more than one product category and country of origin if your responses differ by category of product and country of origin. If responses remain the same, then check all that apply to your firm for such responses.

China  Korea  (Check as applicable)

Finished DSBs  Cores  Segments  (Check as applicable)

Long-term: \_\_\_\_\_

Short-term: \_\_\_\_\_

Spot: \_\_\_\_\_

(2) Please list any price change announcements, since January 1, 2003, that your firm issued for its subject imported DSB products that it sells; provide the date(s) of any change(s), the products affected, the size of any price increases or decreases, and the extent to which the price increases held. Report separately for DSB products of China and from Korea.

China: \_\_\_\_\_

Korea: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-5. Please describe the bases for any price discounting by your firm (quantity discounts, annual total volume discounts, etc.), whether a formal policy or as needed for selected customers. Report separately as applicable for shipments of finished DSBs, DSB cores, and DSB segments and by country of origin that apply to your firm.

**China:**

Finished DSBs \_\_\_\_\_

Cores \_\_\_\_\_

Segments \_\_\_\_\_

**Korea:**

Finished DSBs \_\_\_\_\_

Cores \_\_\_\_\_

Segments \_\_\_\_\_

III-B-6. Report separately as applicable for shipments of finished DSBs, DSB cores, and DSB segments and country of origin that apply to your firm.

(a) What are your firm's typical sales terms for its subject imported DSB products (e.g., 2/10 net 30 days, net 30 days, etc.)?

**China:**

Finished DSBs \_\_\_\_\_ Cores \_\_\_\_\_ Segments \_\_\_\_\_

**Korea:**

Finished DSBs \_\_\_\_\_ Cores \_\_\_\_\_ Segments \_\_\_\_\_

(b) On what basis are your prices of its subject imported DSB products usually quoted (e.g., f.o.b. your warehouse, or delivered)?

**China:**

Finished DSBs \_\_\_\_\_ Cores \_\_\_\_\_ Segments \_\_\_\_\_

**Korea:**

Finished DSBs \_\_\_\_\_ Cores \_\_\_\_\_ Segments \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-7. What is the average lead time (days) between a U.S. customer's order and the approximate date of delivery for your firm's **U.S. commercial shipments** of its subject imported DSB products during 2005? Report separately as shown in the tables for shipments of finished DSBs, DSB cores, and DSB segments that apply to your firm, and whether shipped from U.S. inventory or shipped from production in the subject foreign country. In addition, please report separately by subject country of origin, **but report imports from China that (1) exclude products of Beijing Gang Yan Diamond Products Company, and (2) separately show products of Beijing Gang Yan Diamond Products Company.**

**China:**

| Product/Source  | Share of 2005 U.S. commercial shipment value (percent) | Lead time (days) |
|---|--|------------------|
| <b>Finished DSBs:</b>   |  |                  |
| From U.S. inventory   |  |                  |
| From Chinese production (excluding products of Beijing Gang Yan Diamond Products Co.)   |  |                  |
| Imported Chinese products of Beijing Gang Yan Diamond products Co.  |  |                  |
| <b>Total</b>  | <b>100%</b>  |                  |
| <b>Cores:</b>   |  |                  |
| From U.S. inventory   |  |                  |
| From Chinese production (excluding products of Beijing Gang Yan Diamond Products Co.)   |  |                  |
| Imported Chinese products of Beijing Gang Yan Diamond products Co.  |  |                  |
| <b>Total</b>  | <b>100%</b>  |                  |
| <b>Segments:</b>  |  |                  |
| From U.S. inventory   |  |                  |
| From Chinese production (excluding products of Beijing Gang Yan Diamond Products Co.)   |  |                  |
| Imported Chinese products of Beijing Gang Yan Diamond products Co.  |  |                  |
| <b>Total</b>  | <b>100%</b>  |                  |
| Note.--Total of value shares in each of the above product categories should account for 100 percent of the value of 2005 U.S. commercial shipments for each such product category and for the country of origin reported by your firm on pages 7 and 9 of this questionnaire. |  |                  |

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-7. Continued

**Korea:**

| Product/Source  | Share of 2005 U.S. commercial shipment value (percent) | Lead time (days) |
|---|--|------------------|
| <b>Finished DSBs:</b>   |  |                  |
| From U.S. inventory   |  |                  |
| From Korean production  |  |                  |
| <b>Total</b>  | <b>100%</b>  |                  |
| <b>Cores:</b>   |  |                  |
| From U.S. inventory   |  |                  |
| From Korean production  |  |                  |
| <b>Total</b>  | <b>100%</b>  |                  |
| <b>Segments:</b>  |  |                  |
| From U.S. inventory   |  |                  |
| From Korean production  |  |                  |
| <b>Total</b>  | <b>100%</b>  |                  |
| Note.--Total of value shares in each of the above product categories should account for 100 percent of the value of 2005 U.S. commercial shipments for each such product category and for the country of origin reported by your firm on pages 7 and 9 of this questionnaire. |  |                  |



**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-8. Answer separately for the DSB products imported from China and those imported from Korea that apply to your firm.

(a) What is the approximate percentage of the total U.S. delivered selling price of the subject imported DSB products shipped to your U.S. customers accounted for by U.S. inland transportation costs?

**China:**

Finished DSBs \_\_\_\_\_ Cores \_\_\_\_\_ Segments \_\_\_\_\_

**Korea:**

Finished DSBs \_\_\_\_\_ Cores \_\_\_\_\_ Segments \_\_\_\_\_

(b) Who generally arranges U.S.-inland transportation to your customers' locations?

**China:**

Finished DSBs \_\_\_\_\_ Cores \_\_\_\_\_ Segments \_\_\_\_\_

**Korea:**

Finished DSBs \_\_\_\_\_ Cores \_\_\_\_\_ Segments \_\_\_\_\_

(c) What proportion of your U.S. sales occur--

**China:**

**Finished DSBs:**

100 miles of your U.S. storage and/or production facility(ies)? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**Cores:**

100 miles of your U.S. storage and/or production facility(ies)? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**Segments:**

100 miles of your U.S. storage and/or production facility(ies)? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**Korea:**

**Finished DSBs:**

100 miles of your U.S. storage and/or production facility(ies)? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**Cores:**

100 miles of your U.S. storage and/or production facility(ies)? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**Segments:**

100 miles of your U.S. storage and/or production facility(ies)? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-9. What is the geographic market area in the United States served by your firm's subject imported DSB products? COPY THIS QUESTION AS NEEDED for more than one product category and by country of origin, if your responses differ by category of product. If responses remain the same, then check all that apply to your firm for such responses on a single page.

**China:**

Finished DSBs  Cores  Segments  (Check as applicable)

Northeast  Mid-Atlantic  Midwest  Southeast

Southwest  Rocky Mountains  West Coast  Northwest

National  Other (describe) \_\_\_\_\_

**Korea:**

Finished DSBs  Cores  Segments  (Check as applicable)

Northeast  Mid-Atlantic  Midwest  Southeast

Southwest  Rocky Mountains  West Coast  Northwest

National  Other (describe) \_\_\_\_\_

III-B-10. Describe the principal end uses of the finished DSBs that you imported from China and/or Korea. For each end-use activity, estimate, if possible, the percentage of the total cost of that end use accounted for by finished diamond sawblades? Answer separately for your firm's subject imported Chinese and/or Korean finished DSBs.

**China:**

(1) End use as it relates to the material(s) being cut (specify the material(s)):

| <u>End use</u> | <u>Share of total cost for cutting material accounted for by finished DSBs (percent)</u> |
|----------------|--|
| _____          | _____  |
| _____          | _____  |

(2) End use as it relates to the overall project and not just restricted to the material(s) being cut (specify the material(s) and the overall project):

| <u>End use</u> | <u>Share of total project cost accounted for by finished DSBs (percent)</u> |
|----------------|---|
| _____          | _____   |
| _____          | _____   |

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-10. Continued–

**Korea:**

(1) End use restricted to the material(s) being cut (specify the material(s)):

| <u>End use</u> | <u>Share of total cost for cutting material<br/>accounted for by finished DSBs (percent)</u> |
|----------------|--|
| _____          | _____  |
| _____          | _____  |

(2) End use as it relates to the overall project and not just restricted to the material(s) being cut (specify the material(s) and the overall project):

| <u>End use</u> | <u>Share of total project cost accounted<br/>for by finished DSBs (percent)</u> |
|----------------|---|
| _____          | _____   |
| _____          | _____   |

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-11. (a) Please list in order of importance the top three products that may be substituted for finished DSBs in the U.S. market. If none, please indicate. *(Substitute products are products that can, based on market price considerations and residential consumer/industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product--some consumers/industrial users may require greater price changes than others before they switch among the alternative products.)*

\_\_\_ None (skip to question III-B-12)

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications/end uses and specify the material(s) being cut for which they are substitutes.

(1) \_\_\_\_\_  
\_\_\_\_\_

(2) \_\_\_\_\_  
\_\_\_\_\_

(3) \_\_\_\_\_  
\_\_\_\_\_

(c) Have changes in the prices of these products affected the price or quantity (increases and/or decreases) for finished DSBs in the U.S. market since 2003?

No

Yes--Please explain how changes in the relative prices of the above substitutes affected the price or quantity of finished DSBs or vice-a-versa. Also identify the percentage change in relative prices and the time lag for any such impact and whether this varies by type of finished DSBs, end use, or material being cut.

(1) \_\_\_\_\_  
\_\_\_\_\_

(2) \_\_\_\_\_  
\_\_\_\_\_

(3) \_\_\_\_\_  
\_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-12. Please discuss the extent to which different types of finished DSBs may substitute for each other in the U.S. market and the most likely application/end uses (identify the material(s) being cut) for which they may be substitutes. Discuss separately any substitution between (1) segmented and continuous rim finished DSBs, (2) substitution among finished DSBs where the core and cutting surface are laser welded, soldered/brazed, or sintered, (3) substitution among finished DSBs of different diameters, (4) substitution among different grades of finished DSBs (specify physical quality characteristics of the finished DSBs that you consider), and (5) any other forms of substitution among different types of finished DSBs. If none, please indicate.

\_\_\_ None (skip to question III-B-13)

(1) *Segmented versus continuous rim DSBs* \_\_\_\_\_

\_\_\_\_\_

(2) *Laser welded, soldered/brazed, or sintered DSBs* \_\_\_\_\_

\_\_\_\_\_

(3) *Different diameters of DSBs* \_\_\_\_\_

\_\_\_\_\_

(4) *Different grades of DSBs* \_\_\_\_\_

\_\_\_\_\_

(5) *Other forms of DSB substitution* \_\_\_\_\_

\_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-13. a) Have there been any significant changes in the product range, product mix, or marketing of DSB products in the U.S. market since January 1, 2003?

No: Finished DSBs  Cores  Segments

Yes--Please describe and identify by the specific DSB product categories that apply to your firm and in particular any shifts in U.S. produced and subject imported finished DSBs and DSB cores of different diameters (identify specific countries of origin).

Finished DSBs \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Cores \_\_\_\_\_

\_\_\_\_\_

Segments \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

b) Do you anticipate any significant changes in the product range, product mix, or marketing of DSB products in the U.S. market in the future?

No: Finished DSBs  Cores  Segments

Yes--Please describe and identify the specific DSB product categories that apply to your firm and in particular any shifts in U.S. produced and subject imported finished DSBs and DSB cores of different diameters. Specify the future time period that you have in mind and identify the specific countries of origin.

Finished DSBs \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Cores \_\_\_\_\_

\_\_\_\_\_

Segments \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-14. Does your firm sell its subject imported DSB products over the internet? Report and identify separately by country of origin and for finished DSBs, DSB cores, and DSB segments that apply to your firm.

**China:**

No: Finished DSBs  Cores  Segments

**Korea:**

No: Finished DSBs  Cores  Segments

Yes-Please describe, noting the estimated percentage of your firm's total value of U.S. commercial shipments of subject imported DSB products in 2005 accounted for by internet sales.

**China :**

Finished DSBs: \_\_\_\_\_

Cores: \_\_\_\_\_

Segments: \_\_\_\_\_

**Korea :**

Finished DSBs: \_\_\_\_\_

Cores: \_\_\_\_\_

Segments: \_\_\_\_\_

III-B-15. How has demand within the United States (and outside the United States, if known) for DSB products changed since January 1, 2003? What principal factors affected changes in demand? Discuss as appropriate demand trends for different applications and/or different types of purchasers. Report separately as applicable for finished DSBs, cores, and segments; COPY THIS QUESTION AS NEEDED for more than one product category. If responses remain the same by product category, then check all that apply to your firm for such response.

**United States:**

Finished DSBs  Cores  Segments  (Check as applicable)

Increased  Unchanged  Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand? Note different applications and/or different types of purchasers where applicable.

\_\_\_\_\_  
\_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-15. Continued--

**Outside the United States (specify countries \_\_\_\_\_):**

Finished DSBs  Cores  Segments  (Check as applicable)

Increased  Unchanged  Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand? Note different applications and/or different types of purchasers where applicable.

---

---



**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-16. COPY THIS QUESTION AS NEEDED for more than one product category. If responses remain the same by product category, then check all that apply to your firm for such responses on the same page.

Do you anticipate any future changes in demand for DSB products in the United States (and outside the U.S. market, if known)?

No— **United States:**

Finished DSBs  Cores  Segments  (Check as applicable)

**Outside the U.S. market (specify countries \_\_\_\_\_):**

Finished DSBs  Cores  Segments  (Check as applicable)

Yes--Please describe and quantify if possible and respond separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

**United States:**

Finished DSBs \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Cores \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Segments \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Outside the U.S. market (specify countries \_\_\_\_\_):**

Finished DSBs \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Cores \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Segments \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-17. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss DSB product supply (including production capacity and capacity utilization) and/or demand in (1) the United States, (2) each of the other major producing/consuming countries, including China and Korea, and (3) the world as a whole. Of interest is such data from 2003 to the present and forecasts for the future.

III-B-18. Are the DSB products that you import from China and/or Korea subject to any tariff or non-tariff barriers to trade in other countries?

No--China  Korea

Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2003, or that are expected to occur in the future. Report separately for subject imports from China and Korea and as appropriate for finished DSBs, DSB cores, and DSB segments that apply to your firm.

**China:**

Finished DSBs \_\_\_\_\_

\_\_\_\_\_

Cores \_\_\_\_\_

\_\_\_\_\_

Segments \_\_\_\_\_

**Korea:**

Finished DSBs \_\_\_\_\_

\_\_\_\_\_

Cores \_\_\_\_\_

\_\_\_\_\_

Segments \_\_\_\_\_

\_\_\_\_\_

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

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-19. To what extent have changes in the prices of raw materials used to produce DSB products in China and Korea affected your firm's selling prices for its subject imported DSB products in the U.S. market during January 2003-December 2005? Identify any such raw materials and discuss any anticipated changes in the raw material costs in China and Korea in the future. Report for finished DSBs imported from China and/or Korea by your firm and include the impact of raw material prices on any DSB components imported from China and/or Korea by your firm, such as cores and segments, to be used by your firm to produce finished DSBs. In addition, if applicable, report separately for DSB cores and for DSB segments imported from China and/or Korea by your firm for sale. COPY THIS QUESTION AS NEEDED to report by country of origin.

China  Korea

Finished DSBs \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Cores (imported and sold by your firm) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Segments (imported and sold by your firm) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-20. Have any changes occurred in any other factors in China and/or Korea affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that, in turn, affected the price and/or availability of your firm's subject imported DSB products in the U.S. market since 2003? Report separately for subject imports from China and Korea.

No--China  Korea

Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your U.S. shipment volumes and prices. Report for finished DSBs imported by your firm and include the impact of other factors on any components, such as cores and segments, imported by your firm from the subject countries to produce finished DSBs. In addition, if applicable, report separately for DSB cores and for DSB segments imported by your firm from the subject countries for sale. Identify the countries of origin.

**China:**

Finished DSBs \_\_\_\_\_

\_\_\_\_\_

Cores (imported and sold by your firm) \_\_\_\_\_

\_\_\_\_\_

Segments (imported and sold by your firm) \_\_\_\_\_

\_\_\_\_\_

**Korea:**

Finished DSBs \_\_\_\_\_

\_\_\_\_\_

Cores (imported and sold by your firm) \_\_\_\_\_

\_\_\_\_\_

Segments (imported and sold by your firm) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-21. a) Please explain if your firm's 2005 U.S. end-of-period inventories of its subject imported DSB products were of types or sizes not useable in the U.S. market, committed to customers by supply agreements, or other reasons that prevented your firm from using at least a portion of this inventory to increase shipments in the U.S. market within a 12-month period. For each type of limitation reported, give specific reasons and examples and, if available, provide any supporting documentation. Report for finished DSBs imported from China and/or Korea by your firm. In addition, if applicable, report separately for DSB cores and for DSB segments imported from China and/or Korea by your firm for sale. Report separately for subject imports from China and Korea.

**China:**

Finished DSBs \_\_\_\_\_

\_\_\_\_\_

Cores (produced and sold by your firm) \_\_\_\_\_

\_\_\_\_\_

Segments (imported and sold by your firm) \_\_\_\_\_

\_\_\_\_\_

**Korea:**

Finished DSBs \_\_\_\_\_

\_\_\_\_\_

Cores (imported and sold by your firm) \_\_\_\_\_

\_\_\_\_\_

Segments (imported and sold by your firm) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-21. b) Estimate the share (in percent) of the total quantity of your 2005 U.S. end-of-period inventories of your subject imported DSB products that could be used to increase shipments to the U.S. market in a 12-month period. Report for finished DSBs imported from China and/or Korea by your firm. In addition, if applicable, report separately for DSB cores and for DSB segments imported from China and/or Korea by your firm for sale. Report separately for subject imports from China and Korea.

**China:**

Finished DSBs \_\_\_\_\_% Cores \_\_\_\_\_% Segments \_\_\_\_\_%

**Korea:**

Finished DSBs \_\_\_\_\_% Cores \_\_\_\_\_% Segments \_\_\_\_\_%

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

Please respond to question III-B-22 only for those countries and DSB products for which you have marketing and pricing knowledge. Respond separately as applicable for finished DSBs, DSB cores, and DSB segments and COPY THIS PAGE AS NEEDED to respond for the different product categories; if responses remain the same by product category, then check all that apply to your firm for such responses on a single page.

Finished DSBs  Cores  Segments  (Check as appropriate)

| III-B-22. Are DSB products produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. <sup>1</sup> |       |                  |                 |                   |                 |
|--|-------|------------------|-----------------|-------------------|-----------------|
| Country-pair   | China | Korea            | Other country 1 | Other country 2   | Other country 3 |
| United States  |       |                  |                 |                   |                 |
| China  |       |                  |                 |                   |                 |
| Korea  |       |                  |                 |                   |                 |
| Other country 1  |       |                  |                 |                   |                 |
| Other country 2  |       |                  |                 |                   |                 |
| <sup>1</sup> For any country-pair producing DSB products which are <i>sometimes</i> or <i>never</i> interchangeable, please identify the country pair, product category, and explain the factors that limit or preclude interchangeable use:   |       |                  |                 |                   |                 |
|  |       |                  |                 |                   |                 |
|  |       |                  |                 |                   |                 |
|  |       |                  |                 |                   |                 |
|  |       |                  |                 |                   |                 |
|  |       |                  |                 |                   |                 |
|  |       |                  |                 |                   |                 |
|  |       |                  |                 |                   |                 |
|  |       |                  |                 |                   |                 |
|  |       |                  |                 |                   |                 |
| Identify: Other country 1-   |       | Other Country 2- |                 | Other country 3-- |                 |

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

Please respond to question III-B-23 only for those countries and DSB products for which you have marketing and pricing knowledge. Respond separately as applicable for finished DSBs, DSB cores, and DSB segments and COPY THIS PAGE AS NEEDED to respond for the different product categories; if responses remain the same by product category, then check all that apply to your firm for such responses on a single page.

Finished DSBs  Cores  Segments  (Check as appropriate)

| III-B-23. Are differences other than price (i.e., grade, quality, availability, transportation network, product range, technical support, etc.) between DSB products produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are <i>always</i> significant, "F" to indicate that such differences are <i>frequently</i> significant, "S" to indicate that such differences are <i>sometimes</i> significant, "N" to indicate that such differences are <i>never</i> significant, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. <sup>1</sup> |       |                   |                 |                   |                 |
|---|-------|-------------------|-----------------|-------------------|-----------------|
| Country-pair  | China | Korea             | Other country 1 | Other country 2   | Other country 3 |
| United States   |       |                   |                 |                   |                 |
| China   |       |                   |                 |                   |                 |
| Korea   |       |                   |                 |                   |                 |
| Other country 1   |       |                   |                 |                   |                 |
| Other country 2   |       |                   |                 |                   |                 |
| <sup>1</sup> For any country-pair for which factors other than price <i>always or frequently</i> are a significant factor in your firm's sales of DSB products, identify the country-pair, the product category, and report the advantages or disadvantages imparted by such factors:   |       |                   |                 |                   |                 |
|   |       |                   |                 |                   |                 |
|   |       |                   |                 |                   |                 |
|   |       |                   |                 |                   |                 |
|   |       |                   |                 |                   |                 |
|   |       |                   |                 |                   |                 |
|   |       |                   |                 |                   |                 |
|   |       |                   |                 |                   |                 |
|   |       |                   |                 |                   |                 |
|   |       |                   |                 |                   |                 |
| Identify: Other country 1--   |       | Other Country 2-- |                 | Other country 3-- |                 |



**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 5 largest customers for finished DSBs and 5 largest customers for DSB components that it imported from China and imported from Korea during 2003-2005. Please also provide the name and telephone number of a contact person and the share of the value of your firm's total 2005 U.S. commercial shipments of finished DSBs from China and from Korea accounted for by each of the 5 largest customers for this product category and country of origin, and the share of the value of your firm's total 2005 U.S. commercial shipments of DSB components from China and from Korea accounted for by each of the 5 largest customers for the latter product category and country of origin. Identify where indicated DSB components as DSB cores, DSB segments, or a combination of such products associated with each such customer identified. Report separately for DSB products imported from China and from Korea, and COPY THIS PAGE AS NECESSARY.

China                       Korea  (Check one)

**Finished DSBs:**

| No. | Customer's name | Street address (not P.O. box), city, state, and zip code | Contact person | Area code and telephone number | Share of 2005 shipments (%) |
|-----|-----------------|--|----------------|--------------------------------|-----------------------------|
| 1   |                 |  |                |                                |                             |
| 2   |                 |  |                |                                |                             |
| 3   |                 |  |                |                                |                             |
| 4   |                 |  |                |                                |                             |
| 5   |                 |  |                |                                |                             |

**DSB components:**

| No. | Customer's name | Component(s) | Street address (not P.O. box), city, state, and zip code | Contact person | Area code and telephone number | Share of 2005 shipments (%) |
|-----|-----------------|--------------|--|----------------|--------------------------------|-----------------------------|
| 1   |                 |              |  |                |                                |                             |
| 2   |                 |              |  |                |                                |                             |
| 3   |                 |              |  |                |                                |                             |
| 4   |                 |              |  |                |                                |                             |
| 5   |                 |              |  |                |                                |                             |