

APPENDIX VII

SALES DATABASE SUMMARIES

U.S. Sales Database Summary

General Information:

Market	United States	
Data Set Name	(e.g.: "UGIUS03")	<input type="text"/>
Date Submitted (8 digits)	__/__/20__	<input type="text"/>

Variables in the Data Set:

Short Description	Variable Name	Unit of Measure in which Reported ¹	Unit of Measure in which Incurred	Conversion Factor (if any) ²	Currency
<i>(Sample: Domestic Inland Freight)</i>	<i>DINLFTWU</i>	<i>lbs.</i>	<i>kilos</i>	<i>2.2046 lbs./kilo</i>	<i>USD</i>
Gross Unit Price	GRSUPRU				
ADJUSTMENTS, DISCOUNTS AND REBATES					
Billing Adjustments (specify each unique type) ³	BILLADJ(1-n)U				
Early Payment Discounts	EARLYPYU				
Quantity Discounts	QTYDISU				
Other Discounts (specify each unique type)	OTHDIS(1-n)U				
Rebates (specify each unique type)	REBATE(1-n)U				
MOVEMENT EXPENSES					
Domestic Inland Freight (Plant to Warehouse)	DINLFTWU				
Warehouse Expense	DWAREHU				
Domestic Inland Freight (Warehouse to Port)	DINLFTPU				
Inland Insurance	INSUREU				
Brokerage & Handling in Country of Manufacture	DBROKU				
Brokerage & Handling in the United States	USBROKU				
International Freight	INTNFRU				
Marine Insurance	MARNINU				
U.S. Inland Freight (Port to Warehouse)	INLFPWU				
U.S. Warehouse Expense	USWAREHU				
U.S. Inland Freight (Warehouse to Customer)	INLFWCU				
U.S. Inland Insurance	USINSURU				
Other U.S. Transportation Expenses (specify each unique type)	USOTHR(1-n)U				
U.S. Customs Duty	USDUTYU				
DUTY DRAWBACK					
Duty Drawback	DTYDRAWU				
DIRECT SELLING EXPENSES					
Commissions	COMMU				
Credit Expense	CREDITU				
Interest Revenue	INTREUV				
Advertising	ADVERTU				
Warranty	WARRU				
Technical Service Expense	TECHSERU				
Royalties	ROYALU				
Other Direct Selling Expenses (specify each unique type)	DIRSEL(1-n)U				
INDIRECT SELLING EXPENSES:					
Indirect Selling Expense Incurred in Country of Manufacture	DINDIRSU				
Indirect Selling Expenses Incurred in the United States	INDIRSU				
Inventory Carrying Costs Incurred in Country of Exportation	DINVCARU				
Inventory Carrying Costs Incurred in the United States	INVCARU				
VALUE ADDED TAX					
Value Added Tax	TAXU				
PACKING					
Packing	PACKU				
U.S. Repacking Expense	REPACKU				
DIFMER FIELDS					
Variable Cost of Manufacturing	VCOMU				
Total Cost of Manufacturing	TCOMU				
FURTHER MANUFACTURING					
U.S. further manufacturing	FURMANU				
ENTERED VALUE	ENTVALU				

Notes:

- Generally, this will be the same as that reported for Quantity Unit of Measure (QTYUNITU) in the Department's Section C Questionnaire. However, note that all data in all fields in all databases should be reported in consistent units.
- This will be the factor by which the unit of measure in which the price/expense/revenue was incurred was multiplied in order to arrive at the amount reported in the unit of measure column and the database (e.g., theoretical to actual weight; short tons to metric tons; etc.). If multiple factors are required (e.g., if theoretical short tons are converted to actual metric tons), include a separate column for each stage of the conversion.
- Note that references to "specify each unique type" mean that a separate line should be included for each individual field reported in the sales database.

Comparison Market Sales Database Summary

General Information:

Market	(Home Market or Specify 3rd Country)	<input type="text"/>
Data Set Name	(e.g.: "UGIHM03")	<input type="text"/>
Date Submitted (8 digits)	__ / __ / 20__	<input type="text"/>

Variables in the Data Set:

Short Description	Variable Name	Unit of Measure in which Reported ¹	Unit of Measure in which Incurred	Conversion Factor (if any) ²	Currency
<i>(Sample: Inland Freight)</i>	<i>INLFTWH</i>	<i>lbs.</i>	<i>kilos</i>	<i>2.2046 lbs./kilo</i>	<i>(Won)</i>
Gross Unit Price	GRSUPRH				
ADJUSTMENTS, DISCOUNTS AND REBATES					
Billing Adjustments (specify each unique type) ³	BILLADJ(1-n)H				
Early Payment Discounts	EARLYPYH				
Quantity Discounts	QTYDISH				
Other Discounts (specify each unique type)	OTHDIS(1-n)H				
Rebates (specify each unique type)	REBATE(1-n)H				
MOVEMENT EXPENSES					
Inland Freight (Plant to Warehouse)	INLFTWH				
Warehouse Expense	WAREHSH				
Inland Freight (Warehouse to Customer)	INLFTCH				
Inland Insurance	INSUREH				
DIRECT SELLING EXPENSES					
Commissions	COMMH				
Credit Expense	CREDITH				
Interest Revenue	INTREXH				
Advertising	ADVERTH				
Warranty	WARRH				
Technical Service Expense	TECHSERH				
Royalties	ROYALH				
Other Direct Selling Expenses (specify each unique type)	DIRSEL(1-n)H				
INDIRECT SELLING EXPENSES:					
Indirect Selling Expenses	INDIRSH				
Inventory Carrying Costs	INVCARH				
PACKING					
Packing	PACKH				
DIFMER FIELDS					
Variable Cost of Manufacturing	VCOMH				

Notes:

- Generally, this will be the same as that reported for Quantity Unit of Measure (QTYUNITH) in the Department's Section B Questionnaire. However, note that all data in all fields in all databases should be reported in consistent units.
- This will be the factor by which the unit of measure in which the price/expense/revenue was incurred was multiplied in order to arrive at the amount reported in the unit of measure column and the database (e.g., theoretical to actual weight; short tons to metric tons; etc.). If multiple factors are required (e.g., if theoretical short tons are converted to actual metric tons), include a separate column for each stage of the conversion.
- Note that references to "specify each unique type" mean that a separate line should be included for each individual field reported in the sales database.