
PRODUCERS' 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 May 17, 2005

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 (invs. Nos. 731-TA-1092-1093 (Preliminary)). 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)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____
Has your firm produced diamond sawblades or parts thereof (as defined in the instruction booklet) at any time since January 1, 2002?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, 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

Signature of Authorized Official

Date

() ()

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. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigations is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No, I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

I-4. 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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. 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 from China and Korea to the United States?

No Yes--List the following information.

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

I-6. 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>
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Elizabeth Haines (202-205-3200). **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 plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of diamond sawblades and parts since January 1, 2002?

No Yes--Supply details as to the time, nature, and significance of such changes.

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of diamond sawblades and parts?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced on same equipment and share of total production in 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Diamond sawblades	_____	_____	_____
Diamond sawblade parts	_____	_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce diamond sawblades and parts?

No Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Diamond sawblades	_____	_____	_____
Diamond sawblade parts	_____	_____	_____

II-6. Since January 1, 2002, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of diamond sawblades and parts?

No Yes--Name firm: _____

II-7. Does your firm produce diamond sawblades and parts in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2002, has your firm imported diamond sawblades and parts?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-9. **Finished diamond sawblades.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of finished diamond sawblades in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-March	
	2002	2003	2004	2004	2005
AVERAGE PRODUCTION CAPACITY ¹ (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ² of transfers to related firms					
EXPORT SHIPMENTS: ³					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO RENTAL HOUSES (quantity)					
U.S. SHIPMENTS TO RETAIL OUTLETS (quantity)					
U.S. SHIPMENTS TO SAWBLADE PRODUCERS (quantity)					
U.S. SHIPMENTS TO OEMS (quantity)					
U.S. SHIPMENTS TO ALL OTHER END USERS (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p>					
<p>² Internal consumption and transfers to related firms must be valued at fair market value. If you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2002, 2003, and 2004 below:</p>					
<p>³ Identify your principal export markets: _____</p>					
<p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>					
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>					

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

II-10. **Parts of diamond sawblades.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of diamond cores and diamond sawblade segments in your U.S. establishment(s) during the specified periods, that were/are **not for use in your production of finished diamond sawblades**. (See definitions in the instruction booklet.) Report separately for each product; photocopy page as necessary and indicate the product for which you are reporting.

Diamond cores Diamond sawblade segments

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-March	
	2002	2003	2004	2004	2005
AVERAGE PRODUCTION CAPACITY ¹ (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
EXPORT SHIPMENTS:²					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ³ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO RENTAL HOUSES (quantity)					
U.S. SHIPMENTS TO RETAIL OUTLETS (quantity)					
U.S. SHIPMENTS TO SAWBLADE PRODUCERS (quantity)					
U.S. SHIPMENTS TO OEMS (quantity)					
U.S. SHIPMENTS TO ALL OTHER END USERS (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <p>² Identify your principal export markets: _____</p> <p>³ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Also, the sum of the quantities of U.S. commercial shipments to the specified types of stores and firms should equal the quantities reported under "Quantity of commercial shipments." Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>					

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

II-11. If you transfer finished diamond sawblades or parts to related firms, 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-12. The definition of "diamond sawblades" includes certain parts used in diamond sawblades, namely the diamond core and diamond sawblade segments. With respect to these parts, does your firm use the same components that it produces for use in finished diamond sawblades for use in other finished articles as well?

No Yes—Indicate approximately what proportion of your production of these components went to various finished articles in 2004:

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Diamond cores:		Diamond sawblade segments:	
For diamond sawblades	_____	For diamond sawblade segments	_____
For _____	_____	For _____	_____
For _____	_____	For _____	_____
Total	100	Total	100

II-13. Please describe the market for the upstream articles (cores and segments) and the downstream articles (finished sawblades). Are there separate markets for the upstream and downstream articles?

II-14. Please describe any differences in the physical characteristics and functions of the upstream and downstream articles.

II-15. If your firm produces finished diamond sawblades, please describe the process by which your firm transforms diamond sawblade parts into finished diamond sawblades. Please include in your description an indication of the level of expertise required by your U.S. assembly operations, and the degree of value added by such operations.

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

II-16. Other than direct imports, has your firm otherwise purchased diamond sawblades or parts since January 1, 2002? (See definitions in the instruction booklet.) **Report separately for each product; photocopy page as necessary and indicate the product for which you are reporting.**

No Yes--Report such purchases below for the specified periods.¹

Finished diamond sawblades Diamond cores Diamond sawblade segments

<i>(Quantity in units, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2002	2003	2004	2004	2005
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
China:					
<i>Quantity</i>					
<i>Value</i>					
Korea:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>					

PART III.--FINANCIAL INFORMATION--Continued

III-5. Other products.--Please list any other products you produced in the facilities in which you produced diamond sawblades and parts, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

III-6. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of diamond sawblades or parts from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

III-7. When you firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-6 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

No Yes--Complete question III-8 below.

III-8. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of diamond sawblades or parts. For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

<u>Input</u>	<u>Related Party</u>	<u>Transfer Price Basis</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-9. Operations on finished diamond sawblades.--Report the revenue and related cost information requested below on the finished diamond sawblade operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in units, value in \$1,000)</i>					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2004	2005
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
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. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-10. Operations on parts of diamond sawblades.--Report the revenue and related cost information requested below on your operations producing diamond sawblade segments and diamond sawblade cores in your U.S. establishment(s) during the specified periods, that were/are **not for use in your production of finished diamond sawblades.**¹ Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in units, value in \$1,000)</i>					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2004	2005
Net commercial sales quantities:²					
Diamond sawblade segments					
Diamond sawblade cores					
Total net sales quantities					
Net commercial sales values:²					
Diamond sawblade segments					
Diamond sawblade cores					
Total net sales quantities					
Cost of goods sold:					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
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. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

PART III.--FINANCIAL INFORMATION--Continued

III-11. Asset values.--Report the total assets associated with the production, warehousing, and sale of diamond sawblades and parts. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Value of	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of diamond sawblades and parts:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (Finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe_____)			
F. Total current assets (lines 1.A. through 1.E.)			
2. Non-current assets:			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
D. All other non-current assets			
3. Total assets (lines 1.F., 2.C., and 2.D.)			

PART III.--FINANCIAL INFORMATION--Continued

III-12. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on diamond sawblades and parts. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2004	2005
Capital expenditures					
Research and development expenditures					

III-13. Please list major capital investment investments during the period examined, and identify the source of funds for these capital investments, and property, plant, and equipment purchases/installments.

<u>Major capital investment(s):</u>	<u>Amount</u>	<u>Month/year</u>	<u>Source</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

III-14. Since January 1, 2002, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of diamond sawblades and parts from China and/or Korea?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-15. Does your firm anticipate any negative impact of imports of diamond sawblades and parts from China and/or Korea?

- No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced and sold by your firm to unrelated U.S. customers.

Product 1 Product 2 Product 3 Product 4
 Product 5 Product 6 Product 7 Product 8

(Quantity in units, value in dollars)		
Period of shipment	Quantity	Value ²
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² 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 of shipment.		

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

Please note that the questions in this section refer to your firm's sales of both 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 type of product (i.e., diamond sawblade or parts of diamond sawblades), please note this in your response.

IV-B-1. Please describe how your firm determines the prices that it charges for sales of diamond sawblades (transaction by transaction negotiation, contracts 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.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-3. What are your firm's typical sales terms for its U.S.-produced diamond sawblades (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic diamond sawblades usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced diamond sawblades in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

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

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced diamond sawblades?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of diamond sawblades that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's diamond sawblades?

- Northeast Mid-Atlantic Midwest Southeast
- Southwest Rocky Mountains West Coast Northwest
- National Other (describe) _____

IV-B-10. Describe the end uses of the diamond sawblades that you manufacture. For each end-use product, what percentage of the total cost is accounted for by diamond sawblades?

<u>End use</u>	Share of total cost accounted for by <u>diamond sawblades</u> (percent)
_____	_____
_____	_____
_____	_____

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-B-11. (a) Please list in order of importance any products that may be substituted for diamond sawblades.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for diamond sawblades?

No Yes--To what degree do changes in their prices affect the price for diamond sawblades? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of diamond sawblades or final end use?

IV-B-12. How has the demand within the United States (and outside the United States if known) for diamond sawblades changed since January 1, 2002? What principal factors affect changes in demand?

Increased Unchanged Decreased

IV-B-13. Have there been any significant changes in the product range or marketing of diamond sawblades since January 1, 2002?

No Yes--Please describe.

IV-B-14. Does your firm sell diamond sawblades over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of diamond sawblades in 2004 accounted for by internet sales.

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-B-15. Report and classify your firm's 2004 *U.S. commercial shipments* of finished diamond sawblades produced by your firm, by value, according to the method of joining the core and segment and the diameter of the blade.

<i>(Share of value in percent)</i>					
Method of joining core and segment	≤7.0"	>7.0" but ≤10.0"	>10.0" but ≤14.0"	>14.0" but ≤20.0"	>20.0"
Laser-welding					
Soldering					
Sintering					
Total (sum of <u>all</u> 15 cells should = 100)					
Note.– Please report the share of your firm's 2004 commercial shipments of <i>continuous</i> finished diamond sawblades (____ percent) and <i>segmented</i> finished diamond sawblades (____ percent) (percentages should total 100).					

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-B-16. Are diamond sawblades 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 *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Korea	Other countries
United States				
China				
Korea				

¹ For any country-pair producing diamond sawblades which are *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-B-17. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between diamond sawblades 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 *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Korea	Other countries
United States				
China				
Korea				

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of diamond sawblades, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for diamond sawblades during 2002-2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of diamond sawblades that each of these customers accounted for in 2004.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made **AFTER** the filing of the petition.)

Since January 1, 2002: Did your firm lose sales of diamond sawblades to imports of these products from China or Korea?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>UNITS</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Accepted import price (total value-- <i>dollars</i>)