

IMPORTERS' QUESTIONNAIRE
MAGNESIUM FROM CHINA AND RUSSIA

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 January 6, 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 magnesium from China and Russia (invs. Nos. 731-TA-1071-1072 (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported magnesium (as defined in the instruction booklet) from any country at any time since January 1, 2001?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</p>
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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 25 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 magnesium from China or Russia into the United States or which are engaged in exporting magnesium from China or Russia to the United States?

No Yes—List the following information.

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

PART II. TRADE AND RELATED INFORMATION—Continued

II-3. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of magnesium since January 1, 2001?

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

II-4. Has your firm imported or arranged for the importation of magnesium from China or Russia for delivery after September 30, 2004?

No Yes—Indicate from which country the U.S. imports originate, the type of magnesium (e.g., pure, alloy), and the quantities involved.

Country: _____ Type: _____ Quantity (in metric tons): _____

Country: _____ Type: _____ Quantity (in metric tons): _____

II-5. If your firm also produces magnesium in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

II-6. Does your firm produce, purchase, or import secondary alloy magnesium? No Yes
If so, does it contain any beryllium?

No Yes

PART II.—TRADE AND RELATED INFORMATION—Continued

II-7. **IMPORTS, BY SOURCE, OF PURE MAGNESIUM.**—Report your firm's imports and your firm's shipments and inventories of **pure magnesium** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and Russia 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 Russia All other sources combined¹

(Quantity in metric tons, value in \$1,000)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS:²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS:⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES⁵ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ 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 2001, 2002, and 2003 below: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**—Note that the **quantities** 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?

Yes No—Please explain: _____

PART II.—TRADE AND RELATED INFORMATION—Continued

II-8. **IMPORTS, BY SOURCE, OF ALLOY MAGNESIUM.**—Report your firm's imports and your firm's shipments and inventories of **alloy magnesium** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and Russia 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 Russia All other sources combined¹

<i>(Quantity in metric tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
IMPORTS:²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS:⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES⁵ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					
¹ Please identify these sources: _____					
² Identify the foreign producers, if known: _____					
³ 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 2001, 2002, and 2003 below: _____					
⁴ Identify your principal export markets: _____					
⁵ Reconciliation of data. —Note that the quantities 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-9. **SHIPMENTS BY TYPE.**--Please report your firm's U.S. commercial shipments of imports of magnesium by type and form in 2003 and January-September 2004. (See definitions in the instruction booklet.) **Report separately for China and Russia 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 Russia All other sources combined¹

<i>(Quantity in metric tons)</i>		
Item	2003	Jan.-Sept. 2004
PRIMARY MAGNESIUM:		
 Ingot:		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
 Granule:		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
 Total:		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
SECONDARY MAGNESIUM:		
 Ingot:		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
 Granule:		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
 Total:		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Alloy magnesium (not meeting ASTM specifications for alloy magnesium)		

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

II-10. **SHIPMENTS TO END USERS.**--Please report your firm's U.S. commercial shipments of imports of magnesium to end users of magnesium by product type and form during the specified period. (See definitions in the instruction booklet.) **Report separately for China and Russia 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
 Russia
 All other sources combined¹

<i>(Quantity in metric tons)</i>		
Item	2003	Jan.-Sept. 2004
SHIPMENTS TO ALUMINUM MANUFACTURERS:		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
SHIPMENTS TO MAGNESIUM GRANULE PRODUCERS:		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
SHIPMENTS TO DIECASTERS:		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
SHIPMENTS FOR IRON AND STEEL DESULFURIZATION:		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
SHIPMENTS TO OTHERS (SPECIFY):		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		

PART III.—PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270).

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 price and quantity data concerning your firm's U.S. commercial shipments to **unrelated** U.S. customers of the following products imported from China and/or Russia during January 2000-September 2004:

Product 1.— Pure magnesium ingots containing at least 99.8 percent magnesium but less than 99.95 percent magnesium (FROM RUSSIA ONLY)

Product 2.— Alloy magnesium ingots containing less than 99.8 percent magnesium sold to aluminum alloyers and meeting ASTM specifications for alloy magnesium

Product 3.— Alloy magnesium ingots containing less than 99.8 percent magnesium sold to aluminum alloyers and not meeting ASTM specifications for alloy magnesium

Product 4.— Alloy magnesium ingots containing less than 99.8 percent magnesium sold to diecasters and meeting ASTM specifications for alloy magnesium

Please note that total dollar values should be on a delivered basis (i.e., include U.S. inland transportation costs paid by the seller). Total dollar values should reflect the **FINAL NET** amount paid to you (i.e., should be net of all deductions for discounts, allowances, rebates, and the value of returned goods). See instruction booklet.

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 products¹ imported from China or Russia and sold by your firm. Also complete a separate page for each subject country you import from.

Product 1 Product 2 Product 3 Product 4
 China Russia

(Quantity in metric tons, value in dollars)		
Period of shipment	Quantity	Value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
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		

¹ Please provide a list of product specifications (ASTM or otherwise) for the products for which you have provided data above:

² Delivered values less all discounts, allowances, rebates, and the value of returned goods.

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of alloy magnesium from China and pure and alloy magnesium from Russia (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.

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

III-B-3. What are your firm's typical sales terms for alloy magnesium from China and pure and alloy magnesium from Russia (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its alloy magnesium from China and pure and alloy magnesium from Russia in 2003 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	

III-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) Has the duration of contracts changed in recent years? _____

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

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

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

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

Section III-B.--PRICE-RELATED QUESTIONS

III-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) Has the duration of contracts changed in recent years? _____
- (c) Can prices be renegotiated during the contract period? _____
- (d) Does the contract fix quantity, price, or both? _____
- (e) Does the contract have a meet or release provision? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of magnesium?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of alloy magnesium from China and pure and alloy magnesium from Russia 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.

III-B-9. What is the geographic market area in the United States served by your firm's alloy magnesium from China and pure and alloy magnesium from Russia ?

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

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

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

III-B-10. Describe the end uses of the **pure** magnesium that you import. For each end-use product, what percentage of the total cost is accounted for by pure magnesium?

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

Describe the end uses of the **alloy** magnesium that you import. For each end-use product, what percentage of the total cost is accounted for by alloy magnesium?

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

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

(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 magnesium?

No Yes--To what degree do changes in their prices affect the price for magnesium? 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 magnesium or final end use?

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

III-B-12. How has the demand within the United States (and outside the United States if known) for pure magnesium changed since January 1, 2001? What principal factors affect changes in demand?

Increased Unchanged Decreased

III-B-13. How has the demand within the United States (and outside the United States if known) for alloy magnesium changed since January 1, 2001? What principal factors affect changes in demand?

Increased Unchanged Decreased

III-B-14. Do you sell secondary alloy magnesium to aluminum manufacturers? If so, how long have you been selling secondary alloy magnesium to aluminum manufacturers?

III-B-15. Are your customers for secondary alloy magnesium that meets ASTM specifications different from customers for such magnesium that doesn't meet ASTM specifications?

How frequently do your customers specify that their purchases must meet ASTM specifications?

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

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

III-B-16. Have there been any significant changes in the product range or marketing of pure magnesium since January 1, 2001?

No Yes--Please describe.

III-B-17. Have there been any significant changes in the product range or marketing of alloy magnesium since January 1, 2001?

No Yes--Please describe.

III-B-18. Does alloy magnesium (whether imported or produced in the United States) compete with pure magnesium? If so, in what end use markets and to what extent?

No- please describe why not Yes--If so, is this competing alloy magnesium U.S. production, imported from China and/or Russia, or imported from other countries?

PART IV.--ALTERNATIVE PRODUCT--TRADE AND RELATED INFORMATION

IV-1. **COMPARABILITY OF PURE AND ALLOY MAGNESIUM.**—Since January 1, 2001, has your firm imported either pure or alloy magnesium?

No Yes--Please describe the differences and similarities between pure and alloy magnesium with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART IV.--ALTERNATIVE PRODUCT--TRADE AND RELATED INFORMATION--Continued

IV-2. **COMPARABILITY OF PRIMARY AND SECONDARY MAGNESIUM.**—Since January 1, 2001, has your firm imported either primary or secondary magnesium?

No Yes--Please describe the differences and similarities between primary and secondary magnesium with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART IV.--ALTERNATIVE PRODUCT--TRADE AND RELATED INFORMATION--Continued

IV-3. **COMPARABILITY OF CAST AND GRANULAR MAGNESIUM.**--Since January 1, 2001, has your firm imported either cast or granular magnesium?

No Yes--Please describe the differences and similarities between cast and granular magnesium with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:
