

U.S. PRODUCERS' QUESTIONNAIRE

PRODUCT FROM COUNTRY

This questionnaire must be received by the Commission by no later than **INSERT DATE**

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the **countervailing duty/antidumping duty** order concerning **PRODUCT** from **COUNTRY** (Inv. No. **701/731-TA-xxx** (Review)). 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 PRODUCT (as defined in the instruction booklet) at any time since January 1, 2005?
<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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this review 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 this review or related proceedings for which this information is submitted, or in internal audits and proceedings 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, 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. **OMB statistics.**--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. **OMB feedback.**--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. **Establishments covered.**--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. **Position regarding continuation of order.**--Do you support or oppose continuation of the **antidumping and/or countervailing** duty order currently in place for **PRODUCT** from the following countries?

Country A	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Country B	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position

PART I.--GENERAL INFORMATION--Continued

I-4. **Ownership.**--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-5. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing **PRODUCT** from **COUNTRY** into the United States or that are engaged in exporting **PRODUCT** from **COUNTRY** to the United States?

No Yes--List the following information.

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

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing **PRODUCT** from countries other than **COUNTRY** into the United States or that are engaged in exporting **PRODUCT** from countries other than **COUNTRY** to the United States?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

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

No Yes--List the following information.

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

I-8. **Business plan.**--In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for **PRODUCT**?

No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **INVESTIGATOR** (202-xxx-xxxx, **NAME@usitc.gov**). **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part II with questions regarding the submitted confidential information.

E-mail: _____ Telephone: () _____

Fax: () _____

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of **PRODUCT** since January 1, 2005.

- | <i>(check as many as appropriate)</i> | <i>(please describe)</i> |
|--|--------------------------|
| <input type="checkbox"/> plant openings | _____
_____ |
| <input type="checkbox"/> plant closings | _____
_____ |
| <input type="checkbox"/> relocations | _____
_____ |
| <input type="checkbox"/> expansions | _____
_____ |
| <input type="checkbox"/> acquisitions..... | _____
_____ |
| <input type="checkbox"/> consolidations..... | _____
_____ |
| <input type="checkbox"/> prolonged shutdowns or
production curtailments | _____
_____ |
| <input type="checkbox"/> revised labor agreements | _____
_____ |
| <input type="checkbox"/> other (<i>e.g.</i> , technology) | _____
_____ |

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of **PRODUCT** in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce PRODUCT (in SPECIFY UNITS) for 2011 and 2012.**

For question II-4, if your response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce PRODUCT (in SPECIFY UNITS) for 2011 and 2012.**

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

II-5. **Same equipment, machinery, and workers.**--Has your firm since 2005 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of **PRODUCT** and/or using the same production and related workers employed to produce **PRODUCT**?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and **PRODUCT** in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

<i>(Quantity in SPECIFY UNITS)</i>						
Item	2005	2006	2007	2008	2009	2010
Overall Production Capacity						
Production of:						
Subject merchandise						
Other product 1						
Other product 2						

II-6. **Constraints on production.**--Please describe the constraint(s) that set the limit(s) on your production capacity.

II-7. **Production shifting.**--Is your firm able to switch production between **PRODUCT** and other products in response to a relative change in the price of **PRODUCT** vis-a-vis the price of other products, using the same equipment and/or labor?

- No Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from **PRODUCT**.

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

II-8. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **PRODUCT** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in SPECIFY) and value (in \$1,000)								
Item	Calendar year						January-March	
	2005	2006	2007	2008	2009	2010	2010	2011
Average production capacity¹ (quantity) (A)								
Beginning-of-period inventories (quantity) (B)								
Production (quantity) (C)								
U.S. shipments:								
Commercial shipments:								
quantity (D)								
value (E)								
Internal consumption:²								
quantity (F)								
value (G)								
Transfers to related firms:²								
quantity (H)								
value (I)								
Export shipments:³								
quantity (J)								
value (K)								
End-of-period inventories (quantity) (L)								
Channels of distribution:								
U.S. shipments to distributors (quantity) (M)								
U.S. shipments to end users (quantity) (N)								
Employment data:								
Average number of PRWs (number) (O)								
Hours worked by PRWs (1,000 hours) (P)								
Wages paid to PRWs (value) (Q)								

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).

² Internal consumption and transfers to related firms should be valued at fair market value. In the event that 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 each of the periods noted above:

³ Identify your principal export markets: _____.

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

II-9. Reconciliation of trade data.--

- (a) Please note that the quantities reported in question II-10 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$$B + C - D - F - H - J = L$$

Do these data reconcile? Yes No--Please explain _____

$$D + F + H = M + N$$

Do these data reconcile? Yes No--Please explain _____

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2005 should equal line B of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-10. **Transfers to related firms.--**If you reported transfers to related firms in question II-8, 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.

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

II-11. **Purchases.**--Other than direct imports, has your firm otherwise purchased **PRODUCT** since January 1, 2005? (See definitions in the instruction booklet.)

- No Yes-- Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: _____

(Quantity in SPECIFY, value in \$1,000)						
Item	2005	2006	2007	2008	2009	2010
PURCHASES FROM U.S. IMPORTERS ¹ OF PRODUCT FROM.—						
COUNTRY A:						
<i>quantity</i>						
<i>value</i>						
COUNTRY B:						
<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:						
<i>quantity</i>						
<i>Value</i>						
¹ Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____						
² Please list the name of the domestic producer(s) from which you purchased this product. _____ _____						

II-12. **Toll production.**--Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of **PRODUCT**?

- No Yes--Name firm(s): _____.

II-13. **FTZ.**--Does your firm produce **PRODUCT** in a foreign trade zone (FTZ)?

- No Yes--Identify FTZ(s): _____.

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

II-14. **Direct imports.**--Since January 1, 2005, has your firm imported **PRODUCT**?

- No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

For questions II-15 and II-16, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-15. **Effect of order.**--Describe the significance of the existing **countervailing duty/antidumping duty** order covering imports of **PRODUCT** from **COUNTRY** in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

II-16. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **AUDITOR** (202-xxx-xxxx, NAME@usitc.gov).

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III?

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: _____ Telephone: () _____

Fax: () _____

III-2. **Accounting system.**--Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the period examined, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise:

2. Does your firm prepare profit/loss statements for the subject merchandise:

Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.

Audited, unaudited, annual reports, 10Ks, 10 Qs,

Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes **PRODUCT**, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. **Cost accounting system.**--Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. **Allocation basis.**--Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

PART III.--FINANCIAL INFORMATION--Continued

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

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your firm receive **inputs** (raw materials, labor, energy, or any other services) used in the production of **PRODUCT** from any related firms?

Yes—Continue to question III-7 below. No--Continue to question III-9 below.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of **PRODUCT** that your firm receives from related parties.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No—Please contact **AUDITOR** (202-xxx-xxxx, **NAME@usitc.gov**).

PART III.--FINANCIAL INFORMATION--Continued

III-9. **Nonrecurring charges.**--For each annual and interim period for which financial results are reported in question III-10, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-10 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's **PRODUCT** operations.

Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Non-recurring charges: (In the far left column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-10.)						
1.						
2.						
3.						
4.						
5.						
6.						
7.						

PART III.--FINANCIAL INFORMATION--Continued

III-10. Operations on **PRODUCT**.--Report the revenue and related cost information requested below on the **PRODUCT** operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact **AUDITOR** at (202) **XXX-XXXX** before completing this section of the questionnaire.

Quantity (in SPECIFY) and value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
Net sales quantities: ³						
Commercial sales ("CS")						
Internal consumption ("IC")						
Transfers to related firms ("Transfers")						
Total net sales quantities						
Net sales values: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (COGS): ⁴						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ⁵						
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 <u>domestic or export</u>) and costs related to your <u>U.S. manufacturing operations</u> . ² Please <u>eliminate any profits or (losses) on inputs from related firms</u> pursuant question III-8. ³ 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. ⁴ COGS should include <u>costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.</u> ⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.						

PART III.--FINANCIAL INFORMATION--Continued

III-10. Operations on PRODUCT--Continued

Quantity (in SPECIFY) and value (in \$1,000)		
Item	January-March 2010	January-March 2011
Net sales quantities: ³		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
Net sales values: ³		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
Cost of goods sold (COGS): ⁴		
Raw materials		
Direct labor		
Other factory costs		
Total COGS		
Gross profit or (loss)		
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received ⁵		
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 Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.
³ 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.
⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.
⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of **PRODUCT**. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for **PRODUCT** in the normal course of business, please estimate this information based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Note: Total assets should be net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)						
Item	Fiscal years ended--					
	2005	2006	2007	2008	2009	2010
Total assets (net)						

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

Value (in \$1,000)								
Item	Calendar year						January-March	
	_____	_____	_____	_____	_____	_____	2010	2011
Capital expenditures								
Research and development expenses								

III-13. **Data consistency and reconciliation.**-- Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year: Calendar year (_____) or Fiscal year (_____)

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-8 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-8?

Yes No--Please explain _____

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **ECONOMIST** (202-xxx-xxxx, **NAME@usitc.gov**)

IV-1. Please identify the individual to be contacted regarding the confidential information requested in part IV?

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part IV with questions regarding the submitted confidential information.

E-mail: _____ Telephone: () _____

Fax: () _____

PRICE DATA

IV-2. This question requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2005 of the following products produced by your firm.

Product 1.--DEFINE

Product 2.--DEFINE

Product 3.--DEFINE

Product 4.--DEFINE

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

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

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

(Quantity in pounds, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
2010:				
January-March				
April-June				
July-September				
October-December				
2011:				
January-March				
April-June				
July-September				
October-December				

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

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

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

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

IV-2. **Pricing data.**—Continued

(Quantity in pounds, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
2010:				
January-March				
April-June				
July-September				
October-December				
2011:				
January-March				
April-June				
July-September				
October-December				
¹ Net values (<i>i.e.</i> , 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. ² Pricing product definitions are provided on the first page of Part IV.				
Note. --If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 3: _____ Product 4: _____				

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

IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of **PRODUCT** (*check all that apply*)? 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 only submit some sample pages.

- Transaction by transaction
- Contracts
- Set price lists
- Reverse internet auction sales
- Other--Please describe: _____

IV-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts
- Annual total volume discounts
- No discounts
- Other--Please describe: _____

IV-5. **Pricing terms for PRODUCT.**--

- (a) What are your firm's typical sales terms for its U.S.-produced **PRODUCT** (*e.g., 2/10 net 30 days*)? _____.
- (b) On what basis are your prices of domestic **PRODUCT** usually quoted? (check one)
 - F.o.b.--Please specify point: _____
 - Delivered

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced **PRODUCT** in 2010 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

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

IV-7. **Long-term contract provisions.**--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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

IV-8. **Short-term contract provisions.**--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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

IV-9. **Lead times.**--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 **PRODUCT**?

<u>Source</u>	<u>Share of sales in 2010</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of **PRODUCT** that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 your firm or purchaser
- (c) What proportion of your sales are delivered within 100 miles of your production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

IV-11. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's **PRODUCT**? (check all that apply)

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

IV-12. **End uses.**--List the end uses of the **PRODUCT** that you manufacture. For each end-use product, what percentage of the total cost is accounted for by **PRODUCT** and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	PRODUCT (percent)	Other inputs (percent)	
1.			100%
2.			100%
3.			100%

IV-13. **Changes in end uses.**--Have there been any changes in the end uses of **PRODUCT** since 2005?

No Yes--Please describe.

IV-14. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of **PRODUCT** in the future?

No Yes--Please describe and identify the time period

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

IV-15. **Substitutes.**—Are there any nonsubject products that may be substituted for **PRODUCT**?

No Yes—Please fill in the following table.

Substitute product	Description of applications and end uses in which this substitute can be used	Have changes in the prices of this substitute affected the price of PRODUCT since January 1, 2005
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____

IV-16. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for **PRODUCT** since 2005?

No Yes--Please explain.

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

IV-17. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for **PRODUCT** in the future?

- No Yes--Please describe.

IV-18. **Raw materials.**—

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for **PRODUCT** since 2005?

(b) Do you anticipated changes in your raw material costs in the foreseeable future?

- No Yes—Please explain.

IV-19. **Changes in factors affecting supply.**--Have any changes occurred in any other factors 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 affected the availability of U.S.-produced **PRODUCT** in the U.S. market since 2005?

- No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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

IV-20. **Availability of supply (U.S.-produced).**--

(a) Do you anticipate any changes in terms of the availability of U.S.-produced **PRODUCT** in the U.S. market in the future?

- Increase No change Decrease

(b) If you anticipate changes in supply, please explain.

IV-21. **Availability of supply (nonsubject).**--Has the availability of **NONSUBJECT PRODUCT** (*i.e.*, **PRODUCT** imported from countries other than **COUNTRY**) changed since 2005?

- No Yes--Please explain.

IV-22. **Export constraints.**--Describe how easily your firm can shift its sales of **PRODUCT** between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting **PRODUCT** between the U.S. and alternative country markets within a 12-month period.

IV-23. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of **PRODUCT** since 2005?

- No Yes--Please describe and quantify if possible.

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

IV-24. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of **PRODUCT** in the future?

- No Yes--Please identify, including the time period.

IV-25. **Demand trends.**--

(a) How has the demand within the United States for **PRODUCT** changed since January 1, 2005? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States (if known) for **PRODUCT** changed since January 1, 2005? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

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

IV-26. **Anticipated demand trends.**—

- (a) How do you anticipate demand will change within the United States for **PRODUCT** in the future? What principal factors will affect these changes in demand?

Increase No Change Decrease Fluctuate

- (b) How do you anticipate demand will change outside the United States for **PRODUCT** to in the future? What principal factors will affect these changes in demand?

Increase No Change Decrease Fluctuate

IV-27. **Conditions of competition.**--

- (a) Is the **PRODUCT** market subject to business cycles or conditions of competition other than the changes in the overall economy?

No Yes--Please explain and estimate the duration of any such cycle.

- (b) Have the business cycles or conditions of competition for **PRODUCT** changed since 2005?

No Yes--Please explain any such changes.

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

IV-28. **Price comparisons.**--Please compare market prices of **PRODUCT** in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-29. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss **PRODUCT** supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including **COUNTRY**, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future.

IV-30. **Barriers to trade.**--Are your exports of **PRODUCT** subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2005, or that are expected to occur in the future.
