

PRODUCERS' QUESTIONNAIRE

**BRASS SHEET AND STRIP FROM BRAZIL, CANADA, FRANCE,
GERMANY, ITALY, AND JAPAN**

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 November 9, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping review investigations concerning C20000-series brass sheet and strip from Brazil, Canada, France, Germany, Italy, and Japan (inv. Nos. 701-TA-269 and 270 and 731-TA-311-314, 317, and 379 (Second 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced C20000-series brass sheet and strip (as defined in the instruction booklet) at any time since January 1, 1999?</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>

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 reviews in any other import-injury investigations or reviews 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 reviews 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 reviews 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 45 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 pages 3-4 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 continuation of the countervailing duty and/or antidumping duty orders currently in place for C20000-series brass sheet and strip from Brazil, Canada, France, Germany, Italy, and Japan? Please explain. (If your position differs among the various orders, please so indicate.)

Support Oppose Take no position

I-4. Please indicate whether your firm is a basic producer or a reroller of C20000-series brass sheet and strip (or both) (see definitions in the instruction booklet).

Basic producer Reroller Both a basic producer and a reroller

PART I.--GENERAL QUESTIONS--Continued

I-5. 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-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing C20000-series brass sheet and strip from the subject countries into the United States or which are engaged in exporting C20000-series brass sheet and strip from those countries to the United States?

No Yes--List the following information.

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

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in importing C20000-series brass sheet and strip from countries other than the subject countries into the United States or which are engaged in exporting C20000-series brass sheet and strip from countries other than the subject countries to the United States?

No Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-8. Does your firm have any related firms, either domestic or foreign, which are engaged in the production or rerolling of C20000-series brass sheet and strip?

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

I-9. 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 future market conditions for C20000-series brass sheet and strip?

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 **Vincent Honnold** (202-205-3314). **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 or rerolling of C20000-series brass sheet and strip since 1999?

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production or rerolling of C20000-series brass sheet and strip 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 (or reroll) C20000-series brass sheet and strip (in 1,000 pounds) for 2005 and 2006.**

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production or rerolling of C20000-series brass sheet and strip in the future if the countervailing duty and antidumping duty orders on C20000-series brass sheet and strip from the subject countries 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.

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

II-5a. Has your firm since 1999 produced, or does your firm anticipate producing in the future, other products (including other series of sheet and strip) on the same equipment and machinery used in the production or reroll of C20000-series brass sheet and strip and/or using the same production and related workers employed to produce or reroll C20000-series brass sheet and strip?

- No Yes--List the products produced, the time periods in which they were produced, and the basis of your firm's allocations in the space below.

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

II-5b. Please report any factors that limit your ability to shift production between C20000-series brass sheet and strip and other products.

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

II-5c. Please complete the following grid for products produced on the same equipment and machinery used in the production of brass sheet and strip:

(Quantity in 1,000 pounds)						
Production stage	1999	2000	2001	2002	2003	2004
Casting (all copper and copper alloy):						
Total production capacity						
Production						
Hot-rolling:						
Total production capacity						
Production:						
C20000-series brass sheet and strip (subject)						
Other copper-alloy and copper sheet and strip						
Plate of any alloy						
Foil of any alloy						
Other flat-rolled products						
Total production						
Cold-rolling:						
Total production capacity						
Production:						
C20000-series brass sheet and strip (subject)						
Other copper-alloy and copper sheet and strip						
Plate of any alloy						
Foil of any alloy						
Other flat-rolled products						
Total production						

Table continued on next page.

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

(Quantity in 1,000 pounds)						
Production stage	1999	2000	2001	2002	2003	2004
Annealing:						
Total production capacity						
Production:						
C20000-series brass sheet and strip (subject)						
Other copper-alloy and copper sheet and strip						
Plate of any alloy						
Foil of any alloy						
Other flat-rolled products						
Total production						

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity at the following stages.

Casting stage.—Constraints: _____

Hot-rolling stage.—Constraints: _____

Cold-rolling stage.—Constraints: _____

Annealing stage.—Constraints: _____

II-7. Is your firm able to switch production (or reroll) between C20000-series brass sheet and strip and other products (including other series of sheet and strip) in response to a relative change in the price of C20000-series brass sheet and strip vis-a-vis the price of other products, using the same equipment and 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 brass sheet and strip.

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

II-8a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of C20000-series brass sheet and strip in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)						
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)						
PRODUCTION (<i>quantity</i>)						
U.S. SHIPMENTS:						
Commercial toll shipments:						
<i>Quantity</i> of commercial toll shipments						
<i>Value</i> of commercial toll shipments						
Commercial nontoll shipments:						
<i>Quantity</i> of commercial nontoll shipments						
<i>Value</i> of commercial nontoll shipments						
Internal consumption:						
<i>Quantity</i> of internal consumption						
<i>Value</i> ² of internal consumption						
Transfers to related firms:						
<i>Quantity</i> of transfers to related firms						
<i>Value</i> ² of transfers to related firms						
EXPORT SHIPMENTS: ³						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (<i>1,000 hours</i>)						
WAGES PAID TO PRWs (<i>value</i>)						

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 must 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 1999-2004 below:

³ Identify your principal export markets: _____.

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?

Yes No--Please explain: _____.

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

II-8b. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of C20000-series brass sheet and strip in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in 1,000 pounds, value in \$1,000)		
Item	January-September 2004	January-September 2005
AVERAGE PRODUCTION CAPACITY ¹ (quantity)		
BEGINNING-OF-PERIOD INVENTORIES (quantity)		
PRODUCTION (quantity)		
U.S. SHIPMENTS:		
Commercial toll shipments:		
Quantity of commercial toll shipments		
Value of commercial toll shipments		
Commercial nontoll shipments:		
Quantity of commercial nontoll shipments		
Value of commercial nontoll 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)		
AVERAGE NUMBER OF PRWs		
HOURS WORKED BY PRWs (1,000 hours)		
WAGES PAID TO PRWs (value)		

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 must 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 January-September of 2004 and 2005 below:

³ Identify your principal export markets: _____.

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?

Yes No--Please explain: _____.

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

II-9. Report your firm's shipments of C20000-series brass sheet and strip produced in your U.S. establishment(s) by channels of distribution during the specified periods.

<i>(Quantity in 1,000 pounds)</i>						
Item	1999	2000	2001	2002	2003	2004
U.S. shipments to rerollers						
U.S. shipments to distributors						
U.S. shipments to end users						
Total						

<i>(Quantity in 1,000 pounds)</i>		
Item	January-September 2004	January-September 2005
U.S. shipments to rerollers		
U.S. shipments to distributors		
U.S. shipments to end users		
Total		

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

II-10a. Report your firm's production capacity, production, shipments, inventories, and employment related to the **reroll** of C20000-series brass sheet and strip in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY¹ (<i>quantity</i>)						
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)						
PRODUCTION (<i>quantity</i>)						
U.S. SHIPMENTS:						
Commercial shipments:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
Internal consumption:						
<i>Quantity</i> of internal consumption						
<i>Value²</i> of internal consumption						
Transfers to related firms:						
<i>Quantity</i> of transfers to related firms						
<i>Value²</i> of transfers to related firms						
EXPORT SHIPMENTS:³						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES⁴ (<i>quantity</i>)						
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)						
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (<i>1,000 hours</i>)						
WAGES PAID TO PRWs (<i>value</i>)						

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 must 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 1999-2004 below:

³ Identify your principal export markets: _____.

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?

Yes No--Please explain: _____.

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

II-10b. Report your firm's production capacity, production, shipments, inventories, and employment related to the **reroll** of C20000-series brass sheet and strip in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>		
Item	January-September 2004	January-September 2005
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)		
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)		
PRODUCTION (<i>quantity</i>)		
U.S. SHIPMENTS:		
Commercial shipments:		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
Internal consumption:		
<i>Quantity</i> of internal consumption		
<i>Value</i> ² of internal consumption		
Transfers to related firms:		
<i>Quantity</i> of transfers to related firms		
<i>Value</i> ² of transfers to related firms		
EXPORT SHIPMENTS: ³		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)		
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)		
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)		
AVERAGE NUMBER OF PRWs		
HOURS WORKED BY PRWs (<i>1,000 hours</i>)		
WAGES PAID TO PRWs (<i>value</i>)		

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 must 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 January-September of 2004 and 2005 below:

³ Identify your principal export markets: _____.

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?

Yes No--Please explain: _____.

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

II-11. If you reported transfers to related firms in question II-8 or question II-10, 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. Other than direct imports, has your firm otherwise purchased C20000-series brass sheet and strip since January 1, 1999? (See definitions in the instruction booklet.)

No

Yes--Report such purchases below for the specified periods.¹ If your firm is a reroller, please report **all** purchases of input stock (both domestic and foreign) in the table below.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
PURCHASES FROM U.S. IMPORTERS² OF C20000-SERIES BRASS SHEET AND STRIP PRODUCED IN--						
BRAZIL:						
<i>Quantity</i>						
<i>Value</i>						
CANADA:						
<i>Quantity</i>						
<i>Value</i>						
FRANCE:						
<i>Quantity</i>						
<i>Value</i>						
GERMANY:						
<i>Quantity</i>						
<i>Value</i>						
ITALY:						
<i>Quantity</i>						
<i>Value</i>						

Table continued on next page.

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

Table--Continued

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
PURCHASES FROM U.S. IMPORTERS² OF C20000-SERIES BRASS SHEET AND STRIP PRODUCED IN--						
JAPAN:						
<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/> <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/> <hr/>						

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

II-13. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of C20000-series brass sheet and strip?

No Yes--Name firm(s): _____

II-14. Does your firm produce or reroll C20000-series brass sheet and strip in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-15. Since January 1, 1999, has your firm imported C20000-series brass sheet and strip?

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

II-16. Describe the significance of the existing countervailing duty and antidumping duty orders covering imports of C20000-series brass sheet and strip from the subject countries in terms of their 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 orders.

II-17. 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 brass sheet and strip in the future if the countervailing duty and antidumping duty orders on C20000-series brass sheet and strip from the subject countries 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 David Boyland (202-708-4725 or david.boyland@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title _____
 Phone No. _____ Fax No. _____
 E-mail address _____ Company web address _____

III-2. 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 ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
4. Accounting basis: GAAP ___ cash ___ tax ___ 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 brass sheet and strip, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

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

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

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

PART III.--FINANCIAL INFORMATION--Continued

III-6a. Operations on C20000-series brass sheet and strip.--Report the revenue and related cost information requested below on the C20000-series brass sheet and strip operations of your U.S. establishment(s).¹ Do not report resales of product. 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 six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire. Interim data is requested on the following page.

(Quantity in 1,000 pounds, value in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
Net sales quantities:²						
Commercial sales						
Tolling revenue						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values:²						
Commercial sales						
Tolling revenue						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (including tolling, 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:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income or (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ³						
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. Costs associated with tolling should only reflect those incurred by the firm.
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.
³ 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-6b. Operations on C20000-series brass sheet and strip.--Report the revenue and related cost information requested below on the C20000-series brass sheet and strip operations of your U.S. establishment(s).¹ Instructions to III-6a on previous page also apply to this table.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>		
Item	January-September 2004	January-September 2005
Net sales quantities:²		
Commercial sales		
Tolling revenue		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
Net sales values:²		
Commercial sales		
Tolling revenue		
Internal consumption		
Transfers to related firms		
Total net sales values		
Cost of goods sold (including tolling, 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:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income or (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received ³		
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. Costs associated with tolling should only reflect those incurred by the firm.

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.

³ 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-7a. Asset values.--Report the total assets associated with the production, warehousing, and sale of C20000-series brass sheet and strip. 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 six most recently completed fiscal years in chronological order from left to right. Interim data is requested on the following page.

(Value in \$1,000)						
Value of	_____	_____	_____	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories (finished goods)						
D. Inventories (raw materials and work in process)						
E. Short-term investments						
F. Prepaid expenses						
G. Property held for resale						
H. Other (describe _____)						
I. Total current assets (lines 1.A. through 1.H.)						
2. Notes receivable						
3. Long-term investments						
4. Property, plant, and equipment						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
5. Goodwill						
6. Other (describe _____)						
7. Other (describe _____)						
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)						

PART III.--FINANCIAL INFORMATION--Continued

III-7b. Asset values.--Report the total assets associated with the production, warehousing, and sale of C20000-series brass sheet and strip as of the end of the specified interim periods. Instructions to III-7a on previous page also apply to this table.

(Value in \$1,000)		
Value of	January-September 2004	January-September 2005
Assets associated with the production, warehousing, and sale of product:		
1. Current assets:		
A. Cash and equivalents		
B. Accounts receivable, net		
C. Inventories (finished goods)		
D. Inventories (raw materials and work in process)		
E. Short-term investments		
F. Prepaid expenses		
G. Property held for resale		
H. Other (describe _____)		
I. Total current assets (lines 1.A. through 1.H.)		
2. Notes receivable		
3. Long-term investments		
4. Property, plant, and equipment		
A. Original cost of property, plant, and equipment		
B. Less: Accumulated depreciation		
C. Equals: Book value of property, plant, and equipment		
5. Goodwill		
6. Other (describe _____)		
7. Other (describe _____)		
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)		

III-8. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on C20000-series brass sheet and strip. 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	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenditures						

Item	January-September 2004	January-September 2005
Capital expenditures		
Research and development expenditures		

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm. Indicate in the space provided at the top of this page the product for which pricing is reported.

TOLL ACCOUNT SALES

- | | | |
|------------------------------------|------------------------------------|------------------------------------|
| <input type="checkbox"/> Product 1 | <input type="checkbox"/> Product 2 | <input type="checkbox"/> Product 3 |
| <input type="checkbox"/> Product 4 | <input type="checkbox"/> Product 5 | <input type="checkbox"/> Product 6 |

(Quantity in 1,000 pounds, values in \$1,000)				
Period of shipment	Quantity	Fabrication Value	Metal Value	Total Value ¹
1999:				
January-March				
April-June				
July-September				
October-December				
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				
October-December				
2005:				
January-March				
April-June				
July-September				
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. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: _____				

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm. Indicate in the space provided at the top of this page the product for which pricing is reported.

NON-TOLL ACCOUNT SALES

- | | | |
|------------------------------------|------------------------------------|------------------------------------|
| <input type="checkbox"/> Product 1 | <input type="checkbox"/> Product 2 | <input type="checkbox"/> Product 3 |
| <input type="checkbox"/> Product 4 | <input type="checkbox"/> Product 5 | <input type="checkbox"/> Product 6 |

(Quantity in 1,000 pounds, values in \$1,000)				
Period of shipment	Quantity	Fabrication Value	Metal Value	Total Value ¹
1999:				
January-March				
April-June				
July-September				
October-December				
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				
October-December				
2005:				
January-March				
April-June				
July-September				

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of C20000-series brass sheet and strip (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 C20000-series brass sheet and strip (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic C20000-series brass sheet and strip 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 C20000-series brass sheet and strip 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 MARKET FACTORS--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 C20000-series brass sheet and strip?

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 C20000-series brass sheet and strip 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 are the geographic market areas in the United States served by your firm's C20000-series brass sheet and strip?

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

IV-B-10. Describe the end uses of the C20000-series brass sheet and strip that you manufacture. For each end-use product, what percentage of the total cost is accounted for by C20000-series brass sheet and strip?

<u>End use</u>	<u>Share of total cost accounted for by brass sheet and strip (percent)</u>
_____	_____
_____	_____

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

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

IV-B-11. Have there been any changes in the end uses of C20000-series brass sheet and strip since 1999?

No Yes--Please describe.

IV-B-12. Do you anticipate any changes in terms of the end uses of C20000-series brass sheet and strip in the future?

No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-13. (a) Please list in order of importance any products that may be substituted for C20000-series brass sheet and strip.

(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 C20000-series brass sheet and strip?

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

IV-B-14. Have there been any changes in the number or types of products that can be substituted for C20000-series brass sheet and strip since 1999?

No Yes--Please explain.

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

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

IV-B-15. Do you anticipate any changes in terms of the substitutability of other products for C20000-series brass sheet and strip in the future?

- No Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for C20000-series brass sheet and strip during January 1999-September 2005? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-17. 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 C20000-series brass sheet and strip in the U.S. market since 1999?

- 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.

IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced C20000-series brass sheet and strip in the U.S. market in the future?

- Increase No Change Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-19. Has the availability of NONSUBJECT imported C20000-series brass sheet and strip changed since 1999?

No Yes--Please explain.

IV-B-20. Describe how easily your firm can shift its sales of C20000-series brass sheet and strip 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 brass sheet and strip between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of C20000-series brass sheet and strip since 1999?

No Yes--Please describe and quantify if possible.

IV-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of C20000-series brass sheet and strip in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-23. How has demand within the United States (and outside the United States, if known) for C20000-series brass sheet and strip changed since 1999?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

IV-B-24. Do you anticipate any future changes in C20000-series brass sheet and strip demand in the United States and, if known, the rest of the world?

No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-25. Please compare market prices of C20000-series brass sheet and strip in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss C20000-series brass sheet and strip supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including the subject countries, and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

IV-B-27. Are your exports of C20000-series brass sheet and strip 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 1999, or that are expected to occur in the future.

IV-B-28. Does your firm sell C20000-series brass sheet and strip over the internet?

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

IV-B-29. What effect, if any, does the sales practice of tolling, in which the purchaser owns the metal fabricated by the producer, have on competition between U.S. producers and importers of C20000-series brass sheet and strip?

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

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

IV-B-30. Is C20000-series brass sheet and strip produced in the United States and in other countries interchangeable (i.e., can it 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	Brazil	Canada	France	Germany	Italy	Japan	Other countries
United States								
Brazil								
Canada								
France								
Germany								
Italy								
Japan								

¹ For any country-pair producing C20000-series brass sheet and strip which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

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

IV-B-31. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between C20000-series brass sheet and strip 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	Brazil	Canada	France	Germany	Italy	Japan	Other countries
United States								
Brazil								
Canada								
France								
Germany								
Italy								
Japan								

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of C20000-series brass sheet and strip, identify the country-pair and report the advantages or disadvantages imparted by such factors:
