
PRODUCERS' QUESTIONNAIRE
CERTAIN DUCTILE IRON WATERWORKS FITTINGS FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615-B
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than September 19, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its market disruption investigation concerning certain ductile iron waterworks fittings (DIWF) from China (inv. No. TA-421-4) under section 421(b) of the Trade Act of 1974 (the Act). The information requested in the questionnaire is requested under the authority of section 421 of the Act. 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 **certain ductile iron waterworks fittings** (as defined in the instruction booklet) at any time since January 1, 1998?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission. The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation 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 investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to 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. The undersigned understands that the confidential business information that is furnished may be subject to, and may be released under an administrative protective order issued by the Commission pursuant to section 206.47 of the Commission's Rules of Practice and Procedure. In addition, the confidential business information that is submitted may be included in a confidential version of the report that the Commission transmits to the President and the U.S. Trade Representative, should the Commission transmit a confidential version. Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

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 35 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-1. 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-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing DIWF from China into the United States or which are engaged in exporting DIWF from China to the United States?

No Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of DIWF?

No Yes--List the following information.

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Ruggles(202-205-3187; e-mail: fruggles@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No. _____ E-mail address _____

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of DIWF since January 1, 1998?

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

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

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

No Yes--List the following information.

<u>Product</u>	<u>Basis for allocation of capacity data</u>
_____	_____
_____	_____

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

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

No Yes--List the following information.

<u>Product</u>	<u>Basis for allocation of employment data</u>
_____	_____
_____	_____

II-6. Since January 1, 1998, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of DIWF?

No Yes--Name firm: _____

II-7. Does your firm produce DIWF in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 1998, has your firm imported DIWF?

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

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

II-12. **DIWF**-- Report your firm's production capacity, production, shipments, inventories, and employment related to the production of DIWF in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Calendar years					January-June	
	1998	1999	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>							
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>							
PRODUCTION <i>(quantity)</i> ¹							
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> ¹ of internal consumption							
Transfers to related firms:							
<i>Quantity</i> of transfers to related firms							
<i>Value</i> ¹ of transfers to related firms							
EXPORT SHIPMENTS:²							
<i>Quantity</i> of export shipments							
<i>Value</i> of export shipments							
END-OF-PERIOD INVENTORIES ³ <i>(quantity)</i>							
U.S. COMMERCIAL SHIPMENTS TO:							
Waterworks houses <i>(quantity)</i>							
Other distributors <i>(quantity)</i>							
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 capability (see definitions in instructions booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capability, and explain any changes in reported capacity (use additional pages as necessary).

¹ 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 1998, 1999, 2000, 2001, and 2002 below:

² Identify your principal export markets: _____

³ **Reconciliation of data**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-13. **Purchases.**--Other than direct imports, has your firm otherwise purchased DIWF since January 1, 1998? (See definitions in the instruction booklet.)

No Yes--Report such purchases below.¹

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Calendar years					January-June	
	1998	1999	2000	2001	2002	2002	2003
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--							
CHINA:							
<i>Quantity</i>							
<i>Value</i>							
ALL OTHER COUNTRIES:							
<i>Quantity</i>							
<i>Value</i>							
PURCHASES FROM DOMESTIC PRODUCERS:²							
<i>Quantity</i>							
<i>Value</i>							
PURCHASES FROM OTHER SOURCES:²							
<i>Quantity</i>							
<i>Value</i>							
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>							
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>							

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725 or E-mail dboyland@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
 Name and title

_____ Phone No. _____ E-mail address

III-2. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the periods for which data are being reported, explain below:

III-3. Accounting basis.--The financial records of your firm are prepared on the basis of:

GAAP Tax Cash Other (specify) _____

III-4. Reports and statements.--Did your firm or your parent prepare any of the statements or documents listed below during the period of the investigation? If so, please submit copies of them along with your completed questionnaire unless they are available on the World Wide Web (including the Securities and Exchange Commission's EDGAR site).

My firm or parent does ___ or does not ___ prepare financial statements (annual reports, 10-K's). Are the above documents available on the World Wide Web?

	YES	NO
At the SEC's EDGAR site?		
At some other site? (WWW address _____)		

My firm or parent does ___ or does not ___ prepare internal profit-and-loss reports on DIWF operations which indicate the cost of production of DIWF.

My firm or parent does ___ or does not ___ prepare internal reports indicating the cost of production of DIWF.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced DIWF, 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-6. Operations on DIWF--Report the revenue and related cost information requested below on the DIWF operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Quantity in short tons, value in \$1,000)							
Item	Fiscal years ended--					January-June	
	_____	_____	_____	_____	_____	2002	2003
Net sales quantities:²							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales quantities							
Net sales values:²							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales values							
Cost of goods sold (including internal consumption and transfers to related firms):							
Raw materials							
Direct labor							
Other factory costs							
Total cost of goods sold							
Gross profit or (loss)							
Selling, general, and administrative (SG&A) expenses:							
Selling expenses							
General and administrative expenses							
Total SG&A expenses							
Operating income or (loss)							
Other income and expenses:							
Interest expense							
All other expense items							
All other income items							
All other income or expenses, net							
Net income or (loss) before income taxes							
Depreciation/amortization included above							

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, and allowances. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-7. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on DIWF, and the values of the property, plant, and equipment used in the production of DIWF. Provide data for your five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)							
Item	Fiscal years ended--					January-June	
	_____	_____	_____	_____	_____	2002	2003
Capital expenditures							
Research and development expenditures							
Property, plant, and equipment:							
Original cost							
Book value							

III-8. Environmental and safety-related capital expenditures.--Report your firm's environmental and safety-related capital expenditures on DIWF. Provide data for your five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)							
Item	Fiscal years ended--					January-June	
	_____	_____	_____	_____	_____	2002	2003
Safety-related capital expenditures							
Environmental-related capital expenditures							

III-9. For each period reported in table III-8, please describe the projects by category that the reported expenditures supported. (Use additional pages as necessary.)

III-10. Please estimate what percentage of total DIWF operating expenses were accounted for by direct and indirect environmental and safety-related expenses during the period examined. Provide a description of what these expenses represent. (Use additional pages as necessary.)

PART III.--FINANCIAL INFORMATION--Continued

III-11. Since January 1, 2000, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of DIWF from China?

No Yes--My firm has experienced actual negative effects as follows:

Cancellation or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify) _____

III-12. Does your firm anticipate any negative impact of imports of DIWF from China?

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

PART IV.--PRICING AND MARKET FACTORS

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

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No. E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following DIWF products during January 1998-June 2003:

Product 1.— Compact ductile iron (ASTM A536) mechanical joint 45 degree bend, 6 inch nominal diameter, without accessories, conforming to AWWA/ANSI specification C153/A21.53, cement-lined, tar-coated, rated for waterworking pressure of 350 PSI.

Product 2.— Compact ductile iron (ASTM A536) mechanical joint 90 degree bend, 6 inch nominal diameter, without accessories, conforming to AWWA/ANSI specification C153/A21.53, cement-lined, tar-coated, rated for waterworking pressure of 350 PSI.

Product 3.— Compact ductile iron (ASTM A536) mechanical joint tee, 6 inch nominal diameter (6 inch by 6 inch tee), without accessories, conforming to AWWA/ANSI specification C153/A21.53, cement-lined, tar-coated, rated for waterworking pressure of 350 PSI.

Product 4.— Compact ductile iron (ASTM A536) mechanical joint 45 degree bend, 8 inch nominal diameter, without accessories, conforming to AWWA/ANSI specification C153/A21.53, cement-lined, tar-coated, rated for waterworking pressure of 350 PSI.

Product 5.— Full- bodied ductile iron (ASTM A536) mechanical joint 90 degree bend, 8 inch nominal diameter, without accessories, conforming to AWWA/ANSI specification C110/21.10, cement-lined, tar-coated, rated for waterworking pressure of 350 PSI.

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).

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

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

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm.

Product 1 Product 2 Product 3 Product 4 Product 5

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	F.o.b. value
1998:		
January-March		
April-June		
July-September		
October-December		
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		
¹ If your product does not exactly meet the product specifications but is competitive with the specified DWIF, provide a description of your product: <hr/>		

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of DIWF (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 DIWF (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic DIWF usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced DIWF are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

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

(b) How frequently are contracts renegotiated? _____

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

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

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of DIWF?

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

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

IV-B-6. What is the approximate percentage of the total delivered value of DIWF that is accounted for by U.S. inland transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). 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-7. What is the geographic market area in the United States served by your firm's DIWF?

IV-B-8. What other products may be substitutes for DIWF?

IV-B-9. How has the demand within the United States (and outside the United States if known) for DIWF changed since January 1, 1998? What were the principal factors affecting changes in demand?

IV-B-10. Have there been any significant changes in the product range or marketing of DIWF in the past five years?

No Yes--Please describe.

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

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

IV-B-11. Does your firm sell DIWF over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of DIWF in 2002 accounted for by internet sales.

IV-B-12. Are the U.S.-produced and imported DIWF from China used interchangeably (i.e., can they physically be used in the same applications)?

- Yes No--Please explain.

IV-B-13. Are the U.S.-produced and NONSUBJECT imported DIWF (i.e., products imported from countries not subject to this investigation) generally used interchangeably?

- Yes No--Please explain, by country.

IV-B-14. Are NONSUBJECT imported DIWF and imported DIWF from China used interchangeably?

- Yes No--Please explain, by country.

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

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

IV-B-15. Are there any differences in product characteristics or sales conditions between U.S.-produced DIWF and DIWF imported from China that are a significant factor in your firm's sales of DIWF?

- No Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the imported products (e.g., quality, availability, transportation network, product range, technical support, etc.).

IV-B-16. Are there any differences in product characteristics or sales conditions between U.S.-produced DIWF and NONSUBJECT imported DIWF that are a significant factor in your firm's sales of DIWF?

- No Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the nonsubject imported products, by country of origin.

IV-B-17. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported DIWF and imported DIWF from China that are a significant factor in your firm's sales of DIWF?

- No Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported products vis-a-vis the imported products from China.

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for DIWF during January 1998-June 2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of DIWF that each of these customers accounted for in 2002.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

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

Since January 1, 1998: Did your firm lose sales of DIWF to imports of these products from China?

Yes No

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

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

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

PART VI. GRAY IRON WATERWORKS FITTINGS--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187 or via E-Mail fruggles@usitc.gov). **Supply all data requested (except for financial data) on a calendar-year basis.**

V-1. Who should be contacted regarding the requested information?

Company contact: _____
 Name and title

_____ Phone No. _____ E-mail address

V-2. With respect to your firm's operations on gray iron waterworks fittings, have you, since January 1, 1988, lost sales or revenues or experienced any negative effects on your firm's growth, investment, ability to raise capital, or existing development and production efforts, including efforts to develop a derivative or more advanced version of the product, as a result of imports of DIWF from China?

No Yes--Please describe the lost sales/revenues and/or negative impact.

V-3. Report the information requested on the following page for gray iron waterworks fittings produced in your U.S. establishment(s) during the specified periods. (See product definitions in the instruction booklet). In the space provided below, please indicate whether or not your firm was able to provide accurate figures, or estimates, for the data requested. If not, identify your problems in doing so and indicate the nature (and extent) of any inaccuracies.

PART II--TRADE AND RELATED INFORMATION--Continued

VI-4. **COMPARABILITY OF IRON WATERWORKS FITTINGS.**--Please describe the differences and similarities between ductile and gray iron waterworks fittings for the following factors: (a) **physical properties**; (b) **manufacturing processes**--where and how they are made; (c) **end uses**; and (d) **channels of distribution**--describe the specific customer requirements and channels of distribution/market situation in which the products are sold. Use additional pages as necessary.

(a) Physical properties:

(b) Manufacturing processes:

(c) End uses:

(d) Channels of distribution:

PART VI--GRAY IRON WATERWORKS FITTINGS--TRADE AND RELATED INFORMATION--Continued

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Calendar years, except as noted					January-June	
	1998	1999	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY <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> ¹ of internal consumption							
Transfers to related firms:							
<i>Quantity</i> of transfers to related firms							
<i>Value</i> ¹ of transfers to related firms							
EXPORT SHIPMENTS:²							
<i>Quantity</i> of export shipments							
<i>Value</i> of export shipments							
END-OF-PERIOD INVENTORIES ³ <i>(quantity)</i>							
U.S. COMMERCIAL SHIPMENTS TO:							
Waterworks houses <i>(quantity)</i>							
Other distributors <i>(quantity)</i>							
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>							
FINANCIAL INFORMATION:⁴							
Net sales:⁵							
<i>Quantity</i>							
<i>Value</i>							
Cost of goods sold <i>(value)</i>							
Gross profit or (loss) <i>(value)</i>							
SG&A <i>(value)</i>							
Operating income or (loss) <i>(value)</i>							
Capital expenditures <i>(value)</i>							

¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value.

² Identify your principal export markets: _____

³ Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? Yes No--Please explain: _____

⁴ Report financial information on a fiscal-year basis (year ending _____).

⁵ Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.