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 V	Vide Web address			
	firm produced certain ductile iron wate nary 1, 1998?	erworks fittings (as defined in the	instruction booklet) at any time	
\square_{NO}	(Sign the certification below and pror	mptly return only this page of the q	uestionnaire to the Commission)	
YES	(Read the instruction booklet carefull return the entire questionnaire to the		nnaire, sign the certification, and	
		CERTIFICATION		
his/her knowledg The undersigned used by the Comm or maintaining the investigations relipersonnel will sifurnished may be 206.47 of the Combe included in a commission, and investigation in a	d certifies that the information herein suge and belief and understands that the indicated acknowledges that information submit nission, its employees, and contract personal records of this investigation or related lating to programs and operations of the ign non-disclosure agreements. The use subject to, and may be released under an immission's Rules of Practice and Procede confidential version of the report that the nission transmit a confidential version it its employees and contract personnel, any other import-injury investigations could use, please note the certification according to the series of the certification according to the certif	information submitted is subject to ted in this questionnaire response onnel who are acting in the capacity proceedings for which this inform a Commission pursuant to 5 U.S.C. and ensigned understands that the administrative protective order issuffure. In addition, the confidential are Commission transmits to the Proceeding of the information you provide to use the information you provide onducted by the Commission on the	audit and verification by the Co e and throughout this investigati by of Commission employees, for a lation is submitted, or in internal Appendix 3. I understand that a confidential business informati sued by the Commission pursuan, business information that is subm esident and the U.S. Trade Repro on below will also serve as conse e in this questionnaire and throu	mmission. fon may be developing audits and all contract ion that is t to section mitted may esentative, ent for the ighout this
Name and Title	of Authorized Official			
Signature of Ai	uthorized 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.

hours	dollars	
	address of establishment(s) covered lareporting guidelines). If your firm is ading symbol.	
Is your firm owned, in	whole or in part, by any other firm?	
	whole or in part, by any other firm? esList the following information.	
□ No □ Y		Extent of ownership
□No □Y	esList the following information.	· · · · · · · · · · · · · · · · · · ·
	esList the following information.	· · · · · · · · · · · · · · · · · · ·
□ No □ Y Firm name	esList the following information.	

PART I.--GENERAL QUESTIONS--Continued

	from China to	_	List the following information.	
	Firm name	1 es	Address	Affiliation
	1 Him hame		<u>radicss</u>	<u>/ Milliación</u>
[-6.	Does your firm production of l	•	elated firms, either domestic or	foreign, which are engaged in the
	No	Yes	List the following information.	
	Firm name		Address	<u>Affiliation</u>
Furthe	er information on	this part of	•	ned from Fred Ruggles(202-205-3187; e
Furthe	er information on fruggles@usitc.g	this part of gov). Supp	_	<u>ndar-year</u> basis.
Furthe	er information on fruggles@usitc.g	this part of gov). Supple contacted attact:	the questionnaire can be obtain by all data requested on a cale regarding the requested trade an	<u>ndar-year</u> basis.
Furthe	er information on fruggles@usitc.g Who should be	this part of gov). Supple contacted attact:	the questionnaire can be obtain ly all data requested on a cale	<u>ndar-year</u> basis.
Furthe	er information on fruggles@usitc.g Who should be	this part of gov). Supple contacted attact:	the questionnaire can be obtain by all data requested on a cale regarding the requested trade are and title	<u>ndar-year</u> basis.
Furthe	er information on fruggles@usitc.g Who should be Company cont Has your firm consolidations curtailment of	h this part of gov). Supple contacted tact: Name Phone experienced, closures, of production ions or organized to the government of the g	the questionnaire can be obtain by all data requested on a cale regarding the requested trade and title and title No. I any plant openings, relocation reprolonged shutdowns because because of shortages of materia nization relating to the production	ndar-year basis. Indicated information? E-mail address
Furthe nail: II-1.	who should be Company cont Has your firm consolidations curtailment of of your operati	h this part of gov). Supple contacted tact: Name Phone experienced, closures, of production ions or organized to the government of the g	the questionnaire can be obtain by all data requested on a cale regarding the requested trade and title and title No. I any plant openings, relocation reprolonged shutdowns because because of shortages of materia nization relating to the production	E-mail address s, expansions, acquisitions, of strikes or equipment failure; lls; or any other change in the character on of DIWF since January 1, 1998?

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

II-3.	Does your firm produce other production of DIWF?	products on the same equipment and machinery used in the
	□ No □ YesList t	the following information.
	<u>Product</u>	Basis for allocation of capacity data
II-4.	Please describe the constraint(s	s) that set the limit(s) on your production capabilities.
II-5.	Does your firm produce other pto produce DIWF?	products using the same production and related workers employed
	□ No □ YesList t	the following information.
	<u>Product</u>	Basis for allocation of employment data
II-6.	Since January 1, 1998, has you instruction booklet) regarding	or firm been involved in a toll agreement (see definition in the the production of DIWF?
	No YesName	e firm:
II-7.	Does your firm produce DIWF	in a foreign trade zone (FTZ)?
	No YesIdent	rify FTZ(s):
II-8.	Since January 1, 1998, has you	ur firm imported DIWF?
	\square No \square Yes $\underline{\underline{COM}}$	APLETE AND RETURN THE ENCLOSED IMPORTERS' STIONNAIRE

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

II-9. **SHIPMENT TYPE**.-- Report your firm's U.S. shipments of DIWF produced in your U.S. establishment(s), by types, for calendar year 2002. Please note that data should reconcile with U.S. shipments reported in section II-12.

	Quantity (short tons)	Value (<i>\$1,000</i>)
Compact DIWF		
Full-bodied DIWF		

II-10.	a) Please identify the DIWF products p	roduced by your fi	rm, as follows:
		Compact	Full-bodied
	Size (nominal diameter in inches)	to	to
	Shapes		
	Waterworking pressure (pounds PSI).		_
П-11.	Are there any types of DIWF that U.S. period of investigation did not produce) China or other countries? When conside manufacture, specification standards, si "frequently" used for different end-uses Image: No Image: Yes (a) Please identify the sources:	ering "types" consize, or any other keys than those produce	nported into the U.S. market from ider physical composition, method of y characteristics such that it is ed in the U.S.
Not pro	<u>oduced</u>	Not produc	ed in commercial quantities
		_	

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

II-12. **<u>DIWF.--</u>** 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.)

instruction booklet.)							
(Quant	ity in short	tons, <i>valu</i>	e in \$1,000))			
Item		C	alendar yea	ars		Januar	ry-June
no	1998	1999	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY (quantity)			T		T		
BEGINNING-OF-PERIOD INVENTORIES(quantity)							
PRODUCTION (quantity) ¹					1		
U.S. SHIPMENTS:	•	•	-		_1	•	•
Commercial shipments:							
Quantity of commercial shipments		T	T	1	T		
Value of commercial shipments			1		1	<u> </u>	
Internal consumption:		1	<u>.1</u>	<u>, l</u>		,1	
Quantity of internal consumption		T	T	1	T		
Value ¹ of internal consumption			1		1	<u> </u>	
Transfers to related firms:		<u>.</u>		<u>-</u> L		.1	.1
Quantity of transfers to related firms			T	1	T	T	
Value ¹ of transfers to related firms							
EXPORT SHIPMENTS:2		<u>.</u>		<u>-</u> L		.1	.1
Quantity of export shipments			T	1	T	T	
Value of export shipments							
END-OF-PERIOD INVENTORIES ³ (quantity)							
U.S. COMMERCIAL SHIPMENTS TO: Waterworks houses (quantity)							
Other distributors (quantity)							
End users (quantity)							
AVERAGE NUMBER OF PRWs							
HOURS WORKED BY PRWs (1,000 hours)					1		
WAGES PAID TO PRWs (value)							
The production capability (see definitions in instruction per year. Please describe the methodology used to calculate as necessary). Internal consumption and transfers to related firms mu these transactions, please specify that basis (e.g., cost, cost below: Identify your principal export markets:	e production	capability, an	nd explain any	y changes in the event that y	you use a diffe	acity (use addi	itional pages r valuing
³ Reconciliation of dataPlease note that the quantitie production, less total shipments, equals end-of-period inventor Yes NoPlease explain:	•			J	nning-of-period	d inventories,	plus

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

Producers' Questionnaire - Ductile Iron Waterworks Fittings (DIWF)

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

definitions in the instruction booklet.)

□ No □ YesRe	port such pu	ırchases belo	ow.¹				
	(Quanti	ity in short t	ons, <i>value</i> ii	n \$1,000)			
		C		January-June			
Item	1998	1999	2000	2001	2002	2002	2003
PURCHASES FROM U.S. IMPORTE	RS ² OF PRO	DUCT FROI	M				
CHINA:							
Quantity							
Value							
ALL OTHER COUNTRIES:							
Quantity							
Value							
PURCHASES FROM DOMESTIC PR	ODUCERS:	2					
Quantity							
Value							
PURCHASES FROM OTHER SOURCE	CES:2						
Quantity							
Value							
¹ Please indicate your reasons	for purchas	ing this prod	uct. If your re	easons differ	by source, pl	ease elaborat	e.
² Please list the name of the fi		hich you pur	chased this p	product. If yo	ur suppliers d	iffer by sourc	e, please
identify the source for each listed supp	olier.						

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 con	tacted regard	ling the reques	sted financi	al informati	ion?		
	Company contact:	Name and t	itle					
		Phone No.			E-mail add	ress		
III-2.	When does your fis	scal year end	(month and d	ay)?				
	If your fiscal year o	changed duri	ng the periods	for which o	data are bei	ng reporte	d, explain	below:
III-3.	Accounting basis	-The financia	nl records of yo		e prepared of			
III-4.	Reports and statem documents listed be them along with yo (including the Security 1997).	entsDid yo elow during to our completed	our firm or you the period of the d questionnaire	ur parent prohe investigate unless the	epare any o ation? If so by are availa	f the state , please su lble on the	ments or ibmit copie	
	My firm or parent of K's). Are the above					ments (ann	nual reports	, 10-
	At the SEC's EDG	AR site?						1
	At some other site	? (WWW add	dress)]
	My firm or parent of operations which in My firm or parent of production of DIW	ndicate the co	ost of producti	on of DIWI	F.		•	
III-5.	Other productsPl produced DIWF, ar most recent fiscal y	nd provide th						
		Produc	et(s)		Sh	are of sale	es	
					_		_	

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). 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 to	ns, <i>valu</i> e in \$	1,000)				
ltom	Fiscal years ended					January-June		
Item						2002	2003	
Net sales quantities:²			•	•	•	•	1	
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 con	sumption and	transfers to	related firms	s):	•			
Raw materials								
Direct labor								
Other factory costs								
Total cost of goods sold								
Gross profit or (loss)								
Selling, general, and administrative (SG&A) expenses:		•	•	1		ı	
Selling expenses								
General and administrative expenses								
Total SG&A expenses								
Operating income or (loss)								
Other income and expenses:					1		I	
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. <u>Capital expenditures, research and development expenditures, and asset values</u>.--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.

	(<i>Valu</i> e in \$1,	000)					
lán en		Fisc	al years end	led		January-June		
ltem -						2002	2003	
Capital expenditures								
Research and development expenditures								
Property, plant, and equipment:		•	•	•	•	•		
Original cost								
Book value								

III-8. <u>Environmental and safety-related capital expenditures</u>.--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.

		(<i>Valu</i> e in	\$1,000)				
Hom	Fiscal years ended Januar					y-June	
ltem						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 YesMy 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 YesMy 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:

<u>Product 1.</u>— 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.

<u>Product 2.</u>— 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.

<u>Product 3.</u>—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.

<u>Product 4.</u>—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.

<u>Product 5.</u>—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 <u>FINAL NET</u> 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 Produc	et 5		
(<i>Quantity</i> in units, <i>value</i> in dollars)				
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				
If your product does not exactly meet the product special DWIF, provide a description of your product:	cifications but is compet	itive with the specified		

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.Sproduced 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.Sproduced 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 YesPlease 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.Sproduced and imported DIWF from China used interchangeably (i.e., can they physically be used in the same applications)?
	Yes NoPlease explain.
IV-B-13.	Are the U.Sproduced and NONSUBJECT imported DIWF (i.e., products imported from countries not subject to this investigation) generally used interchangeably? Yes NoPlease explain, by country.
IV-B-14.	Are NONSUBJECT imported DIWF and imported DIWF from China used interchangeably? Yes NoPlease explain, by country.

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

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

Are there any differences in product characteristics or sales conditions between U.Sproduced DIWF and DIWF imported from China that are a significant factor in your firm's sales of DIWF?
No YesPlease 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.).
Are there any differences in product characteristics or sales conditions between U.Sproduced DIWF and <u>NONSUBJECT</u> imported DIWF that are a significant factor in your firm's sales of DIWF?
No YesPlease describe any such advantages or disadvantages of the domestic products vis-a-vis the nonsubject imported products, by country of origin.
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 YesPlease 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-D.--COMPETITION FROM IMPORTS--LOST REVENUES

Since January 1, 1998: To avoid losing sales	to competito	ors selling DIWF from China, did your firm:
Reduce prices	Yes	No
Roll back announced price increases	Yes	□No
If yes, please furnish as much of the following in Document such allegations of lost revenues who invoices, sales reports, or letters from customer firms named to verify the allegations reported	enever possi s). Please n	ible (documentation could include copies of
Customer name, contact person, phone	and fax num	nbers
Specific DIWF product(s) involved		
Date of your initial price quotation Quantity involved		
Your initial <i>rejected</i> price quotation (to	tal delivered	l value)
Your <i>accepted</i> price quotation (total de		
The country of origin of the competing	imported Di	IWF
The competing price quotation of the ir	nported DIW	VF (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (units)	Accepted U.S. price (total value dollars)	Country	Competing import price (total value dollars)

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

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

The country of origin of the competing imported DIWF

The accepted price quotation of the imported DIWF (total delivered value)

Since Ja	nuary 1, 1998: Did your firm lose sales of DIWF to imports of these products from China?
	Yes No
Documer invoices,	ease furnish as much of the following information as possible for each affected transaction. It such allegations of lost sales whenever possible (documentation could include copies of sales reports, or letters from customers). Please note that the Commission may contact the med to verify the allegations reported.
C	Customer name, contact person, phone and fax numbers
S	Specific DIWF product(s) involved
Ι	Date of your price quotation
(Quantity involved
Ŋ	Your rejected price quotation (total delivered value)

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

PART V.-CRITICAL CIRCUMSTANCES AND PROVISIONAL RELIEF, AND COMPETITIVE EFFORTS AND ADJUSTMENTS IF RELIEF WERE TO BE GRANTED

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187; e-mail: fruggles@usitc.gov). Who should be contacted regarding the information requested in part V? Company contact: Name and title E-mail address Phone No. Section V-A. CRITICAL CIRCUMSTANCES AND PROVISIONAL RELIEF V-A-1. The petition has alleged that critical circumstances exist and that "delay in taking action . . . would cause damage to the relevant domestic industry which would be difficult to repair." Do you agree with this allegation? No Yes–(a) Please provide on a separate sheet a detailed description of the reasons why you believe that a delay in taking action would cause damage to the domestic industry that would be difficult to repair. In your response please describe any specific events or trends in economic factors relating to the condition of the domestic industry that support your position, including details of any specific actions that your firm is planning to take if provisional relief were not provided, and (b) with respect to the actions identified in item (a) please provide on a separate sheet, information relating to the time frame, capability, and costs associated with reversing these actions/plans should there be a final recommendation of import relief; e.g., in the event of a plant closure, the associated restart costs, employee rehiring/retraining costs, supply contract changes and costs, etc. V-A-2. In the event that the Commission finds that critical circumstances exist in the U.S. industry producing DIWF, what form of provisional import relief would your firm support? Please rank the following in order of preference from 1 (highest support) to 5 (least support): Quota level (specify): Increased tariff rate (specify): Tariff rate quota level (specify): Other (describe): No restrictions (please check, if applicable)

PART V.---CRITICAL CIRCUMSTANCES AND PROVISIONAL RELIEF, AND COMPETITIVE EFFORTS AND ADJUSTMENTS IF RELIEF WERE TO BE GRANTED-Continued.

Section V-B. COMPETITIVE EFFORTS AND ADJUSTMENTS IF RELIEF WERE TO BE GRANTED

				FXPENSE	EFFECTIVENESS OF
	1998 to compete made, (3) the <u>tor</u> your efforts, inc reduction, qualit necessary. If you	e more effect tal expendituating any c ty improvem ou feel that a	tively, (2) the are involved competitive a nent, increase any of these	ne period (month (in thousands of advantage acquied market share efforts have bee	firm and/or its workers since January 1, h(s) and year(s)) in which the effort was of dollars), and (4) the effectiveness of ired (i.e., increased production, cost or sales, etc.). Attach additional pages if an made primarily to compete with sales of and give the reasons to support your
V-B-1	U.S. market for reductions with	DIWF? Successisting equexisting proges in U.S. a	ch efforts mi nipment, dive ducts, organ and foreign n	ght include any ersifications/exp iizational chang	

EFFORTS TO COMPETE	PERIOD	EXPENSE (\$1,000)	EFFECTIVENESS OF EFFORTS/COMPETITIVE ADVANTAGE ACQUIRED

PART V.--CRITICAL CIRCUMSTANCES AND PROVISIONAL RELIEF, AND COMPETITIVE EFFORTS AND ADJUSTMENTS IF RELIEF WERE TO BE GRANTED-Continued.

V-B. COMPETITIVE EFFORTS AND ADJUSTMENTS IF RELIEF WERE TO BE GRANTED

V-B-2.	3-2. In the event that the Commission should find market disruption to the U.S. industry producing DIWF, what form of import relief would your firm support? Please rank the following in order									
		erence from 1 (high								
		Quota level (specify):								
		Increased tariff rate (specify):								
		Tariff rate quota le	evel (specify):	:	<u> </u>					
		Orderly marketing	arrangement	s						
		Other (describe):	_							
		No restrictions (ple	ease check, if	applicable)						
V-B-3.	V-B-3. If you were to receive import relief as a result of this investigation, would your firm and/or its workers make adjustments in your DIWF operations (<u>in addition</u> to those that you have described in V-2) that will permit you to compete more effectively with imports of DIWF from China after such relief expires? No YesDescribe these additional adjustment actions below. To the best of your ability, quantify the expected improvement in your firm's competitiveness vis-a-vis imports from China.									
EF	EFFORTS TO COMPETE PERIOD EXPENSE COMPETITIVE ADVANTAGE TO BE (\$1,000) ACQUIRED									

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 <u>fruggles@usitc.gov</u>). **Supply all data requested (except for financial data) on a <u>calendar-year basis.</u>**

V-1.	Who should be contacted regarding the requested information?						
	Company contact:	Name and title					
		name and title					
		Phone No.	E-mail address				
V-2.	1, 1988, lost sales of investment, ability	or revenues or experience to raise capital, or existing derivative or more adva	ray iron waterworks fittings, haved any negative effects on your fing development and production anced version of the product, as a	firm's growth, efforts, including			
	No	YesPlease describe th	e lost sales/revenues and/or nega	ative impact.			
V-3.	produced in your U the instruction book was able to provide	J.S. establishment(s) durklet). In the space provide accurate figures, or esti	lowing page for gray iron waterving the specified periods. (See pled below, please indicate wheth mates, for the data requested. If e (and extent) of any inaccuracies	oroduct definitions in her or not your firm not, identify your			

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

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:	COMP	PARABILITY OF IRON WATERWORKS FITTINGS Please describe the difference
distribution/market situation in which the products are sold. Use additional pages as necessary. (a) Physical properties: (b) Manufacturing processes: (c) End uses:	physica	al properties; (b) manufacturing processes—where and how they are made; (c) end uses;
(b) Manufacturing processes: (c) End uses:		
(c) End uses:	(a) Phy	vsical properties:
(c) End uses:		
	(b) Ma	nufacturing processes:
(d) Channels of distribution:	(c) End	l uses:
(d) Channels of distribution:		
	(d) Cha	annels of distribution:

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

(Quantity in short tons, value in \$1,000)								
Calendar years, except as noted January-June							y-June	
Item	1998	1999	2000	2001	2002	2002	2003	
AVERAGE PRODUCTION CAPACITY (quantity)								
BEGINNING-OF-PERIOD INVENTORIES (quantity)								
PRODUCTION (quantity)								
U.S. SHIPMENTS:								
Commercial shipments:								
Quantity of commercial shipments								
Value of commercial shipments								
Internal consumption:		•	•	•	•	•	•	
Quantity of internal consumption								
Value ¹ of internal consumption								
Transfers to related firms:		•	•		•			
Quantity of transfers to related firms								
Value ¹ of transfers to related firms								
EXPORT SHIPMENTS: ²		•	•		•			
Quantity of export shipments								
Value of export shipments								
END-OF-PERIOD INVENTORIES3 (quantity)								
U.S. COMMERCIAL SHIPMENTS TO: Waterworks houses (quantity)								
Other distributors (quantity)								
End users (quantity)								
AVERAGE NUMBER OF PRWs								
HOURS WORKED BY PRWs (1,000 hours)								
WAGES PAID TO PRWs (value)								
FINANCIAL INFORMATION: ⁴		•	•	•	•			
Net sales: ⁵								
Quantity								
Value								
Cost of goods sold (value)								
Gross profit or (loss) (value)								
SG&A (value)								
Operating income or (loss) (value)								
Capital expenditures (value)								
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 dataPlease 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 NoPlease 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.								