

**PRODUCERS' QUESTIONNAIRE**  
**HYDRAULIC MAGNETIC CIRCUIT BREAKERS**

*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 April 29, 2003**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning hydraulic magnetic circuit breakers from South Africa (inv. No. 731-TA-1033 (Preliminary)). 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>E-Mail address _____ World Wide Web address _____</p> <p>Has your firm produced <b>hydraulic magnetic circuit breakers</b> (as defined in the instruction booklet) at any time since January 1, 2000?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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**CERTIFICATION**

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

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout 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.)*

*I acknowledge 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 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 40 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. Do you support or oppose the petition? Please explain.

Support       Oppose       Take no position

\_\_\_\_\_

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes                       No (that is, I do not wish my position on the petition to be made public)

I-4. 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>
_____	_____	_____
_____	_____	_____



**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 hydraulic magnetic circuit breakers?

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 hydraulic magnetic circuit breakers?

No       Yes--List the following information.

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

II-6. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of hydraulic magnetic circuit breakers?

No       Yes--Name firm: \_\_\_\_\_

II-7. Does your firm produce hydraulic magnetic circuit breakers in a foreign trade zone (FTZ)?

No       Yes--Identify FTZ(s): \_\_\_\_\_

II-8. Since January 1, 2000, has your firm imported hydraulic magnetic circuit breakers?

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

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of hydraulic magnetic circuit breakers in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity 1 in units, Quantity 2 in number of poles, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
<b>AVERAGE PRODUCTION CAPACITY:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<b>BEGINNING-OF-PERIOD INVENTORIES:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<b>PRODUCTION:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<i>Value</i>					
<b>Internal consumption:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<i>Value</i> <sup>1</sup> of internal consumption					
<b>Transfers to related firms:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<i>Value</i> <sup>1</sup>					
<b>EXPORT SHIPMENTS:<sup>2</sup></b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<i>Value</i>					
<b>END-OF-PERIOD INVENTORIES<sup>3</sup></b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<b>U.S. SHIPMENTS TO DISTRIBUTORS:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<b>U.S. SHIPMENTS TO END USERS:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs (1,000 hours)</b>					
<b>WAGES PAID TO PRWs (value)</b>					

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

II-9. *Continued*

Footnotes for previous table.

<p><sup>1</sup> 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 2000, 2001, and 2002 below:</p> <hr/>
<p><sup>2</sup> Identify your principal export markets: _____</p> <hr/>
<p><sup>3</sup> <u>Reconciliation of data</u>.--Please note that the <b>quantities</b> 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?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p> <hr/>

II-10. If you reported transfers to related firms in question II-9, 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 by market 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.

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

II-11. Other than direct imports, has your firm otherwise purchased hydraulic magnetic circuit breakers since January 1, 2000? (See definitions in the instruction booklet.)

No       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<b>(Quantity 1 in units, Quantity 2 in number of poles, value in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-March</b>	
	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2002</b>	<b>2003</b>
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>					
<b>South Africa:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
<sup>2</sup> 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--Continued**

III-6. Operations on hydraulic magnetic circuit breakers.--Report the revenue and related cost information requested below on the hydraulic magnetic circuit breaker operations of your U.S. establishment(s).<sup>1</sup> 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 three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

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

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

<sup>2</sup> 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.

**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 hydraulic magnetic circuit breakers, and the values of the property, plant, and equipment used in the production of hydraulic magnetic circuit breakers. Provide data for your three 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-March	
	_____	_____	_____	2002	2003
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					
<b>Property, plant, and equipment:</b>					
Original cost					
Book value					

III-8. 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 hydraulic magnetic circuit breakers from South Africa?

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-9. Does your firm anticipate any negative impact of imports of hydraulic magnetic circuit breakers from South Africa?

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 Gerry Benedick (202-205-3244) or e-mail: [gbenedick@usitc.gov](mailto:gbenedick@usitc.gov)

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

Company contact: \_\_\_\_\_  
Name and title Phone No.

**Section IV-A.--PRICE DATA**

This section requests net sales value (f.o.b. your U.S. shipping location(s)) and quantity (number of circuit breakers) data concerning your firm's U.S. shipments of its specified U.S.-produced hydraulic magnetic circuit breaker (HMxCB) products on a quarterly basis during January 2000-March 2003. Report the value and quantity data for shipments to U.S. original equipment manufacturers (OEMs) unrelated to your firm. Report the value and quantity data net of returns, discounts, rebates, and also deduct any U.S. freight to the customers' receiving points that was absorbed by your firm.

**Product 1.**—All single pole, B-frame size hydraulic magnetic circuit breakers.

**Product 2.**—All single pole, D-frame size hydraulic magnetic circuit breakers.

**Product 3.**—Single pole, B-frame size hydraulic magnetic circuit breakers, single coil, 25-ampere capacity, 240 vAC.

**Product 4.**—Single pole, D-frame size hydraulic magnetic circuit breakers, single coil, 100-ampere capacity, 240 vAC.

Report separately for each product for the periods requested and copy, as needed, the table on the following page to report for each product sold to OEMs unrelated to your firm.

For each specified HMxCB product for which you report selling price data to OEMs, please provide a brief description of the downstream products and uses for which the HMxCB are intended.

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

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

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each specified product produced by your firm AND shipped to U.S. OEMs (check one box for each page).

Product: 1 " 2 " 3 " 4 "

<i>(Quantity in number of circuit breakers, value in dollars)</i>		
Date of shipment	Quantity	F.O.B. Value <sup>1</sup>
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		

<sup>1</sup> Net f.o.b. your U.S. shipping location(s).

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

Unless otherwise instructed, please answer all questions in the rest of part IV based on your firm's total sales of its U.S.-produced HMCB to U.S. customers during January 2000-March 2003. If your responses differ by sales to different types of U.S. customers (OEMs or distributors) or by products (number of poles or other product specifications) that you produce, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

**Section IV-B.--PRICING PRACTICES**

IV-B-1. Please report below your firm's total U.S. sales value (in dollars net f.o.b. your U.S. selling location(s)) of its U.S.-produced HMCB during January 2000-March 2003 that were on a (1) long-term contract basis (multiple deliveries for more than 12 months after the purchase agreement), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the purchase agreement).

Type of Sale:	Value (in U.S. dollars)
Long-term contracts	
Short-term contracts	
Spot sales	

IV-B-2. Please discuss the following provisions of your U.S. sales on a typical long-term contract basis that involved your U.S.-produced HMCB.

- (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

Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers in arriving at a price for a typical long-term contract sale. If your firm uses/issues price lists, please enclose a copy of your most recent price list with your submission.

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

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

**Section IV-B.--PRICING PRACTICES--Continued**

IV-B-3. Please discuss the following provisions of your U.S. sales on a typical short-term contract basis that involved your U.S.-produced HMCB.

- (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

Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers in arriving at a price for a typical short-term contract sale. If your firm uses/issues price lists, please enclose a copy of your most recent price list with your submission.

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

IV-B-4. Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers in arriving at a price for a typical spot sale. If your firm uses/issues price lists, please enclose a copy of your most recent price list with your submission.

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

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

**Section IV-B.--PRICING PRACTICES--Continued**

IV-B-5. What are your firm's typical sales terms for its U.S.-produced HMCB shipped to U.S. customers (e.g., 2/10 net 30 days, net 30 days, etc.)

\_\_\_\_\_?

IV-B-6. a) On what basis does your firm typically quote prices of its U.S.-produced HMCB to its U.S. customers: f.o.b. plant/warehouse \_\_\_\_ or delivered \_\_\_\_? (Check one)

b) If f.o.b., do your customers typically arrange the freight \_\_\_\_ or does your firm arrange the freight \_\_\_\_? (Check one)

c) If your firm arranges freight on its f.o.b. sales, does it typically prepay the freight \_\_\_\_ or send the products freight collect \_\_\_\_? (Check one)

d) Does your firm ever pay freight to your U.S. customers' locations *without charging for this cost*? Yes \_\_\_\_ No \_\_\_\_? (Check one)

If yes--

Please indicate the sales volume (number of poles or value in dollars) or other requirement(s) that must be met for your firm to absorb U.S. shipping charges for delivery to your customers' facilities.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Please report below the total value (in dollars) of U.S. freight charges that your firm absorbed based on all its U.S. shipments of its domestically produced HMCB during January 2000-March 2003.

\_\_\_\_\_

IV-B-7. Please describe your firm's discount policy (quantity discounts, annual total volume (quantity or value) based discounts, etc.). Do not include any payment discount covered in question IV-B-5.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

**Section IV-C.--FACTORS AFFECTING PRICING**

IV-C-1. Please discuss below how your firm's selling prices may differ by type of customer (e.g., OEM versus distributor) and by type sale (e.g., long-term contracts, short-term contracts, and spot sales).

Type of customer: \_\_\_\_\_

\_\_\_\_\_

Type of sale: \_\_\_\_\_

\_\_\_\_\_

IV-C-2. a) Approximate the percentage of your firm's average total production cost per circuit breaker of its U.S.-produced HMxCB that was accounted for by each of your top three inputs (consider inputs such as, but not necessarily limited to, labor, energy, etc.) during January 2000-March 2003. List below in descending order each input with its percentage total-cost share and identify the principal countries of origin of each material input that was listed as an input.

Input (1):	Percent of total cost:
Input (2):	Percent of total cost:
Input (3):	Percent of total cost:
Country(ies) of origin of each material input listed above:	

\_\_\_\_\_

b) Have your firm's purchase prices for each of its top 3 inputs used to produce the HMxCB in the United States generally increased, decreased, fluctuated, or remained stable during January 2000-March 2003? Please also discuss trends in your firm's total production costs per circuit breaker during this period.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

**Section IV-C.--FACTORS AFFECTING PRICING--Continued**

IV-C-2. c) Please indicate below how any changes in your total production costs per circuit breaker affected your firm's U.S. production quantities and U.S. selling prices of its U.S.-produced HMCB during January 2000-March 2003.

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IV-C-3. a) Approximately what share of the total sales value (in dollars net f.o.b. your U.S. selling location(s)) of your firm's domestic shipments of its U.S.-produced HMCB occurred within the distances specified below during January 2000-March 2003? Also, for each distance category, approximately what percent of the total net f.o.b sales value of these products to your U.S. customers was accounted for by U.S.-inland transportation costs and what was the typical transportation mode (truck-T, rail-R, or air-A)?

	<u>Shipment share</u>	<u>Freight share</u>	<u>Mode</u>
Within 100 miles of your plant/warehouse	____%	____%	____
100 to 500 miles from your plant/warehouse	____%	____%	____
Over 500 miles from your plant/warehouse	____%	____%	____
TOTAL	100 %		

b) Do U.S. freight-cost shares reported for the longer distances represent a competitive disadvantage for your firm vis-a-vis other U.S. producers or U.S. importers of HMCB? Yes \_\_\_\_  
 No \_\_\_\_ (Check one) If yes, please discuss the extent of the disadvantage, the geographic area(s) involved, and identify any such firms and the country(ies) of origin of the HMCB they sell.

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

**Section IV-C.--FACTORS AFFECTING PRICING--Continued**

IV-C-3. c) What is the geographic market area in the United States served by your firm's U.S.-produced HMCB? Note any changes in market area since January 2000.

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IV-C-4. a) What is the average lead time (in days) between a customer's order and the date of delivery for your firm's U.S. shipments of its U.S.-produced HMCB from its production and, if applicable, from its U.S. inventory?

Shipments from production\_\_\_\_\_

Shipments from inventory\_\_\_\_\_

b) Have average lead times changed since January 2000? Yes \_\_\_\_ No \_\_\_\_ (Check one) If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete with the subject imported HMCB.

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IV-C-5. Does your firm sell its U.S.-produced HMCB over the internet?

No       Yes

If yes--

Please report the value (in dollars net f.o.b. your U.S. selling location(s)) of your firm's total U.S. sales of its U.S.-produced HMCB during January 2000-March 2003 that were accounted for by internet sales. Also explain the impact such sales have had on your U.S. selling prices and quantities during this period.

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

**Section IV-D.--SUPPLY FACTORS**

IV-D-1. List below the top three factors your firm considers when assessing the quality characteristics of its U.S.-produced HMCB. In addition, discuss below how these quality characteristics affect pricing and your ability to compete with the subject imported HMCB.

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

Discussion: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

IV-D-2. Have there been any significant changes in the product range or marketing of HMCB in the United States since January 2000?

- No       Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on U.S. sales prices and quantities of your U.S.-produced HMCB.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

**Section IV-D.--SUPPLY FACTORS--Continued**

IV-D-3. Are there certain HMCB products imported from South Africa that domestic producers do not produce? Yes \_\_\_\_ No \_\_\_\_ If yes, identify these products and explain why your firm does not produce such products domestically and identify the use(s) and potential market in expected annual consumption of the number of such circuit breakers. Also, identify any HMCB products that your firm produces, although not identically the same, nonetheless compete with any such imported products.

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IV-D-4. Are your firm's exports of its U.S.-produced HMCB subject to any tariffs, quotas, or other non-tariff barriers to trade in other countries?

No       Yes--Please describe any such barriers and any significant changes in such barriers that have occurred since January 2000, by country and, if applicable, by HMCB products.

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IV-D-5. a) Describe how easily your firm can shift sales of its U.S.-produced HMCB between the U.S. market and foreign country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including reference to any foreign-country trade barriers discussed in the previous response) that would prevent or retard your firm from shifting HMCB between the U.S. and alternative country markets within a 12-month period. Provide, if possible, any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

**Section IV-D.--SUPPLY FACTORS--Continued**

IV-D-5. b) Please explain the role of any foreign HMCB production facilities of your firm, particularly any Mexican and/or Canadian HMCB production facilities of your firm, in supplying such foreign produced HMCB to the U.S. market during January 2000-March 2003. If your firm produced HMCB only in the United States, check here  and skip to question IV-D-6. If responding to this question, include as a minimum the following information for this period:

(1) Please describe the HMCB that your firm produced in the United States and in foreign production facilities and identify any similar HMCB that you produced in both the United States and each foreign country of production. Report separately for each foreign country.

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(2) Please explain why your firm produced HMCB in foreign countries as well as the United States. Include in your response any differences in your HMCB production costs between the United States facilities and those in each of the foreign countries, noting differences in specific input costs between the two countries and any differences in the total cost per circuit breaker (for comparable circuit breakers) between the two countries.

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(3) Identify, for each foreign country, any of your foreign-produced HMCB that were sold in the United States during January 2000-March 2003 and explain why such products were not supplied by your U.S. facilities.

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(4) Other discussion.

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

**Section IV-D.--SUPPLY FACTORS--Continued**

IV-D-6. Please explain your U.S. HMCB production strategy and discuss as a minimum the following (include, as appropriate, in response to this question the impact of any HMCB supplied to the United States from your foreign HMCB production facilities—identify the country-of-origin of any such foreign-produced HMCB):

a) Discuss the minimum level of capacity utilization at which your firm would continue operating in the short run (12 months or less) and the minimum level of capacity utilization in the long run (more than 12 months); also indicate the relative product mix between HMCB and other products that you may also produce on the same equipment, at the reported level(s) of operation.

Short run \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Long run \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

b) Specify the approximate percentage share of total production costs that is variable and the share that is fixed in your firm's U.S. production of its HMCB; also, identify the specific costs that you consider variable and consider fixed.

Variable costs \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Fixed costs \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

**Section IV-D.--SUPPLY FACTORS--Continued**

*Substitution in supply refers to products that can, based on market price considerations and producer technical requirements, reasonably be expected to substitute for each other in production (assuming full capacity utilization) when the selling price of one product changes vis-a-vis the price of the other product--some producers may require greater price changes than others before they switch production among the alternative products.*

*Include, as appropriate, to your response to the following question the impact of any HMCB supplied to the United States from your foreign production facilities on your firm's ability to switch production to other products--identify the country-of-origin of any such foreign-produced HMCB.*

IV-D-7. a) Please discuss below your firm's ability to switch U.S. production among the full range of HMCB products based on changes in relative selling prices of the various products. Describe such ability to switch as "strong," "moderate," or "weak;" assume that no excess capacity existed for you to expand production of HMCB product without decreasing production of another such product. Identify any HMCB products that you are unable to produce with your equipment.

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b) Please discuss below your firm's ability to switch U.S. production between HMCB and any other products, based on changes in their relative selling prices. Describe such ability to switch as "strong," "moderate," or "weak;" assume that no excess capacity existed for you to expand production of the HMCB products without decreasing production of other products (or vice versa). Please identify any such other products.

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

**Section IV-D.--SUPPLY FACTORS--Continued**

*In answering questions IV-D-8 through IV-D-10, please note in your response to each question whether estimated U.S. costs for increasing U.S. HMCB production capacity are less than, equal to, or greater than costs for comparable increases in HMCB production capacity in each of the foreign countries in which your firm also produces HMCB (identify each such foreign country in your response).*

IV-D-8. Please estimate below the cost and time required to construct a greenfield plant to produce HMCB in the United States. Please indicate the size of the plant (in terms of annual capacity in number of circuit breakers to produce HMCB) for which you report.

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IV-D-9. Please estimate below the cost and time required to restart a closed U.S. HMCB plant. Please indicate the size of the plant (in terms of annual capacity in number of circuit breakers to produce HMCB) for which you report.

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IV-D-10. Please estimate below the cost and time required to increase HMCB production capacity by adding to your current facilities in the United States. Please indicate the amount of any such additional capacity in terms of the added annual capacity in number of circuit breakers to produce HMCB.

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

**Section IV-E.--DEMAND FACTORS**

IV-E-1. Is the U.S. HMCB market subject to business cycles, product cycles, seasonal factors, and/or conditions of competition distinctive to this product industry? If yes, please identify occurrences since January 2000 and provide estimates of the duration of any such cycles.

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IV-E-2. Please identify the top three U.S. end-use markets for the HMCB that you produce in the United States, and describe the HMCB products that your firm produces for each of these markets.

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IV-E-3. Please provide as an attachment to this request, to the extent possible, any studies, surveys, or results of such studies/surveys that (1) identify substitutes for HMCB or measure the degree of substitution between HMCB and alternative (non-subject) products, and (2) identify substitution among various HMCB products or measure the degree of substitution among the various HMCB products.

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

**Section IV-E.--DEMAND FACTORS--Continued**

*Substitution in demand refers to products that can, based on market price considerations and consumer/user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product--some consumers/users may require greater price changes than others before they switch among the alternative products.*

Discuss substitution in demand between HMCB and alternative (other types of) products (questions IV-E-4 through IV-E-6).

IV-E-4. What alternative products may substitute for HMCB in their end uses in the United States, and how frequently does any such substitution occur? For each such alternative product, also discuss the specific end use(s) where substitution with HMCB occur.

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IV-E-5. Have there been any changes in the number or types of alternative products that can be substituted for HMCB in the United States since January 2000?

No       Yes--Please explain.

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IV-E-6. Describe the approximate price sensitivity of the substitutions listed above as "strong," "moderate," or "weak." If possible, also indicate the minimum percentage change in the current price of HMCB, with substitute-product prices remaining constant, where U.S. purchasers would start to substitute the listed alternative products for HMCB. To the extent possible, respond for specific HMCB products and indicate the end uses.

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

**Section IV-E.--DEMAND FACTORS--Continued**

Discuss substitution in demand among various HMCB products (questions IV-E-7 through IV-E-9).

IV-E-7. What HMCB products substitute for each other in the United States, and how frequently does any such substitution occur? For each such pair of products also discuss the specific end use(s) where such substitution may occur.

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IV-E-8. Since January 2000, have there been any changes in HMCB products that can substitute for each other in the United States?

No       Yes--Please explain.

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IV-E-9. Describe the approximate price sensitivity of the substitutions listed above as "strong," "moderate," or "weak." If possible, also indicate the minimum percentage change in the current price of one HMCB product versus a another HMCB product, where U.S. purchasers would start to substitute one product for another. Identify the specific HMCB products and their end uses in your discussion.

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

**Section IV-F.--CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest U.S. customers for its domestically-produced HMCB. Please also provide the name and telephone number of a contact person and the share of the total value (in dollars net f.o.b. your U.S. selling location(s)) of your firm's total domestic sales of its U.S.-produced HMCB that each of these customers accounted for in 2002.

<b>No.</b>	<b>Customer's name</b>	<b>Street address, state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2002 sales (%)</b>
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					



