

**PRODUCERS' QUESTIONNAIRE**  
**REFINED BROWN ALUMINUM OXIDE FROM CHINA**

*Return completed questionnaire to:*

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

**So as to be received by the Commission by no later than August 6, 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 **refined brown aluminum oxide** from China (inv. No. 731-TA-1022 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm produced **refined brown aluminum oxide** (as defined in the instruction booklet) at any time since January 1, 2000?

- 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**

*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*

\_\_\_\_\_  
*Signature of Authorized Official*

\_\_\_\_\_  
*Date*

( ) \_\_\_\_\_ ( ) \_\_\_\_\_  
*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 30 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>
_____	_____	_____
_____	_____	_____





II-8. Since January 1, 2000, has your firm imported **refined brown aluminum oxide**?

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 **refined brown aluminum oxide** 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	
	2000	2001	2002	2002	2003
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> <i>(quantity)</i>					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>					
<b>PRODUCTION</b> <i>(quantity)</i>					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption:</b>					
<i>Quantity</i> of internal consumption					
<i>Value</i> <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> <sup>2</sup> of transfers to related firms					
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> <i>(quantity)</i>					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> <i>(quantity)</i>					
<b>U.S. SHIPMENTS TO END USERS</b> <i>(quantity)</i>					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> <i>(1,000 hours)</i>					
<b>WAGES PAID TO PRWs</b> <i>(value)</i>					

<sup>1</sup> 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).

<sup>2</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:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> **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-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 at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-11. Other than direct imports, has your firm otherwise purchased **refined brown aluminum oxide** since January 1, 2000? (See definitions in the instruction booklet.)

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

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2000	2001	2002	2002	2003
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF REFINED BROWN ALUMINUM OXIDE FROM--</b>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</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 II.--TRADE AND RELATED INFORMATION--Continued**

II-12. In making its determination on the “domestic like product” in antidumping investigations, the Commission generally considers a number of factors, including (1) physical characteristics and uses; (2) interchangeability; (3) channels of distribution; (4) customer and producer perceptions of the products; (5) common manufacturing facilities, production processes, and production employees; and, where appropriate, (6) price. **If you have firsthand knowledge concerning the similarities and/or differences between (1) refined brown aluminum oxide subject to this investigation (as defined in the instructions) and (2) refined pink aluminum oxide and/or refined white aluminum oxide** in terms of each of the six factors listed above, please give us your views concerning such similarities and/or differences.

**Physical characteristics and uses:**

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**Interchangeability:**

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**Channels of distribution:**

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**Customer and producer perceptions of the products:**

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**Common manufacturing facilities, production processes, and production employees:**

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**Price:**

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

II-13. For 2002, please list the five most common sizes of **refined brown aluminum oxide** by batch and percentage of sales represented by each size.

<b>Batch</b>	<b>Share of sales</b>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____



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

<b>Product(s)</b>	<b>Share of sales</b>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

**PART III.--FINANCIAL INFORMATION--Continued**

III-6. **Operations on refined brown aluminum oxide.**--Report the revenue and related cost information requested below on the **refined brown aluminum oxide** 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.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2002	2003
<b>Net sales quantities:<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 taxes</b>					
<b>Depreciation/amortization included above</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 **refined brown aluminum oxide**, and the values of the property, plant, and equipment used in the production of **refined brown aluminum oxide**. 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-June	
	_____	_____	_____	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 **refined brown aluminum oxide** 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-9. Does your firm anticipate any negative impact of imports of **refined brown aluminum oxide** from China?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



**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<sup>1</sup> produced and sold by your firm to unrelated U.S. customers.

Product 1  Product 2  Product 3  Product 4

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>2</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		
April-June		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:  <hr/>		
<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

**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 **refined brown aluminum oxide** (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.

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IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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IV-B-3. What are your firm's typical sales terms for its U.S.-produced **refined brown aluminum oxide** (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic **refined brown aluminum oxide** 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 **refined brown aluminum oxide** 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 **refined brown aluminum oxide**? \_\_\_\_\_

IV-B-6. What is the approximate percentage of the total delivered cost of **refined brown aluminum oxide** that is accounted for by 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.

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

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

IV-B-7. What is the geographic market area in the United States served by your firm's **refined brown aluminum oxide**?

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IV-B-8. What other products may be substitutes for **refined brown aluminum oxide**?

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IV-B-9. Describe the end uses of the **refined brown aluminum oxide** that you manufacture. For each end use product, what percentage of the total cost is accounted for by **refined brown aluminum oxide**?

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IV-B-10. How has the demand within the United States (and outside the United States if known) for **refined brown aluminum oxide** changed since January 1, 2000? What were the principal factors affecting changes in demand?

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IV-B-11. Have there been any significant changes in the product range or marketing of **refined brown aluminum oxide** in the past five years?

No       Yes--Please describe.

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IV-B-12. Does your firm sell **refined brown aluminum oxide** over the internet?

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

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

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

IV-B-13. For 2002, please provide the share (quantity and value) of **refined brown aluminum oxide** produced and sold by your firm for use in the following applications: Abrasives \_\_\_ percent (quantity) \_\_\_ percent (value); Refractory \_\_\_ percent (quantity) \_\_\_ percent (value); general industrial uses (i.e., polishing/blasting) \_\_\_ percent (quantity) \_\_\_ percent (value); and other \_\_\_ percent (quantity) \_\_\_ percent (value).

IV-B-14. Are the U.S.-produced and imported **refined brown aluminum oxide** from China used interchangeably (i.e., can they physically be used in the same applications)?

Yes       No--Please explain.

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IV-B-15. Are the U.S.-produced and NONSUBJECT imported **refined brown aluminum oxide** (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

Yes       No--Please explain, by country.

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IV-B-16. Are NONSUBJECT imported **refined brown aluminum oxide** and imported **refined brown aluminum oxide** from China used interchangeably?

Yes       No--Please explain, by country.

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IV-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced **refined brown aluminum oxide** and **refined brown aluminum oxide** imported from China that are a significant factor in your firm's sales of **refined brown aluminum oxide**?

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

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

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

IV-B-18. Are there any differences in product characteristics or sales conditions between U.S.-produced **refined brown aluminum oxide** and NONSUBJECT imported **refined brown aluminum oxide** that are a significant factor in your firm's sales of **refined brown aluminum oxide**?

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

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IV-B-19. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported **refined brown aluminum oxide** and imported **refined brown aluminum oxide** from China that are a significant factor in your firm's sales of **refined brown aluminum oxide**?

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

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IV-B-20. During January 2000-June 2003, did your firm purchase crude aluminum oxide from the Defense Logistics Agency?

- No                       Yes--Please describe when these purchases occurred, if they will continue into the future, and their impact on your **refined brown aluminum oxide** operations.

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**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 **refined brown aluminum oxide** during 2000-2002. 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 **refined brown aluminum oxide** that each of these customers accounted for in 2002.

<b>No.</b>	<b>Customer's name</b>	<b>Street address (not P.O. box), 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					



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

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

*Instructions for final investigation:* **PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.**

**Since January 1, 2000:** Did your firm lose sales of **refined brown aluminum oxide** 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 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 product
- The accepted price quotation of the imported product (total delivered value)

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

