

U.S. PRODUCERS' QUESTIONNAIRE

RAW FLEXIBLE MAGNETS FROM CHINA AND TAIWAN

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 October 5, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning raw flexible magnets (flexible magnetic sheeting, strips, and profile shapes) from China and Taiwan (Inv. Nos. 701-TA-452 (Preliminary) and 731-TA-1129-1130 (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>World Wide Web address _____</p> <p>Has your firm produced raw flexible magnets (as defined in the instruction booklet) at any time since January 1, 2004?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission.)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above.)</p>

CERTIFICATION

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

By submitting this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations 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 these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

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-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see 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?

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 these investigations is affirmative and an antidumping and/or countervailing duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping and/or countervailing 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-- I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

PART I.--GENERAL INFORMATION--Continued

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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

No Yes--List the following information

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

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

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Olympia Hand (202-205-3182, olympia.hand@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of raw flexible magnets since January 1, 2004?

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

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

No Yes--List the following information.

Basis for allocation of capacity data (*e.g.*, sales): _____

Products produced on same equipment and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>
Raw flexible magnets	_____
_____	_____
_____	_____
_____	_____

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

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

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

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced using the same workers and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Raw flexible magnets</u>	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of raw flexible magnets? (If your has toll-produced raw flexible magnets, please provide the information in Part V of this questionnaire.)

No Yes--Name firm(s): _____.

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

No Yes--Identify FTZ(s): _____.

II-8. Since January 1, 2004, has your firm imported raw flexible magnets?

No Yes--**COMPLETE AND RETURN A U.S. 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 raw flexible magnets in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Average production capacity ¹ (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 ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of exports					
Value of exports					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <p>_____</p> <p>_____</p>					
<p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, <i>et cetera</i>) and provide value data using that basis for 2004, 2005, 2006, January-June 2006, and January-June 2007 below:</p> <p>_____</p> <p>_____</p>					
<p>³ Identify your principal export markets: _____.</p>					
<p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____.</p>					

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.

II-11. Please estimate the share of the value of your firm's 2006 U.S. shipments of raw flexible magnets accounted for by flexible magnet sheeting, strips, and profile shapes:

<u>Product</u>	<u>Percent</u>
<u>Flexible magnet sheeting</u>	_____
<u>Flexible magnet strips</u>	_____
<u>Flexible magnet profile shapes</u>	_____
Total	100%

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

II-12. Other than direct imports, has your firm otherwise purchased raw flexible magnets since January 1, 2004? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
PURCHASES FROM U.S. IMPORTERS² OF RAW FLEXIBLE MAGNETS FROM--					
China:					
Quantity					
Value					
Taiwan:					
Quantity					
Value					
All other countries:					
Quantity					
Value					
PURCHASES FROM DOMESTIC PRODUCERS:²					
Quantity					
Value					
PURCHASES FROM OTHER SOURCES:²					
Quantity					
Value					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432, charles.yost@usitc.gov).

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise:

2. Does your firm prepare profit/loss statements for the subject merchandise?
 Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes raw flexible magnets, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

PART III.--FINANCIAL INFORMATION--Continued

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

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

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____

III-6. Does your company receive inputs (raw materials, labor, energy or any other services) used in the production of raw flexible magnets from any related company?

Yes—Continue to question III-7 below. No—Continue to question III-10 below.

III-7. Other products.-- In the space provided below, identify the inputs related to the production of raw flexible magnets that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related Party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes—Continue to question III-9 below. No—Continue to question III-10 below.

PART III.--FINANCIAL INFORMATION--Continued

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (Operations on raw flexible magnets); i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No—please contact Charles Yost at 202-205-3432.

III-10. For each annual period for which financial results are reported in question III-11, please provide in the space below details of the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's operations on raw flexible magnets.

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on raw flexible magnets.--Report the revenue and related cost information requested below on the raw flexible magnets operations of your U.S. establishment(s).¹ Do not report resales of products. 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. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost at 202-205-3432 and complete question V-2 and the remaining questions in this section of the questionnaire.

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	_____	_____
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS):³					
Raw materials					
Direct labor					
Other factory costs					
Tolling costs of outside processing					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes:					
Depreciation/amortization included above:					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ COGS should include costs associated with internal consumption and transfers to related firms.					

PART III.--FINANCIAL INFORMATION--Continued

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of raw flexible magnets. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)			
Item	Fiscal years ended--		
	20____	20____	20____
Assets associated with the production, warehousing, and sale of raw flexible magnets:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (finished goods)			
D. All other current assets (describe: _____)			
Total current assets (lines 1.A. through 1.D.)			
2. Noncurrent assets:			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
D. All other noncurrent assets (describe: _____)			
Total noncurrent assets (lines 2.A. through 2.D.)			
3. Total current and noncurrent assets			

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on raw flexible magnets. 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	
	_____	_____	_____	2006	2007
Capital expenditures					
Research and development expenditures					

PART III.--FINANCIAL INFORMATION--Continued

III-14. Since January 1, 2004, 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 raw flexible magnets from China and/or Taiwan?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, 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-15. Does your firm anticipate any negative impact of imports of raw flexible magnets from China and/or Taiwan?

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Ioana Mic (202-205-3196, ioana.mic@usitc.gov).

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

Company contact:

() _____

Phone number

E-mail address

PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2004 to June 2007.

Product 1.— **Plain sheets in 12 mil thickness.**

a) standard energy

b) higher energy

Product 2.— **Plain sheets in 15 mil thickness.**

a) standard energy

b) higher energy

Product 3.— **Sheets in 30 mils thickness, in rolls of 50' x 2' (nominal), with vinyl lamination.**

a) standard energy

b) higher energy

Each of the products listed above should include **standard energy** products with energy from 0.3 MGOe through 1.0 MGOe (mega Gauss Oersteds), whether in cut sheets or rolls, and **higher energy** products with energy from 1.01 through 2.2 MGOe, whether in cut sheets or rolls. Each also should include unmagnetized, magnetized, or double-magnetized materials. In reporting pricing data, allow for a tolerance on thickness measurements of +.5 through -1 mil.

If available data are in terms of square feet of product sold rather than pounds sold, convert from square feet to pounds by using a pounds per square foot conversion of factor of 0.0182 times actual millage for plain magnet sheeting. Thus, the conversion factor for plain magnet sheeting that is 12 mil in actual thickness would be 0.2232 lbs/square foot, the conversion factor for plain magnet sheeting that is 15 mil in actual thickness is 0.279 lbs/square foot, and the conversion factor for plain magnet sheeting that is 30 mil in actual thickness is 0.558 lbs/square foot. For a product with vinyl lamination, an addition of 0.0308 lbs/square foot should be made to account for the weight of the laminate.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

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

IV-2a. Report the quarterly price data¹ for pricing products² below.

Quantity (in pounds) and value (in dollars)						
Period of shipment	Product 1a		Product 2a		Product 3a	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						
Period of shipment	Product 1b		Product 2b		Product 3b	
	Quantity	Value	Quantity	Value	Quantity	Value
2004:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Pricing product definitions are provided on the first page of section IV.

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

Product 1:

Product 2:

Product 3:

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

IV-3. Please describe how your firm determines the prices that it charges for sales of raw flexible magnets (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-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, *et cetera*).

IV-5. What are your firm's typical sales terms for its U.S.-produced raw flexible magnets (e.g., 2/10 net 30 days)? _____. On what basis are your prices of domestic raw flexible magnets usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

IV-6. Approximately what share of your firm's sales of its U.S.-produced raw flexible magnets in 2006 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long term contracts	_____
Short term contracts	_____
Spot sales	_____

IV-7. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet-or-release provision? _____

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

IV-8. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet-or-release provision? _____

IV-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced raw flexible magnets?

<u>Source</u>	<u>Share of sales, 2006</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

- IV-10. (a) What is the approximate percentage of the total delivered cost of raw flexible magnets that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-11. What is the geographic market area in the United States served by your firm's raw flexible magnets? (check all that apply)

- | | | | |
|------------------------------------|--|-------------------------------------|------------------------------------|
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Mid-Atlantic | <input type="checkbox"/> Midwest | <input type="checkbox"/> Southeast |
| <input type="checkbox"/> Southwest | <input type="checkbox"/> Rocky Mountains | <input type="checkbox"/> West Coast | <input type="checkbox"/> Northwest |
| <input type="checkbox"/> National | <input type="checkbox"/> Other (describe: _____) | | |

IV-12. Describe the end uses of the raw flexible magnets that you manufacture. For each end-use product, what percentage of the total cost is accounted for by raw flexible magnets?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____

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

IV-13. (a) Please list in order of importance any products that may be substituted for raw flexible magnets.

(i) _____

(ii) _____

(iii) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for raw flexible magnets?

No Yes-- To what degree do changes in their prices affect the price for raw flexible magnets? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of raw flexible magnets or final end use?

IV-14. How has the demand within the United States (and outside the United States if known) for raw flexible magnets changed since January 1, 2004? What principal factors affect changes in demand?

Increase No Change Decrease

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

IV-15. Have there been any significant changes in the product range or marketing of raw flexible magnets since January 1, 2004?

No Yes-- Please describe.

IV-16. Does your firm sell raw flexible magnets over the internet?

No Yes-- Please describe, noting the estimated percentage of your firm's total sales of raw flexible magnets in 2006 accounted for by internet sales..

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

IV-19. Please identify below the names and addresses of your firm's 10 largest customers for raw flexible magnets during 2004-2006. 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 raw flexible magnets that each of these customers accounted for in 2006.

No.	Customer's Name	Street address (not P.O. box), city, state, and zip code	Contact Person	Area code and telephone number	Share of 2006 sales(%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

IV-21. **COMPETITION FROM IMPORTS--LOST SALES.**--Since January 1, 2004: Did your firm lose sales of raw flexible magnets to imports of these products from China and/or Taiwan?

No Yes

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 (pounds)	Rejected U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)

PART V.—TOLLING OPERATIONS

V-1. **Toll processors: Toll production of raw flexible magnets.**—For the tolling operations of your U.S. establishment(s), report the information requested below.

Quantity (in 1,000 pounds) and value (i.e., fee for services) (in \$1,000)					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
Average production capacity (quantity)					
Production (quantity)					
Shipments to tollee:^{1 2}					
Quantity					
Value					
Average number of PRWs					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ Report your firm's shipments/net sales of raw flexible magnets which it converted under a toll agreement with another firm. Quantity refers to the amount of raw flexible magnets converted, and value refers to your firm's fee for its services.					
² Less discounts, returns, allowances, and prepaid freight.					

V-2. **Tolling operations (see definition in instruction booklet).**—Report the revenue and related cost information requested below on the tolling of raw flexible magnets operations of your U.S. establishment(s).¹ Provide data for your three most recently completed fiscal years and the specified interim periods in chronological order from left to right. **Report for all tollees together, identifying the firms below.**

Quantity (in 1,000 pounds) and value (i.e., fee for services) (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2006	2007
Tolling operations					
Net quantity tolled					
Net tolling revenue					
Net packaging revenue					
Cost of tolling services					
Raw materials not supplied by tollee					
Direct labor					
Other factory costs					
Total cost of tolling services					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
¹ Include only tolling revenue (whether domestic or exports) and costs related to your U.S. manufacturing operations.					
Tolling operations were conducted for: _____					