

**U.S. IMPORTERS' QUESTIONNAIRE**

**ELECTROLYTIC MANGANESE DIOXIDE FROM AUSTRALIA AND CHINA**

**This questionnaire must be received by the Commission by no later than May 30, 2008**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping duty investigations concerning electrolytic manganese dioxide ("EMD") from Australia and China (inv. Nos. 731-TA-1124 and 1125 (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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm imported EMD (as defined in the instruction booklet) from any country at any time since January 1, 2005?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (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)

**CERTIFICATION**

*I certify that the information herein supplied in response to these questionnaires 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 means of 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.*

*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. 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 I.--GENERAL INFORMATION--Continued**

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing EMD from Australia and/or China into the United States or which are engaged in exporting EMD from Australia and/or China to the United States?

No             Yes--List the following information

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of EMD?

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

I-6. Please indicate the nature of your firm's importing operations on EMD. More than one answer may be applicable.

Importer of record                       Takes title to the imported product(s)  
 Consignee of the imported products(s)       Customs broker or freight forwarder.

I-7. If your firm is an importer of record of EMD but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL INFORMATION--Continued**

I-8. Please indicate whether your firm enters EMD into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones      No             Yes

Bonded warehouses      No             Yes

I-9. Please indicate whether your firm imports EMD under the TIB (temporary importation under bond) program.

No             Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify. \_\_\_\_\_

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Cynthia Trainor (202-205-3354, [cynthia.trainor@usitc.gov](mailto:cynthia.trainor@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; or any other change in the character of your operations or organization relating to the production of EMD since January 1, 2005?

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

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

II-3. Has your firm imported or arranged for the importation of EMD from Australia and/or China for delivery after March 31, 2008?

No       Yes--Indicate when such orders are to be delivered and the quantities involved.

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

II-4. If your firm also produces EMD in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

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

II-5. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of EMD imported from Australia by your firm during the specified periods. (See definitions in the instruction booklet.)

**AUSTRALIA**

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-6. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of EMD imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-7. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of EMD imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the sources and foreign producers, if known: _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> —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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					



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

II-8. Did your firm change the amounts of its imports (or do you plan to change the amounts of your imports) of EMD from Australia or China because of the filing of the petition in these investigations?

- No             Yes – Supply specific details as to the time, nature, and amounts of any such changes in imports or orders from Australia and from China, also indicate whether any increases in such imports replaced or will replace (or whether any decreases in such imports were replaced by or imported from nonsubject countries.

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II-9. Did your firm change the amounts of its imports (or do you plan to change the amounts of your imports) of EMD from Australia or China because of the Department of Commerce’s preliminary determinations of sales at less than fair value of EMD from Australia or China?

- No             Yes – Supply specific details as to the time, nature, and amounts of any such changes in imports or orders from Australia and from China, also indicate whether any increases in such imports replaced or will replace (or whether any decreases in such imports were replaced by or will be replaced by) EMD produced in the United States and/or imported from nonsubject countries.

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II-10. Explain fully the importation process from all major foreign suppliers of EMD, e.g., who initiates the sale, who actually arranges the importation, who is the importer of record, who is the consignee, etc.

Sale initiated by: \_\_\_\_\_

Importation arranged by: \_\_\_\_\_

Importer of record: \_\_\_\_\_

Consignee: \_\_\_\_\_

Other: \_\_\_\_\_

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

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

Company contact: \_\_\_\_\_  
Name and title

( ) \_\_\_\_\_  
Phone number E-mail address

III-2. Please describe below how your firm defines/characterizes premium- and value-line EMD batteries (batteries containing EMD) and, if different, premium- and value-line non-EMD batteries (batteries not containing EMD). Respond accordingly to questions in Part III of this questionnaire that refer to premium- and value-line batteries.

EMD batteries--  
*Premium line:* \_\_\_\_\_  
\_\_\_\_\_  
*Value-line:* \_\_\_\_\_

Non-EMD batteries--  
*Premium line:* \_\_\_\_\_  
\_\_\_\_\_  
*Value-line:* \_\_\_\_\_

**Check here** if your U.S. firm imports EMD from Australia, China, and/or nonsubject countries and sells this imported EMD to U.S. battery-producer customers *unrelated by ownership to your firm*. Report the specified selling price data and related information requested in section III-A.1 and then proceed to section III-B.

**Check here** if your firm is a U.S. producer of batteries and imports EMD (regardless of country of origin) for its captive use. Report the specified import price data for your captive imports and the related information requested in section III-A.2, which completes the importer questionnaire for your firm. Please complete the purchaser questionnaire that was also sent to your firm.

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

**Section III-A.1—SELLING PRICE DATA**

COMPLETE THIS SECTION ONLY IF YOUR FIRM IS A U.S. IMPORTER THAT SELLS ITS IMPORTED EMD TO U.S. PRODUCERS OF BATTERIES *UNRELATED TO YOUR FIRM*.

This section requests total quarterly selling value and quantity data during January 2005-March 2008 concerning your firm's U.S. commercial shipments to each of its U.S. battery-producer customers *unrelated to your firm* of its imported (1) EMD from **Australia** and from **China**, and (2) EMD from your firm's **largest nonsubject country source (based on short tons imported from all nonsubject countries during January 2005-June 2008)** for the following EMD product:

**Product 1**--Standard alkaline grade electrolytic manganese dioxide in powder form.

Please note that total dollar selling values should be on a U.S. port-of-entry basis (whether shipped directly from your U.S. port(s)-of-entry or through your U.S. warehouse(s)) and should not include U.S.-inland transportation costs from your U.S. port(s)-of-entry to your U.S. battery producer customers. For any sales that were on a delivered basis, deduct from the delivered price U.S.-inland freight and shipping charges from your U.S. port(s)-of-entry to your customers and report the resulting effective f.o.b. U.S. port-of-entry sales value (*do not report transactions where you cannot report values, either actual or adjusted, on a f.o.b. U.S. port-of-entry basis*). Total dollar values should reflect the **FINAL NET** amount paid to you (i.e., should be net of all deductions for discounts, rebates, etc.). See instruction booklet.

In addition, please estimate the total quarterly U.S.-inland freight and shipping costs associated with the reported quarterly shipment sales values and quantities. The freight and shipping costs should include those costs from your U.S. port(s)-of-entry, whether shipped directly from your U.S. port(s)-of-entry or through your U.S. warehouse(s). The total quarterly quantities should correspond to both quarterly sales values and U.S.-inland freight and shipping costs reported.

Report the requested pricing data in the tables on the following pages for sales to each of your firm's U.S. battery-producer customers unrelated to your firm for the specified EMD product that your firm imported from Australia, China, and from your firm's largest (in short tons imported) nonsubject country source.

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

**Section III-A.1—SELLING PRICE DATA—Continued**

Complete a separate page for each U.S. battery-producer customer (unrelated to your firm) to which your firm sold the specified EMD product 1 that it imported from Australia, China, and its largest nonsubject country source (for each page specify the largest nonsubject country for which you are reporting, where provided in the table).

**U.S. battery-producer customer: DURACELL**

(Quantity in pounds, value in dollars)									
Period of shipment	Australia			China			Largest nonsubject country: Specify _____		
	Quantity	U.S. port-of entry basis shipment value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>	Quantity	U.S. port-of entry basis shipment value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>	Quantity	U.S. port-of entry basis shipment value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>
<b>2005</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2006</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2007</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2008</b>									
Jan.-Mar.									

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **f.o.b.** on a U.S. port-of-entry basis.  
<sup>2</sup> Transportation costs to ship your imported EMD from your U.S. port(s)-of-entry (either directly or through your U.S. warehouse(s)) to your U.S. customers.

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

**Section III-A.1—SELLING PRICE DATA—Continued**

Complete a separate page for each U.S. battery-producer customer (unrelated to your firm) to which your firm sold the specified EMD product 1 that it imported from Australia, China, and its largest nonsubject country source (for each page specify the largest nonsubject country for which you are reporting, where provided in the table).

**U.S. battery-producer customer: ENERGIZER**

*(Quantity in pounds, value in dollars)*

Period of shipment	Australia			China			Largest nonsubject country: Specify _____		
	Quantity	U.S. port-of entry basis shipment value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>	Quantity	U.S. port-of entry basis shipment value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>	Quantity	U.S. port-of entry basis shipment value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>
<b>2005</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2006</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2007</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2008</b>									
Jan.-Mar.									

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **f.o.b.** on a U.S. port-of-entry basis.  
<sup>2</sup> Transportation costs to ship your imported EMD from your U.S. port(s)-of-entry (either directly or through your U.S. warehouse(s)) to your U.S. customers.

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

**Section III-A.1—SELLING PRICE DATA—Continued**

Complete a separate page for each U.S. battery-producer customer (unrelated to your firm) to which your firm sold the specified EMD product 1 that it imported from Australia, China, and its largest nonsubject country source (for each page specify the largest nonsubject country for which you are reporting, where provided in the table).

**U.S. battery-producer customer: PANASONIC**

*(Quantity in pounds, value in dollars)*

Period of shipment	Australia			China			Largest nonsubject country: Specify _____		
	Quantity	U.S. port-of entry basis shipment value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>	Quantity	U.S. port-of entry basis shipment value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>	Quantity	U.S. port-of entry basis shipment value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>
<b>2005</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2006</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2007</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2008</b>									
Jan.-Mar.									

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **f.o.b.** on a U.S. port-of-entry basis.  
<sup>2</sup> Transportation costs to ship your imported EMD from your U.S. port(s)-of-entry (either directly or through your U.S. warehouse(s)) to your U.S. customers.

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

**Section III-A.1—SELLING PRICE DATA—Continued**

Complete a separate page for each U.S. battery-producer customer (unrelated to your firm) to which your firm sold the specified EMD product 1 that it imported from Australia, China, and its largest nonsubject country source (for each page specify the largest nonsubject country for which you are reporting, where provided in the table).

**U.S. battery-producer customer: SPECTRUM**

(Quantity in pounds, value in dollars)									
Period of shipment	Australia			China			Largest nonsubject country: Specify _____		
	Quantity	U.S. port-of entry basis shipment value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>	Quantity	U.S. port-of entry basis shipment value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>	Quantity	U.S. port-of entry basis shipment value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>
<b>2005</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2006</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2007</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2008</b>									
Jan.-Mar.									

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **f.o.b.** on a U.S. port-of-entry basis.  
<sup>2</sup> Transportation costs to ship your imported EMD from your U.S. port(s)-of-entry (either directly or through your U.S. warehouse(s)) to your U.S. customers.

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

**Section III-A.1—SELLING PRICE DATA—Continued**

III-A.1-1. Report the information requested here separately for your firm's top four combinations of country-of-origin and U.S. battery-producer customer (based on your firm's U.S. shipment quantities of EMD during January 2005-March 2008) for which your firm reported the requested price data (identify the country of origin and battery producer, where requested). Identify below your firm's top four formulations/grades of its imported EMD product 1 for each top combination of country-of-origin and U.S. battery producer customer that is included in your firm's reported selling price data, and report for each formulation/grade of EMD the battery categories (by type, cell size, voltage, premium/value line, and rechargeable/non-rechargeable) for which the specific formulation/grade of EMD was qualified during January 2005-March 2008.

**(1) Country of origin ( \_\_\_\_\_ ) and U.S. battery-producer customer ( \_\_\_\_\_ ): \_\_\_\_\_**

**EMD formulation/grade**

**Battery description**

- |          |       |
|----------|-------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |

**(2) Country of origin ( \_\_\_\_\_ ) and U.S. battery-producer customer ( \_\_\_\_\_ ): \_\_\_\_\_**

**EMD formulation/grade**

**Battery description**

- |          |       |
|----------|-------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |

**(3) Country of origin ( \_\_\_\_\_ ) and U.S. battery-producer customer ( \_\_\_\_\_ ): \_\_\_\_\_**

**EMD formulation/grade**

**Battery description**

- |          |       |
|----------|-------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |

**(4) Country of origin ( \_\_\_\_\_ ) and U.S. battery-producer customer ( \_\_\_\_\_ ): \_\_\_\_\_**

**EMD formulation/grade**

**Battery description**

- |          |       |
|----------|-------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |



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

**Section III-A.1—SELLING PRICE DATA—Continued**

III-A.1-2. Because annual contracts are prevalent in the U.S. EMD market, please explain in general any quarter-to-quarter fluctuations within a specific year, and in detail those that are more pronounced, in your firm's reported quarterly prices of the specified EMD product 1 during January 2005-March 2008. Identify specific quarters that are discussed. Please respond for each combination of country-of-origin and U.S. battery-producer customer that your firm reported price data.

**(1) Country of origin ( \_\_\_\_\_ ) and U.S. battery-producer customer ( \_\_\_\_\_ ):**

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**(2) Country of origin ( \_\_\_\_\_ ) and U.S. battery-producer customer ( \_\_\_\_\_ ):**

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**(3) Country of origin ( \_\_\_\_\_ ) and U.S. battery-producer customer ( \_\_\_\_\_ ):**

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**(4) Country of origin ( \_\_\_\_\_ ) and U.S. battery-producer customer ( \_\_\_\_\_ ):**

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

**Section III-A.1—SELLING PRICE DATA—Continued**

III-A.1-3. Please explain fully below the negotiation process, and the frequency of such negotiations, for your firm's sales of its imported EMD to its U.S. battery-producer customers during January 2005-March 2008. In addition, please explain the dynamics of the price quote/bid process between the initial price quote/bid and the final price quote/bid. Report separately for your firm's sales of its EMD imported from Australia and from China.

**Australia:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**China:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

**Section III-A.1—SELLING PRICE DATA—Continued**

III-A.1-4. a) Was your firm required to be qualified as a supplier of its imported EMD from Australia and/or China to its U.S. battery-producer customers during January 2005-March 2008?

**Australia:**  No  Yes      **China:**  No  Yes

If yes--

Identify below each of your firm's U.S. battery-producer customers that it answered yes.

**Australia:** \_\_\_\_\_

**China:** \_\_\_\_\_

b) If your firm imported more than a single formulation/grade of EMD from Australia and/or China, did any such qualification requirement also apply to each of your firm's formulation(s)/grade(s) of its imported EMD during January 2005-March 2008?

**Australia:**  No  Yes      **China:**  No  Yes

If no--

Identify below each of your firm's U.S. battery-producer customers that it answered no and explain.

**Australia:** \_\_\_\_\_

**China:** \_\_\_\_\_

III-A.1-5. a) Does your firm need to separately qualify as a supplier of its imported EMD from Australia and/or China to each of multiple U.S. plant locations of each of its U.S. battery-producer customers with more than one battery producing plant in the United States?

**Australia:**  No  Yes      **China:**  No  Yes

If yes--

Please identify below your firm's U.S. battery-producer customers that have multiple U.S. plant locations, the locations and EMD battery categories (type (alkaline, lithium, etc.), cell size, voltage, premium/value line, and rechargeable/non-rechargeable) produced in each plant, and explain why your firm needs to qualify for each plant.

**Australia:** \_\_\_\_\_

**China:** \_\_\_\_\_

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

**Section III-A.1—SELLING PRICE DATA—Continued**

III-A.1-5. b) If your firm imported EMD from Australia and/or China that was more than a single formulation/grade of EMD, did any such qualification requirement also apply to each of your firm's formulation(s)/grade(s) of its imported EMD during January 2005-March 2008?

**Australia:**  No  Yes      **China:**  No  Yes

If no--

Identify below each of your firm's U.S. battery-producer customers for which you answered no and explain.

**Australia:** \_\_\_\_\_  
\_\_\_\_\_

**China:** \_\_\_\_\_  
\_\_\_\_\_

III-A.1-6. a) If your firm is qualified as a supplier of its imported EMD from Australia and/or China to its U.S. battery-producer customers' U.S. plants, does this qualification extend to overseas facilities of these customers?

**Australia:**  No  Yes      **China:**  No  Yes

If no--

Please identify below your firm's U.S. battery-producer customers with overseas battery-producing facilities and explain why such qualifications do not extend to these foreign facilities.

**Australia:** \_\_\_\_\_  
\_\_\_\_\_

**China:** \_\_\_\_\_  
\_\_\_\_\_

If yes--

Please identify the U.S.-battery-producer customers with overseas locations and explain.

**Australia:** \_\_\_\_\_  
\_\_\_\_\_

**China:** \_\_\_\_\_  
\_\_\_\_\_

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

**Section III-A.1—SELLING PRICE DATA—Continued**

III-A.1-6. b) If your firm imported from Australia and/or China more than a single formulation/grade of EMD, did any such qualification requirement also apply to each of your firm's formulation(s)/grade(s) of its imported EMD during January 2005-March 2008?

**Australia:**  No  Yes      **China:**  No  Yes

If no--

Identify below each of your firm's U.S. battery-producer customers for which you answered no and explain.

**Australia:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**China:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

**Section III-A.1—SELLING PRICE DATA—Continued**

III-A.1-7. a) Did your firm attempt to sell or qualify its subject imported EMD to U.S. battery producers during January 2005-March 2008? Check as appropriate--

**Sell:**  No  Yes      **Qualify:**  No  Yes

If yes--

Report separately for each U.S. battery producer, and for each such effort report (1) the date(s) of such efforts, (2) the formulation(s) of EMD offered and the country-of-origin of the EMD, (3) the type(s) of batteries for which each formulation of your EMD was intended to be used, and (4) the outcome of such efforts.

**Efforts to Sell:**

***Duracell***

- (1) \_\_\_\_\_
- (2) \_\_\_\_\_
- (3) \_\_\_\_\_
- (4) \_\_\_\_\_

***Energizer***

- (1) \_\_\_\_\_
- (2) \_\_\_\_\_
- (3) \_\_\_\_\_
- (4) \_\_\_\_\_

***Panasonic***

- (1) \_\_\_\_\_
- (2) \_\_\_\_\_
- (3) \_\_\_\_\_
- (4) \_\_\_\_\_

***Spectrum***

- (1) \_\_\_\_\_
- (2) \_\_\_\_\_
- (3) \_\_\_\_\_
- (4) \_\_\_\_\_

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

**Section III-A.1—SELLING PRICE DATA—Continued**

III-A.1-7. a) *Continue*

**Efforts to qualify:**

***Duracell***

- (1) \_\_\_\_\_
  - (2) \_\_\_\_\_
  - (3) \_\_\_\_\_
  - (4) \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

***Energizer***

- (1) \_\_\_\_\_
  - (2) \_\_\_\_\_
  - (3) \_\_\_\_\_
  - (4) \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

***Panasonic***

- (1) \_\_\_\_\_
  - (2) \_\_\_\_\_
  - (3) \_\_\_\_\_
  - (4) \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

***Spectrum***

- (1) \_\_\_\_\_
  - (2) \_\_\_\_\_
  - (3) \_\_\_\_\_
  - (4) \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

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

**Section III-A.1—SELLING PRICE DATA—Continued**

III-A.1-7. b) Were there any U.S. battery producers where your firm did not supply its imported EMD from Australia and/or China and did not attempt to qualify its U.S.-produced EMD during January 2005-March 2008?

Australia:  No  Yes      China:  No  Yes

If yes--

Report separately for each such U.S. battery producer, and discuss the reasons for not attempting to supply your firm's subject imported EMD.

**(1) U.S. battery-producer (identify--\_\_\_\_\_):**

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**(2) U.S. battery-producer (identify--\_\_\_\_\_):**

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**(3) U.S. battery-producer (identify--\_\_\_\_\_):**

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**(4) U.S. battery-producer (identify--\_\_\_\_\_):**

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

**Section III-A.1—SELLING PRICE DATA—Continued**

III-A.1-8. Please report below your U.S. firm's inability to supply, fully or partially, the agreed-upon quantity of its subject imported EMD to its U.S. battery-producer customer(s) during January 2005-March 2008, because of capacity constraints or other reasons. Report separately for each such U.S. customer, and indicate for each such occurrence (1) the date of the occurrence, (2) the quantity (in short tons) of EMD, (3) the specific EMD formulation(s) involved and the country-of-origin, (4) the category(ies) of EMD batteries affected, and (5) the circumstances of the occurrence.

***Duracell***

- (1) \_\_\_\_\_
- (2) \_\_\_\_\_
- (3) \_\_\_\_\_
- (4) \_\_\_\_\_
- (5) \_\_\_\_\_

***Energizer***

- (1) \_\_\_\_\_
- (2) \_\_\_\_\_
- (3) \_\_\_\_\_
- (4) \_\_\_\_\_
- (5) \_\_\_\_\_

***Panasonic***

- (1) \_\_\_\_\_
- (2) \_\_\_\_\_
- (3) \_\_\_\_\_
- (4) \_\_\_\_\_
- (5) \_\_\_\_\_

***Spectrum***

- (1) \_\_\_\_\_
- (2) \_\_\_\_\_
- (3) \_\_\_\_\_
- (4) \_\_\_\_\_
- (5) \_\_\_\_\_

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

**Section III-A.1—SELLING PRICE DATA—Continued**

III-A.1-9. Did your firm develop and/or import any formulation(s)/grade(s) of EMD from Australia and/or China in concert with the needs/requirements of any single U.S. battery producer(s)?

**Australia:**  No  Yes      **China:**  No  Yes

If yes--

Identify below such U.S. battery producer(s), the specific formulation(s)/grade(s) of your imported EMD from Australia and/or China that were involved, and when this EMD was developed. In addition, discuss fully the circumstances of such development and production and explain how/to what extent such EMD is usable by other U.S. battery producers, especially if battery formulations differ among U.S. battery producers.

**Australia:** \_\_\_\_\_

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

**China:** \_\_\_\_\_

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

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

**Section III-A.1—SELLING PRICE DATA—Continued**

III-A.1-10. a) Was any of your firm's imported EMD from Australia and/or China subject to patents, licensing agreements, or any other such rights/privileges of any U.S.-battery producer(s) during January 2005-March 2008?

**Australia:**  No  Yes      **China:**  No  Yes

If yes--

Identify below for each such U.S. battery-producer involved, the type(s) of such rights/privileges, the formulation(s)/grade(s) of your imported EMD from Australia and/or China that was/(were) involved, and when (month and year) that such patents, licensing agreements, or other such rights/privileges were established.

**Australia:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**China:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

b) Please discuss the circumstances of each such patent, licensing agreement, or any other such rights/privileges for each affected formulation/grade of your imported EMD from Australia and/or China.

**Australia:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**China:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

**Section III-A.1—SELLING PRICE DATA—Continued**

III-A.1-10. c) How do any patents, licensing agreements, or any other such rights/privileges affect your ability to sell the affected formulation(s)/grade(s) of your imported EMD from Australia and/or China and what effect does this have on competition in the U.S. market for EMD?

**Australia:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**China:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-A.1-11. What impact has the reported abolishment by the Chinese Government of the 13 percent commodity export tax rebate, effective on July 1, 2007, had on U.S. prices and quantities of the imported EMD from China since July 2007? Identify any specific changes and discuss any anticipated changes in the prices and quantities in the future, identifying the future time period(s) involved.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-A.1-12. Please compare market prices of EMD in the United States vis-a-vis prices in Australia, China, and, if known, in third-country markets during January 2005-March 2008. Provide the bases for any price comparisons, and note the specific information as to price levels, products, time periods, and countries/regions for any price comparisons.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

**Section III-A.2—IMPORT PRICE DATA**

COMPLETE THIS SECTION ONLY IF YOUR FIRM IS A U.S. PRODUCER OF BATTERIES THAT IMPORTS EMD FOR CAPTIVE USE.

This section requests total quarterly import quantity and value data during January 2005-June 2008 concerning your firm's U.S. imports of EMD for captive use received from suppliers *unrelated by ownership to your firm* of (1) EMD from **Australia** and from **China**, and (2) EMD from your firm's **largest nonsubject country source (based on short tons imported from all nonsubject countries during January 2005-March 2008)** for the following EMD product:

**Product 1.--Standard alkaline grade electrolytic manganese dioxide in powder form.**

Please note that total dollar import values should be on a U.S. c.i.f., landed, duty-paid, port-of-entry basis and should not include U.S.-inland transportation costs from your U.S. port(s)-of-entry to your U.S. battery producing location(s). For any imports that were on a delivered basis, deduct from the delivered price the U.S.-inland freight and shipping charges from your U.S. port(s)-of-entry to your U.S. battery producing location(s) and report the resulting effective U.S. c.i.f., landed, duty-paid, port(s)-of-entry import value (*do not report transactions where you cannot report values, either actual or adjusted, on a U.S. c.i.f., landed, duty-paid, port-of-entry basis*). Total dollar values should reflect the FINAL NET amount paid by you for the EMD less the U.S.-inland transportation costs (i.e., should also be net of all deductions for discounts, rebates, etc.). See instruction booklet.

In addition, please estimate the total quarterly U.S.-inland freight and shipping costs associated with the reported quarterly shipment sales values and quantities. The freight and shipping costs should include those costs from your U.S. port(s)-of-entry. The total quarterly quantities should correspond to both quarterly import values and U.S.-inland freight and shipping costs reported.

Report the requested pricing data in the table on the following page for your firm's U.S. imports of EMD received for captive use from suppliers unrelated to your firm for the specified EMD product that your firm imported from Australia, China, and from your firm's largest (in short tons imported) nonsubject country source.

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

**Section III-A.2—IMPORT PRICE DATA—Continued**

Report the requested price data for the specified EMD product that your firm imported from **Australia**, **China**, and from your firm's **largest nonsubject country** source for its captive use in its U.S. battery-production operations.

(Quantity in pounds, value in dollars)									
Period of shipment	Australia			China			Largest nonsubject country: Specify _____		
	Quantity	U.S. c.i.f., landed, duty-paid, port(s) of entry value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>	Quantity	U.S. c.i.f., landed, duty-paid, port(s) of entry value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>	Quantity	U.S. c.i.f., landed, duty-paid, port(s) of entry value <sup>1</sup>	U.S.-inland freight and shipping costs <sup>2</sup>
<b>2005</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2006</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2007</b>									
Jan.-Mar.									
April-June									
July-Sept.									
Oct.-Dec.									
<b>2008</b>									
Jan.-Mar.									

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, and the value of returned goods), on a **U.S. c.i.f., landed, duty-paid, port(s) of entry** basis.

<sup>2</sup> Transportation costs to ship your imported EMD from your U.S. port(s)-of-entry to your U.S. battery producing location(s).

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

**Section III-A.2—IMPORT PRICE DATA—Continued**

III-A.2-1. Report the information requested here separately for each country-of-origin for which your firm reported the requested price data. Identify below each of the formulations/grades of your firm's imported EMD product 1 that is included in your firm's reported import price data, and report for each formulation/grade of EMD the battery categories (by type, cell size, voltage, premium/value line, and rechargeable/non-rechargeable) for which the specific formulation/grade of EMD was qualified during January 2005-March 2008.

**(1) Australia:**

**EMD formulation/grade**

**Battery description**

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

**(2) China**

**EMD formulation/grade**

**Battery description**

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

**(3) Largest nonsubject country of origin ( \_\_\_\_\_ ):**

**EMD formulation/grade**

**Battery description**

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

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

**Section III-A.2—IMPORT PRICE DATA—Continued**

III-A.2-2. Because annual contracts are prevalent in the U.S. EMD market, please explain in general any quarter-to-quarter fluctuations, and in detail those that are more pronounced, in your firm's reported quarterly import prices of the specified EMD product 1. Identify specific quarters that are discussed. Please respond for each country-of-origin that your firm reported import price data.

**(1) Australia:**

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**(1) China:**

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**(1) Largest nonsubject country of origin ( \_\_\_\_\_ ):**

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

**Section III-B—PRICE-RELATED QUESTIONS**

**Only U.S. importers that sell their imported EMD to U.S. customers should answer questions in Section III-B and the remainder of the importer questionnaire.**

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total U.S. sales of its imported EMD from Australia and China during January 2005-March 2008. If your responses differ by sales to different types of U.S. customers (distributors, end users, or types of end users), or by product specifications of the EMD that you imported from Australia and China, 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.**

III-B-1. Please estimate the share of your firm's total U.S. commercial shipment quantity during 2007 of its imported EMD from Australia and/or from China that was on a (1) long-term basis (multiple deliveries for more than 12 months after the purchase agreement), (2) short-term basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the purchase agreement). The three different sales bases include both written contracts and verbal agreements.

Type of sale	Share of 2007 U.S. commercial shipment quantity (percent)	
	Australia	China
Long-term		
Short-term		
Spot sales		
Total	100.0%	100.0%

III-B-2. Please discuss the following provisions of your firm's U.S. sales on a typical long-term basis during January 2005-March 2008 that involved its imported EMD from Australia and/or China.

**Australia**       **China**       **Both**      **(Check as appropriate)**

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

III-B-3. Please discuss the following provisions of your firm's U.S. sales on a typical short-term basis during January 2005-March 2008 that involved its imported EMD from Australia and/or China.

**Australia**       **China**       **Both**      **(Check as appropriate)**

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



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

**Section III-B—PRICE-RELATED QUESTIONS—Continued**

III-B-5. Please identify and discuss below, for your firm's U.S. sales of its subject imported EMD from Australia and/or China and of your firm's imported EMD from its largest nonsubject country source (specify where requested in your response) during January 2005-March 2008, the factors considered by your firm and its process in negotiating/determining the prices that it charged for long-term and short-term sales of EMD to its U.S. customers (e.g., the role of quantity sold in arriving at prices, the role of a price quote/bid process, the use/role of price lists, use of follow-up price quotes, the role of EMD bundled with other products you imported, etc.). To the extent there were differences by type of customer (e.g., distributor, end user, type of end user, etc.), please answer separately for each type. If your firm used/issued price lists, please enclose a copy of the most recent price list, if possible, with your submission; if your price list is large, please submit sample pages. Note if the price list differs by type of customer.

**Australia:**

Long-term: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Short-term: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**China:**

Long-term: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Short-term: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

**Section III-B—PRICE-RELATED QUESTIONS—Continued**

III-B-5. *Continued*

**Largest nonsubject country source (specify country-\_\_\_\_\_):**

Long-term: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Short-term: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

**Section III-B—PRICE-RELATED QUESTIONS—Continued**

III-B-6. Please explain how your firm established prices during January 2005-March 2008 for U.S. sales of its imported EMD from Australia and/or China on a spot basis.

**Australia:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**China:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-B-7. What were the typical payment terms offered by your firm on sales of its imported EMD imported from Australia and/or China and shipped to U.S. customers during January 2005-March 2008 (e.g., 2/10 net 30 days, net 30 days, etc.)

**Australia:** \_\_\_\_\_ **China:** \_\_\_\_\_

IV-B-8. *Report below for your firm's U.S. shipments, during January 2005-March 2008, of its imported EMD from Australia and/or China.*

**Australia:**

a) On what basis did your firm typically quote prices to its U.S. customers?

F.o.b. plant/warehouse  Delivered (Check one)

b) If f.o.b., who typically arranged the freight?

Your firm  Your customers (Check one)

c) If your firm arranged freight on its f.o.b. sales, how did it account for it?

Prepay the freight  Send the products freight collect (Check one)

**China:**

a) On what basis did your firm typically quote prices to its U.S. customers?

F.o.b. plant/warehouse  Delivered (Check one)

b) If f.o.b., who typically arranged the freight?

Your firm  Your customers (Check one)

c) If your firm arranged freight on its f.o.b. sales, how did it account for it?

Prepay the freight  Send the products freight collect (Check one)

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

**Section III-B—PRICE-RELATED QUESTIONS—Continued**

III-B-9. Please describe terms of your firm's discount policy (quantity discounts per shipment, total annual volume (quantity or value) based discounts, etc.), if any, on U.S. sales of its imported EMD from Australia and/or China during January 2005-March 2008. Also indicate if any discounts for EMD were based on a sales volume of both EMD and other types of products combined, and indicate the period for such volumes to qualify for discounts. Do not include any payment discounts covered in question III-B-7.

**Australia:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**China:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-B-10. Report below for your firm's U.S. shipments, during January 2005-March 2008, of its imported EMD from Australia and/or China.

a) What was the approximate percentage of the total delivered price to your firm's customers that was accounted for by U.S. inland transportation costs?

**Australia:** \_\_\_\_\_ percent      **China:** \_\_\_\_\_ percent

b) Who generally arranged the transportation to your customers' locations?

**Australia:**  Your firm       Your customers (Check one)

**China:**  Your firm       Your customers (Check one)

c) What was the approximate percentages of your shipments that occurred within the specified distances from your firm's U.S. selling location(s)?

**Australia:**  
Within 100 miles \_\_\_\_\_ percent  
101 to 1,000 miles \_\_\_\_\_ percent  
Over 1,000 miles \_\_\_\_\_ percent

**China:**  
Within 100 miles \_\_\_\_\_ percent  
101 to 1,000 miles \_\_\_\_\_ percent  
Over 1,000 miles \_\_\_\_\_ percent

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

**Section III-B—PRICE-RELATED QUESTIONS—Continued**

III-B-11. What is the geographic market area in the United States served by your firm's imported EMD from Australia and/or China during January 2005-March 2008? (Check all that apply)

**Australia:**

- |                                    |  |                                     |                                    |
|------------------------------------|--|-------------------------------------|------------------------------------|
| <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: _____) |                                     |                                    |

Note any changes in your firm's U.S. market area since January 2005.

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**China:**

- |                                    |  |                                     |                                    |
|------------------------------------|--|-------------------------------------|------------------------------------|
| <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: _____) |                                     |                                    |

Note any changes in your firm's U.S. market area since January 2005.

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III-B-12. a) What was the average lead time (in days) between your firm's U.S. customers' shipment orders and the date of delivery for your firm's 2007 U.S. commercial shipments of its imported EMD from Australia and/or China, from (1) its U.S. inventory, and, if applicable, (2) directly from Australian/Chinese production or inventory? Also report the percentage share of your firm's 2007 U.S. shipments that were from U.S. inventory and directly from Australian and/or Chinese production/inventory.

Source	Share of 2007 U.S. commercial shipment quantity (percent)	Lead time (days)
<b>Australian EMD:</b>		
From U.S. inventory	_____	_____
From Australian production/inventory	_____	_____
<b>Total</b>	<b>100 %</b>	_____
<b>Chinese EMD:</b>		
From U.S. inventory	_____	_____
From Chinese production/inventory	_____	_____
<b>Total</b>	<b>100 %</b>	_____

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

**Section III-B—PRICE-RELATED QUESTIONS—Continued**

III-B-12. b) Have the average lead times changed since January 2005?

(Check as appropriate)--

**Australia:**  No  Yes      **China:**  No  Yes

If yes—

Please note the dates of such changes and explain how and why lead times changed and the effect it had on your firm's ability to compete with the U.S.-produced EMD (respond separately for lead times from U.S. inventory and direct from Australian and/or Chinese production/ inventory).

**Australia:**

U.S. Inventory: \_\_\_\_\_  
\_\_\_\_\_

Australian production/inventory: \_\_\_\_\_  
\_\_\_\_\_

**China:**

U.S. Inventory: \_\_\_\_\_  
\_\_\_\_\_

Chinese production/inventory: \_\_\_\_\_  
\_\_\_\_\_

III-B-13. Did your firm sell its imported EMD from Australia and/or China over the internet in the U.S. market during January 2005-March 2008?

(Check as appropriate)--

**Australia:**  No  Yes      **China:**  No  Yes

If yes—

Please describe below, noting the estimated percentage share of your firm's total U.S. commercial shipment quantity in 2007 of its imported EMD from Australia and/or from China that was internet sales.

**Australia:** \_\_\_\_\_  
\_\_\_\_\_

**China:** \_\_\_\_\_  
\_\_\_\_\_



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

**Section III-B—PRICE-RELATED QUESTIONS—Continued**

III-B-14. Have there been any significant changes in the product range or marketing of EMD in the United States since January 2005?

No       Yes

If yes—

Please describe below such changes, the time periods such changes occurred, and the impact such changes had on your firm's U.S. sales, including prices and quantities, of its imported EMD from Australia and/or China.

**Australia:** \_\_\_\_\_

\_\_\_\_\_

**China:** \_\_\_\_\_

\_\_\_\_\_

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

**Section III-B—PRICE-RELATED QUESTIONS—Continued**

III-B-15. a) Please explain if your firm's U.S. inventories of its imported EMD from Australia and/or China during January 2005-March 2008 were of types or grades not useable in the U.S. market, committed to customers by supply agreements, or other reasons that would have prevented your firm from using some or all of this inventory to increase shipments in the U.S. market within a 12-month period.

**Australia:** \_\_\_\_\_

\_\_\_\_\_

**China:** \_\_\_\_\_

\_\_\_\_\_

b) Estimate the share of the total quantity of your firm's 2007 U.S. end-of-period inventories of its imported EMD from Australia and/or China that could have been used to increase shipments in the U.S. market in a 12-month period in response to an increase in demand.

**Australia:** \_\_\_\_\_

**China:** \_\_\_\_\_

\_\_\_\_\_

c) Please explain the role of your firm's U.S. inventories of its imported EMD from Australia and/or China during January 2005-March 2008 (e.g., maintain a certain level for just-in-time delivery, repository for excess supplies, etc.) and please explain any fluctuations in its end-of-period inventories during this period.

**Australia:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**China:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

**Section III-B—PRICE-RELATED QUESTIONS—Continued**

III-B-16. How has the demand for EMD in the United States and outside the United States, if known, changed since January 2005? What principal factors affected any changes in demand?

**a) United States:**

Increased                       No change                       Decreased                       fluctuated

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**b) Outside the United States:** (Specify below the countries/areas that you refer to outside of the United States)

Increased                       No change                       Decreased                       fluctuated

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III-B-17. In your firm's opinion, has there been a world excess supply capacity of EMD during January 2005-March 2008? Please explain and identify specific EMD suppliers and countries-of-origin.

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III-B-18. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss EMD and/or EMD battery demand and supply in the (1) United States, (2) each of the major producing/consuming countries, including Australia, China, and major nonsubject countries, and (3) the world as a whole. Of particular interest is such data on an annual basis from January 2005 to the present and forecasts for the future.

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

**Section III-B—PRICE-RELATED QUESTIONS—Continued**

*Substitution in demand refers to products that can, based on market price considerations and consumer /industrial 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/ industrial users may require greater price changes than others before they switch among the alternative products.*

*Discuss substitution in demand in the U.S. market between EMD and alternative inputs (other than EMD) in the following question.*

If none, please indicate.

None (skip to the next question)

III-B-19. a) Please list in descending order of importance the top two products that may substitute for EMD, or vice-a-versa, in the U.S. market, based on your firm's experience during January 2005-March 2008, and show the formulation of EMD, the supplier, and country-of-origin for which each alternative product is the most probable substitute.

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b.) For each possible substitute product-pair listed, please note the most likely EMD battery category(ies) (by type, cell size, voltage, premium/value line, and rechargeable/non-rechargeable) in which they may substitute for each other.

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c.) To what extent do changes in the relative prices of the substitute product-pairs affect the price or quantity of the EMD product? What is the time lag for any such impact and does this vary by EMD formulation and/or category(ies) of battery(ies) in which the EMD is used?

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

**Section III-B—PRICE-RELATED QUESTIONS—Continued**

*Discuss substitution in demand in the U.S. market among various EMD formulations in the following question.*

If none, please indicate.

None (skip to the next question)

III-B-20. a) Please list in descending order of importance the top two pairs of EMD formulations, the suppliers, and countries-of-origin that may substitute for each other in the U.S. market, based on your firm's experience during January 2005-March 2008.

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b.) For each possible substitute product-pair listed, please note the most likely EMD battery category(ies) (by type, cell size, voltage, premium/value line, and rechargeable/non-rechargeable) in which they may substitute for each other.

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c.) To what extent do changes in the relative prices of the substitute product-pairs affect the price or quantity of each of the EMD formulations that are substitutes for each other? What is the time lag for any such impact and does this vary by EMD formulation and/or battery category(ies) in which the EMD is used?

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

**Section III-C—CUSTOMER IDENTIFICATION**

III-C-1. Please provide the names and addresses of your firm's 10 largest U.S. customers for its EMD imported from **Australia** during January 2005-March 2008. Please also provide the name and telephone number of a contact person and the percentage share of the quantity (based on short tons) of your firm's total U.S. commercial shipments of its imported EMD from **Australia** that each of these customers accounted for in 2007. For any customers related to your firm, place an R by the name of each such customer.

No.	Customer's name and e-mail	Street address (not P.O. box), city, state, and zip code	Contact person and e-mail address	Area code and telephone number	Share of 2007 shipments (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					



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

**Section III-C—CUSTOMER IDENTIFICATION--Continued**

III-C-2. Please provide the names and addresses of your firm's 10 largest U.S. customers for its EMD imported from **China** during January 2005-March 2008. Please also provide the name and telephone number of a contact person and the percentage share of the quantity (based on short tons) of your firm's total U.S. commercial shipments of its imported EMD from **China** that each of these customers accounted for in 2007. For any customers related to your firm, place an R by the name of each such customer.

No.	Customer's name and e-mail	Street address (not P.O. box), city, state, and zip code	Contact person and e-mail address	Area code and telephone number	Share of 2007 shipments (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					