

## U.S. PRODUCERS' 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 produced EMD (as defined in the instruction booklet) 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 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 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.*

\_\_\_\_\_  
*Name of Authorized Official*

\_\_\_\_\_  
*Title of Authorized Official*

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

\_\_\_\_\_  
*Signature*

\_\_\_\_\_  
*Phone: ( )*

\_\_\_\_\_  
*Fax ( )*

\_\_\_\_\_  
*E-mail address*

**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 50 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.

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I-3. Do you support or oppose the petition?

Support     Oppose     Take no position

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**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 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-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of EMD?

No       Yes--List the following information

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



**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.

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

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 2007 (in percent):

<u>Product</u>	<u>Percent</u>
<b>EMD</b>	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of EMD?

No       Yes--Name firm(s): \_\_\_\_\_.

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

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

II-8. Since January 1, 2005, has your firm imported EMD?

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 EMD in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
Average production capacity <sup>1</sup> (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>2</sup> of transfers					
<b>Export shipments:<sup>3</sup></b>					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<b>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<sup>1</sup> 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). <hr/>					
<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below: <hr/>					
<sup>3</sup> Identify your principal export markets: _____. 					
<sup>4</sup> Reconciliation of data.--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-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-11. Other than direct imports, has your firm otherwise purchased EMD since January 1, 2005? (See definitions in the instruction booklet.)

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

<b>(Quantity in short tons, value in \$1,000)</b>					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup></b>					
<b>OF PRODUCT FROM--</b>					
<b>AUSTRALIA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>					

II-12. Does your firm have any plans to expand EMD production operations in the United States in order to meet the need of domestic battery producers?

No       Yes--Explain

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**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to David Boyland, Auditor (202-708-4725, [david.boyland@usitc.gov](mailto:david.boyland@usitc.gov)).

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

Company contact:

_____	
Name and title	
( ) _____	
Phone number	E-mail address
( ) _____	_____
Fax number	Company web 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 EMD, 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, etc.).

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

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

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



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

III-5. Please indicate whether your company produces one grade of EMD or multiple grades of EMD. In your response, please identify the primary characteristics that distinguish the grade and/or grades of EMD produced. Accompanying this information, please report the EMD standard cost or equivalent (unadjusted for variances) per short ton for the grade and/or grades of EMD produced, identify the primary cost components which make up the reported 2007 EMD standard cost, and when the reported standard cost(s) was/were last updated.

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III-6. Please identify the source (company and geographic location) and primary purchase terms of your manganese ore, as well as how often purchase terms are renegotiated. Please also describe the manner in which manganese ore is physically delivered to your company, how often, and in what quantities. If physical delivery varies over the course of the year, please indicate in what manner.

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III-7. Manganese ore purchases.--For your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods, please report the volume in short tons of manganese ore purchased, associated manganese ore cost in thousand dollars, and associated transportation/freight costs in thousand dollars.

Item	Fiscal years ended--			January-March	
	_____	_____	_____	2007	2008
<b>Quantity (in short tons)</b>					
Manganese ore short tons purchased					
<b>Value (in \$1,000)</b>					
Purchase cost of manganese ore					
Transportation/freight					
Total cost of purchased manganese ore					

III-8. With respect to electricity and natural gas consumed in the production of EMD, please describe all long-term supply arrangements, as well as the use of hedging instruments to mitigate price risk. With respect to EMD production, please indicate how much of your electricity and natural gas consumption that these arrangements covered and the extent to which these arrangements changed during the period examined.

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

III-9. Please indicate what by-products, if any, are produced in conjunction with EMD; e.g., the public description of the production process indicates that certain metals are extracted during the filtration process. As appropriate, please indicate the disposition of by-product(s), the extent to which an associated by-product value is recognized in the company's formal financial results, and whether or not the EMD cost of goods sold reported in table III-16, grid III-19, and table III-20 were adjusted to reflect the value of associated by-products.

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III-10. Please list the products you produced in the facilities in which you produced EMD, 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>
<u>EMD</u>	_____
_____	_____
_____	_____
<u>Total</u>	<u>100%</u>

III-11. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of EMD from any related company?

- Yes-Continue to question III-12 below       No-Continue to question III-15 below

III-12. In the space provided below, identify the inputs related to the production of EMD 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-13. With respect to the related companies identified in response to question III-12 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-14 below       No-Continue to question III-15 below

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

III-14. 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 table III-16 (Operations on EMD) and table III-20 (Operations on EMD--commercial (trade) sales only); i.e., costs reported in table III-16 and table III-20, 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 David Boyland at 202-708-4725

III-15. Nonrecurring charges.--For each annual and interim period for which financial results are reported in table III-16 and table III-20, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items in table III-16 and table III-20 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's EMD operations.

Item	Fiscal years ended--			January-March	
	_____	_____	_____	2007	2008
<b>Non-recurring charges:</b> (In this column, please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in table III-16 and table III-20.)					
1.					
2.					
3.					
4.					
5.					
6.					
7.					

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

III-16. Operations on EMD.--Report the revenue and related cost information requested below on the EMD operations of your U.S. establishment(s).<sup>1</sup> 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.<sup>2</sup> 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 David Boyland, Auditor at (202) 708-4725 or [david.boyland@usitc.gov](mailto:david.boyland@usitc.gov) before completing this section of the questionnaire.

<b>Quantity (in short tons) and value (in \$1,000)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January-March</b>	
	_____	_____	_____	<b>2007</b>	<b>2008</b>
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms (COGS)):</b> <sup>4</sup>					
Manganese ore					
All other raw materials					
Direct labor					
Natural gas					
Electricity					
All other factory costs					
Total COGS					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.					

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

III-17. With respect to the total EMD sales reported in table III-16, does the majority represent internal consumption and/or transfers?

- Yes-continue to question III-18 below       No-Continue to question III-20 below

III-18. Please describe the basis of the EMD internal consumption value as reported in table III-16; e.g., does it reflect the value of purchased EMD multiplied by the volume of internally produced and consumed EMD or some other value?

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III-19. In the grid below please calculate an alternative value for internally consumed EMD based upon the gross profit margin of the downstream product sold commercially. For example, assume that your firm internally consumed EMD to produce batteries which ultimately generated a commercial gross profit margin of 20 percent. The revised EMD internal consumption value using this alternative valuation methodology would be the total EMD cost of goods sold (internal consumption only) divided by 80 percent. Note: when completing the grid below, please use the actual period-specific downstream commercial gross profit margin to calculate the alternative EMD internal consumption value.

	Fiscal years ended--			January-March	
	_____	_____	_____	2007	2008
<b>Gross profit or (loss) to net sales ratio (percent)</b>					
Downstream product commercial gross margin (percent)					
<b>Value (in \$1,000)</b>					
EMD cost of goods sold (internal consumption only)					
Alternative EMD internal consumption value					

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

III-20. Operations on EMD--commercial (trade) sales only.—For commercial (trade) sales only, report the revenue and related cost information requested below on the EMD operations of your U.S. establishment(s).<sup>1,2</sup> 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 David Boyland, Auditor at (202) 708-4725 or [david.boyland@usitc.gov](mailto:david.boyland@usitc.gov) before completing this section of the questionnaire.

Quantity (in short tons) and value (in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2007	2008
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial (trade) sales					
<b>Net sales values:</b> <sup>3</sup>					
Commercial (trade) sales					
<b>Cost of goods sold:</b>					
Manganese ore					
All other raw materials					
Direct labor					
Natural gas					
Electricity					
All other factory costs					
Total COGS					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding commercial (U.S. and export) shipment quantities and values reported in Part II of this questionnaire.					

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

III-21. Asset values.--Report the total assets associated with the production, warehousing, and sale of EMD. 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, and as of the end of the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2007	2008
<b>Assets associated with the production, warehousing, and sale of EMD:</b>					
1. Current assets:					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (finished goods)					
D. Inventories (raw materials and work in process)					
E. Short term investments					
F. Prepaid expenses					
G. Property held for resale					
H. Other (describe: _____ )					
I. Total current assets (lines 1.A. through 1.H.)					
<b>2. Notes receivable</b>					
<b>3. Long-term investments</b>					
<b>4. Property, plant, and equipment:</b>					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
<b>5. Goodwill</b>					
<b>6. Other</b> (describe: _____)					
<b>7. Other</b> (describe: _____)					
<b>8. Total assets</b> (lines 1.I, 2, 3, 4.C., 5, 6, and 7)					

III-22. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on EMD. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2007	2008
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

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

III-23. Since January 1, 2005, 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 EMD from Australia?

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-24. Does your firm anticipate any negative impact of imports of EMD from Australia?

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

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

III-25. Since January 1, 2005, 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 EMD from China?

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-26. Does your firm anticipate any negative impact of imports of EMD from China?

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

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

Further information on this part of the questionnaire can be obtained from Gerry Benedick, economist, (202-205-3244; e-mail: [gerald.benedick@usitc.gov](mailto:gerald.benedick@usitc.gov))

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

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

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

IV-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 IV of this questionnaire that refer to premium- and value-line batteries.

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

Value-line: \_\_\_\_\_

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

Value-line: \_\_\_\_\_

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

This section requests quarterly selling value and quantity data during January 2005-March 2008 concerning your firm's U.S. commercial shipments of its U.S.-produced EMD to each of its U.S. battery-producer customers *unrelated by ownership to your firm* 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 f.o.b. U.S. plant basis (whether shipped directly from your U.S. plant(s) or through your U.S. warehouse(s)) and should not include U.S.-inland transportation costs from your U.S. plant(s) 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. plant(s) to your customers and report the resulting effective f.o.b. U.S. plant sales value (*do not report transactions where you cannot report values, either actual or adjusted, on a f.o.b. U.S. plant 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. plant(s), whether shipped directly from your U.S. plant(s) or through your U.S. warehouses. 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 separately for sales to each of your firm's U.S. battery-producer customers unrelated to your firm.**

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

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

Complete tables for each U.S. battery-producer customer (unrelated to your firm) to which your firm sold the specified EMD product 1 that it produced domestically.

<b>(Quantity in pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Sales to DURACELL</b>			<b>Sales to ENERGIZER</b>		
	<b>Quantity</b>	<b>F.o.b. U.S.-plant basis shipment value<sup>1</sup></b>	<b>U.S.-inland freight and shipping costs<sup>2</sup></b>	<b>Quantity</b>	<b>F.o.b. U.S.-plant basis shipment value<sup>1</sup></b>	<b>U.S.-inland freight and shipping costs<sup>2</sup></b>
<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), on a **f.o.b.** U.S. plant basis.

<sup>2</sup> Transportation costs to ship your U.S.-produced EMD from your U.S. plant(s) (either directly or through your U.S. warehouse(s)) to your U.S. customers.

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

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

Complete tables for each U.S. battery-producer customer (unrelated to your firm) to which your firm sold the specified EMD product 1 that it produced domestically.

<b>(Quantity in pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Sales to PANASONIC</b>			<b>Sales to SPECTRUM</b>		
	<b>Quantity</b>	<b>F.o.b. U.S.-plant basis shipment value<sup>1</sup></b>	<b>U.S.-inland freight and shipping costs<sup>2</sup></b>	<b>Quantity</b>	<b>F.o.b. U.S.-plant basis shipment value<sup>1</sup></b>	<b>U.S.-inland freight and shipping costs<sup>2</sup></b>
<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), on a **f.o.b.** a U.S. plant basis.

<sup>2</sup> Transportation costs to ship your U.S.-produced EMD from your U.S. plant(s) (either directly or through your U.S. warehouse(s)) to your U.S. customers.

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

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

IV-A-1. Identify below each of your firm's top four formulations/grades of its U.S.-produced EMD product 1 for each U.S. battery-producer customer, and report for each such formulation/grade of EMD the batteries (by type, cell size, voltage, premium/value line, and rechargeable/non-rechargeable) for which the specific formulation of EMD was qualified during January 2005-March 2008.

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

<b><u>EMD formulation/grade</u></b>	<b><u>Battery description</u></b>
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____

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

<b><u>EMD formulation/grade</u></b>	<b><u>Battery description</u></b>
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____

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

<b><u>EMD formulation/grade</u></b>	<b><u>Battery description</u></b>
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____

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

<b><u>EMD formulation/grade</u></b>	<b><u>Battery description</u></b>
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____

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

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

IV-A-2. Because annual contracts are prevalent in the U.S. EMD market, please explain generally quarter-to-quarter fluctuations within a given year, and in detail those that are more pronounced, based on 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 U.S. battery-producer customer that your firm reported price data.

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

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

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

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

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

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

IV-A-6. a) Was your firm required to be qualified as a supplier of its U.S.-produced EMD to its U.S. battery-producer customers during January 2005-March 2008?

No       Yes

If yes--

Identify below each of your firm's U.S. battery-producer customers for which you answered yes.

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b) If your firm produced 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 U.S.-produced EMD during January 2005-March 2008?

No       Yes

If no--

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

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IV-A-7. a) Does your firm need to separately qualify as a supplier of its U.S.-produced EMD 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?

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.

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

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

IV-A-7. b) In qualifying for each plant, if your firm produced 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 U.S.-produced EMD during January 2005-March 2008?

No       Yes

If no--

Please identify below each of your firm's U.S. battery-producer customers with multiple plants for which you answered no and explain.

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IV-A-8. a) If your firm is qualified as a supplier of its U.S.-produced EMD to its U.S. battery-producer customers' U.S. plants, does this qualification extend to overseas facilities of these customers?

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.

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If yes--

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

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b) If your firm produced more than a single formulation/grade of EMD, did any such qualification requirement for overseas facilities also apply separately to each of your firm's formulation(s)/grade(s) of its U.S.-produced EMD during January 2005-June 2008?

No       Yes

If no--

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

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

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

IV-A-9. a) Report below any unsuccessful attempts (totally or partially) by your firm to sell or qualify its U.S.-produced EMD to U.S. battery producers during January 2005-March 2008. Report separately for each U.S. battery producer, and for each such effort, if any, report (1) the date(s) of such efforts, (2) the formulation(s) of EMD offered, (3) the type(s) of batteries for which each formulation of your EMD was intended to be used, and (4) the outcome and explanation of any such efforts.

**Efforts to sell:**

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

(1) \_\_\_\_\_

(2) \_\_\_\_\_

(3) \_\_\_\_\_

(4) \_\_\_\_\_

\_\_\_\_\_

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

(1) \_\_\_\_\_

(2) \_\_\_\_\_

(3) \_\_\_\_\_

(4) \_\_\_\_\_

\_\_\_\_\_

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

(1) \_\_\_\_\_

(2) \_\_\_\_\_

(3) \_\_\_\_\_

(4) \_\_\_\_\_

\_\_\_\_\_

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

(1) \_\_\_\_\_

(2) \_\_\_\_\_

(3) \_\_\_\_\_

(4) \_\_\_\_\_

\_\_\_\_\_

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

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

IV-A-9. a) *Continued*

**Efforts to qualify:**

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

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

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

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

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

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

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

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

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

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

IV-A-9. b) Were there any U.S. battery producers where your firm did not supply its U.S.-produced EMD and did not attempt to qualify its U.S.-produced EMD during January 2005-March 2008?

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 U.S.-produced 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 IV.--PRICING AND RELATED INFORMATION--Continued**

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

IV-A-10. Please report below your U.S. firm's inability to supply, fully or partially, the agreed-upon quantity of its U.S.-produced EMD to its U.S. battery-producer customer(s) during January 2005-June 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, (4) the category(ies) of EMD batteries affected, and (5) the circumstances of and reasons for the occurrence.

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

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

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

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

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

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

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

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

IV-A-11. Did your firm develop and produce any formulation(s)/grade(s) of EMD in the United States in concert with the needs/requirements of any specific U.S. battery producer(s)?

No       Yes

If yes--

Identify below each such U.S. battery producer, the specific formulation(s)/grade(s) of your U.S.-produced EMD 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.

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IV-A-12. a) Was any of your firm's U.S.-produced EMD subject to patents, licensing agreements, or any other such rights/privileges of any U.S.-battery producer(s) during January 2005-March 2008?

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 U.S.-produced EMD that was/(were) involved, and when (month and year) that patents, licensing agreements, or other such rights/privileges were established.

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

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

IV-A-12. b) Please discuss the circumstances of each such patent, licensing agreement, or other such rights/privileges for each affected formulation/grade of your U.S.-produced EMD.

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

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

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

IV-A-13. 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.

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IV-A-14. 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.

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

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

Unless otherwise instructed, please answer all questions in the rest of part IV based on your firm’s total U.S. sales of its U.S.-produced EMD to all U.S. customers 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), by product specifications of the EMD that you produce domestically, or for any other reasons, please 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.**

IV-B-1. Please estimate below the share of your firm’s total U.S. commercial shipment quantity of its U.S.-produced EMD during 2007 that was on a (1) long-term basis (multiple deliveries for more than 12 months after the sales 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 sales agreement). The three different sales bases include both written contracts and verbal agreements.

<b>Type of sale</b>	<b>Share of 2007 U.S. commercial shipment quantity (percent)</b>
Long-term	
Short-term	
Spot sales	
Total	100.0%

IV-B-2. Please discuss the following provisions of your firm’s U.S. sales on a typical long-term basis that involved its U.S.-produced EMD.

- (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? \_\_\_\_\_

IV-B-3. Please discuss the following provisions of your firm’s U.S. sales on a typical short-term basis that involved its U.S.-produced EMD.

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

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

IV-B-6. Please explain how your firm established prices during January 2005-March 2008 for U.S. sales of its U.S.-produced EMD on a spot basis.

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IV-B-7. What were the typical payment terms required by your firm on sales of its U.S.-produced EMD shipped to U.S. customers during January 2005-March 2008 (e.g., 2/10 net 30 days, net 30 days, etc.)

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IV-B-8. *Report below for your firm's U.S. shipments, during January 2005-March 2008, of its U.S.-produced EMD.*

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)

IV-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 U.S.-produced EMD 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 IV-B-7.

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

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

IV-B-10. *Report below for your firm's U.S. shipments, during January 2005-March 2008, of its U.S.-produced EMD.*

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?

\_\_\_\_\_percent

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

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 production or storage facility(ies)?

Within 100 miles \_\_\_\_\_percent

101 to 1,000 miles \_\_\_\_\_percent

Over 1,000 miles \_\_\_\_\_percent

IV-B-11. What is the geographic market area in the United States served by your firm's U.S.-produced EMD during January 2005-March 2008? (Check all that apply)

Northeast                       Mid-Atlantic                       Midwest                       Southeast

Southwest                       Rocky Mountains                       West Coast                       Northwest

National                       Other (describe: \_\_\_\_\_)

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


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

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

IV-B-12. a) Please report the percentage share of the quantity of your firm’s 2007 U.S. commercial shipments that were from inventory and directly from its U.S. production. Also, report the average lead time (in days) between your firm’s U.S. customer’s shipment orders and the date of delivery of your firm’s 2007 U.S. commercial shipments; report separately for your firm’s U.S.-produced EMD from its inventory and, if applicable, directly from its U.S. production.

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

b) Have the average lead times changed since January 2005?

No       Yes

If yes—

Please note dates of any changes and explain how and why lead times changed and the effect it had on your firm’s ability to compete with the imported EMD from Australia and China (respond separately for your firm’s lead times from inventory and direct from production).

Inventory: \_\_\_\_\_

Production: \_\_\_\_\_

IV-B-13. Did your firm sell its U.S.-produced EMD over the internet in the U.S. market during January 2005-March 2008?

No       Yes

If yes--

Please describe below, noting the estimated percentage share of your firm’s total 2007 U.S. commercial shipment quantity of its U.S.-produced EMD that was internet sales.

\_\_\_\_\_

\_\_\_\_\_

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

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

IV-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 any such changes, the time periods any such changes occurred, and the impact such changes had on U.S. sales prices and quantities of your firm's U.S.-produced EMD.

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IV-B-15. Specify for your firm's U.S. production of EMD during 2007 the approximate percentage share of its total U.S. production costs that was variable and the share that was fixed; also, identify the specific costs that your firm considers variable and considers fixed.

**Variable costs:** \_\_\_\_\_

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**Fixed costs:** \_\_\_\_\_

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

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

IV-B-16. a) Please identify below the top raw material input (by value) in your firm's U.S. production of EMD during 2007 and its chief energy source (natural gas, electricity, etc.) to produce EMD and estimate the percentage share of your firm's total production costs for EMD in 2007 that was accounted for by each of these inputs.

<u>Top inputs</u>	<u>Share of total cost accounted for by these inputs (percent)</u>
_____	_____
_____	_____

b) For each of the top inputs cited above, please explain (1) how and to what extent your purchase prices of these inputs changed during January 2005-March 2008, (2) whether your firm purchased these inputs on a spot, contract, or other basis during this period (identify the period length of purchase agreements), (3) whether prices and quantities are fixed during this period, and (4) explain whether your firm's selling prices of EMD enabled it to recover any increases in the prices of these inputs during January 2005-March 2008.

1. Top raw material input: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

1. Top energy input: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



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

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

IV-B-17. a) Please report below your firm’s average net quarterly purchase prices and quantities for its purchases of its main source of energy--natural gas (in dollars per mmBtu), electricity (in dollars per (specify name of purchase-unit), and/or other source (specify type of energy and purchase units)--and its purchases of manganese ore (in dollars per dry short ton) during January 2005-June 2008 that it used to produce its EMD during this period. Please report your purchase prices net of any discounts, tax rebates, refunds, reductions, etc. In the table below, please check the main source(s) of energy for which you report the requested price data; for other energy source also specify the type of energy and identify the purchase-unit.

<input type="checkbox"/> <b>Natural gas</b> (dollars per mmBtu and number of mmBtu's)								
<input type="checkbox"/> <b>Electricity--</b>								
Dollars per (specify name: _____)								
and number of (specify quantity multiples (units, 100s, 1,000s, etc)_____)								
Quarter	2005		2006		2007		2008	
	Price	Quantity	Price	Quantity	Price	Quantity	Price	Quantity
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<input type="checkbox"/> <b>Other energy source</b> (specify: _____)								
Dollars per (specify name: _____)								
and number of (specify quantity multiples (units, 100s, 1,000s, etc): _____)								
Year	2005		2006		2007		2008	
	Price	Quantity	Price	Quantity	Price	Quantity	Price	Quantity
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
<input type="checkbox"/> <b>Manganese ore</b> (dollars per dry short ton and number of dry short tons)								
Year	2005		2006		2007		2008	
	Price	Quantity	Price	Quantity	Price	Quantity	Price	Quantity
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								

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

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

IV-B-18. a) Please explain if your firm's U.S.-produced EMD that was exported during January 2005-March 2008 was not useable/acceptable in the U.S. market, subject to long-term contracts and/or other supply provisions, or other reasons that would inhibit or prevent shifting of some or all of these products to the U.S. market within a 12-month period.

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b) Estimate the share of the quantity of your firm's 2007 exports of its U.S.-produced EMD that could have been shifted to the U.S. market in a 12-month period in response to an increase in demand.

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IV-B-19. a) Please explain if your firm's U.S. inventories of its U.S.-produced EMD 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.

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b) Estimate the share of the quantity of your firm's 2007 U.S. end-of-period inventories of its U.S.-produced EMD 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.

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c) Please explain the role of your firm's U.S. inventories of its U.S.-produced EMD during January 2005-March 2008 (e.g., maintain a certain level for just-in-time delivery, repository of unsold production to maintain capacity utilization, etc.), and please explain any fluctuations in its end-of-period inventories during this period.

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

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

IV-B-20. Please estimate, to the extent possible, the cost and time necessary to build a greenfield EMD plant in the United States and indicate the annual capacity in short tons of EMD.

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IV-B-21. Please estimate the cost and time necessary to add production capacity to an existing EMD plant (indicate with new equipment or by refurbishing idle equipment) in the United States and indicate the increased annual capacity in short tons of EMD.

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IV-B-22. 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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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-B-23. 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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IV-B-24. 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 IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-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)

IV-B-25. 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) (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 battery category(ies) in which the EMD is used?

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

**Section IV-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)

IV-B-26. 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) (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 IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-C.—CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest U.S. customers for its domestically-produced EMD 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 U.S.-produced EMD 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 IV.--PRICING AND RELATED INFORMATION--Continued**

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

PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.

**Since January 1, 2005:** Did your firm lose sales of its U.S.-produced EMD to competitors selling EMD from Australia and/or China:

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 sales price quotation (net U.S. f.o.b. value basis)
- The country of origin of the competing imported product
- The accepted sales price quotation of the imported product (net U.S. f.o.b. value basis)

Customer name, contact person, phone and fax numbers and e-mail	Product	Date of quote	Quantity (pounds)	Rejected U.S. price (dollars per pound)	Country of origin	Competing import price (dollars per pound)