

**IMPORTERS' QUESTIONNAIRE**  
**HYDRAULIC MAGNETIC CIRCUIT BREAKERS FROM SOUTH AFRICA**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615-B  
500 E Street, SW, Washington, DC 20024

**So as to be received by the Commission by no later than April 29, 2003**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning hydraulic magnetic circuit breakers from South Africa (inv. No. 731-TA-1033 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

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

Has your firm imported hydraulic magnetic circuit breakers (as defined in the instruction booklet) from any country at any time since January 1, 2000?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)  
 **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

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

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

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

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

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

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

**PART I. GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

I-3. 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-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing hydraulic magnetic circuit breakers from South Africa into the United States or which are engaged in exporting hydraulic magnetic circuit breakers from South Africa to the United States?

No                       Yes—List the following information.

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





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

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of Hydraulic magnetic circuit breakers imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for South Africa and for all other sources combined, photocopying this page as necessary.**

South Africa                       All other sources combined<sup>1</sup>

(Quantity 1 in units, Quantity 2 in number of poles, value in \$1,000)					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
<b>BEGINNING-OF-PERIOD INVENTORIES:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<b>IMPORTS:<sup>2</sup></b> <i>Quantity 1</i>					
<i>Quantity 2</i>					
<i>Value</i>					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<i>Value</i>					
<b>Internal consumption/company transfers:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<i>Value</i> <sup>3</sup>					
<b>EXPORT SHIPMENTS:<sup>4</sup></b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<i>Value</i>					
<b>END-OF-PERIOD INVENTORIES:<sup>5</sup></b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<b>U.S. SHIPMENTS TO DISTRIBUTORS:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					
<b>U.S. SHIPMENTS TO END USERS:</b>					
<i>Quantity 1</i>					
<i>Quantity 2</i>					

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

II-5. Footnotes for previous table.

<p><sup>1</sup> Please identify these sources: _____</p> <hr/>
<p><sup>2</sup> Identify the foreign producers, if known: _____</p>
<p><sup>3</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 2000, 2001, and 2002 below: _____</p>
<p><sup>4</sup> Identify your principal export markets: _____</p>
<p><sup>5</sup> <u>Reconciliation of data</u>.--Note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____</p>

**PART III.--PRICING AND MARKET FACTORS**

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

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

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

Check here \_\_\_\_\_, if your U.S. firm imports hydraulic magnetic Circuit Breakers (HMCB) from South Africa and sells these products to U.S. original equipment manufacturers (OEMs). Report the selling price data requested in section III-A.1 and then skip to section III-B.

Check here \_\_\_\_\_, if your U.S. firm imports HMCB from South Africa for its own use in producing downstream products. Report the purchase price data requested in section III-A.2 and then skip to section III-B.

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

This section requests net sales value (f.o.b. your U.S. shipping location(s)) and quantity (number of circuit breakers) data concerning your firm's U.S. shipments of its specified imported HMCB products from South Africa on a quarterly basis during January 2000-March 2003. If your firm sells the specified subject imported products on a delivered price basis, please estimate, to the extent possible, the net f.o.b selling value (for instance, deduct from the delivered price the U.S.-inland freight portion (or an estimate of this freight) of the total freight you charged your customers to deliver to their U.S. receiving location(s)). Report separately the value and quantity data separately for shipments to U.S. OEMs unrelated to your firm. Report the value and quantity data net of returns, discounts, rebates, and also deduct any U.S. freight to the customers' receiving points that was absorbed by your firm.

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

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

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

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

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

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

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

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

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

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

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

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

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

Product: 1 "      2 "      3 "      4 "

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

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

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

**Section III-A.2--PRICE DATA**

*Report the following purchase price data only if your firm imported the specified HMCB products from South Africa for you own use to produce downstream products.*

This section requests net purchase value (landed, c.i.f., duty-paid, U.S. port(s)-of-entry) and quantity (number of circuit breakers) data concerning your firm's U.S. imports of the specified HMCB products from South Africa (used by your firm to produce downstream products) on a quarterly basis during January 2000-March 2003. If your firm imported the specified subject imported products on a delivered price basis, please estimate, to the extent possible, the landed, c.i.f., duty-paid, U.S. port of entry values (for instance, deduct from the delivered price an estimate of the U.S.-inland freight portion of the total freight you paid to obtain the HMCBs at your U.S. receiving location(s)). Report the purchase price data net of returns, discounts, rebates, and also deduct any U.S. freight to your U.S. receiving location(s) that was absorbed by your supplier.

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

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

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

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

Report separately for each specified product for the periods requested and copy, as needed, the table on the following page to report for each product.

Please report below for each specified HMCB product for which you report pricing data a brief description of the principal downstream products and uses for the subject imported HMCB products.

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

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

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

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

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

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

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each specified product imported from South Africa by your firm AND used by your firm to produce downstream product(s) (check one box for each page).

Product: 1 "      2 "      3 "      4 "

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

<sup>1</sup> Net landed, c.i.f., duty-paid, U.S. port(s)-of-entry.

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

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total sales/imports (the latter if an importing end user) of its imported HMCB from South Africa during January 2000-March 2003. If, as a distributor, your responses differ by sales to different types of U.S. customers or by HMCB products that you import, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

**Section III-B.--PRICING PRACTICES**

*For Section III-B--If your U.S. firm imports HMCB from South Africa for its own use, check here \_\_\_\_\_ and respond for 'captive imports' where "sales" are requested; report requested values of captive imports on a net U.S. landed, c.i.f., duty-paid, port(s)-of-entry basis, unless otherwise indicated.*

III-B-1. Please report below your firm's total U.S. sales/captive imports values (in dollars net f.o.b your U.S. selling locations or, if importing for captive use, U.S. landed, c.i.f., duty-paid, port(s) of entry basis) the HMCB from South Africa during January 2000-March 2003 that were on a (1) long-term contract basis (multiple deliveries for more than 12 months after the purchase agreement), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the purchase agreement).

Type of sale/captive import:	Value (in U.S. dollars)
Long-term contracts:	
Short-term contracts:	
Spot sales:	

III-B-2. Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers/foreign suppliers (the latter only if reporting for captive use of imports) in arriving at a price for a typical spot transaction. If your firm/supplier (the latter only if reporting for captive use of imports) uses/issues price lists, please enclose, if possible, a copy of the most recent price list with your submission.

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

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

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

III-B-3. Please discuss the following provisions of your firm's U.S. sales or captive imports (if end user) of its imported HMCB from South Africa on a typical long-term contract basis.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) How frequently are contracts renegotiated? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_
- (e) What are the standard quantity requirements, if any? \_\_\_\_\_
- (f) What is the price premium for sub-minimum shipments? \_\_\_\_\_ percent

Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers/foreign suppliers (the latter only if reporting for captive use of imports) in arriving at a price for a typical long-term contract. If your firm/supplier (the latter only if reporting for captive use of imports) uses/issues price lists, please enclose, if possible, a copy of the most recent price list with your submission.

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

III-B-4. Please discuss the following provisions of your firm's U.S. sales or captive imports (if end user) of its imported HMCB from South Africa on a typical short-term contract basis.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) How frequently are contracts renegotiated? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_
- (e) What are the standard quantity requirements, if any? \_\_\_\_\_
- (f) What is the price premium for sub-minimum shipments? \_\_\_\_\_ percent

Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers/foreign suppliers (the latter only if reporting for captive use of imports) in arriving at a price for a typical short-term contract. If your firm/supplier (the latter only if reporting for captive use of imports) uses/issues price lists, please enclose, if possible, a copy of the most recent price list with your submission.

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

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

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

Respond to questions III-B-5 through III-B-7 only if your firm sells its imported HMCB from South Africa to U.S. customers; if your firm captively uses its subject imported HMCB, skip to Section III-C.

III-B-5. What are your firm's typical sales terms for its subject imported HMCB that were sold to U.S. customers (e.g., 2/10 net 30 days, net 30 days, etc.)?

\_\_\_\_\_

III-B-6. Please describe your firm's discount policy (quantity discounts, annual total volume (quantity or value) based discounts, etc.) on U.S. sales of its subject imported HMCB.

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

III-B-7. a) On what basis does your firm typically quote selling prices of its subject imported HMCB that were sold to its U.S. customers (e.g., f.o.b. U.S. warehouse, f.o.b. U.S. port of entry, delivered, etc.)?

\_\_\_\_\_

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

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

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

If yes--

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

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

Please report below the total value (in dollars) of U.S. freight charges that your firm absorbed based on all its U.S. shipments of its subject imported HMCB during 2000.

\_\_\_\_\_

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

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

*If your firm captively uses its subject imported HMCB, answer only those questions in Section III-C that are starred (★); if your firm sells the subject imported HMCB, answer all questions in this section.*

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

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

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

III-C-2. a) Approximately what share of the total sales value (in dollars net f.o.b. your U.S. selling location(s)) of your firm's subject imported HMCB shipped in the United States to its U.S. customers occurred within the distances specified below during January 2000-March 2003? Also, for each distance category, approximately what percent of the total net f.o.b sales value of these products to your U.S. customers was accounted for by U.S.-inland transportation costs and what is the typical U.S. transportation mode (truck-T, rail-R, or air-A)?

	<u>Shipment</u> <u>share</u> _____	<u>Freight</u> <u>share</u> _____	<u>Mode</u> _____
Within 100 miles of your U.S. shipping location	_____ %	_____ %	_____
100 to 500 miles from your U.S. shipping location	_____ %	_____ %	_____
Over 500 miles from your U.S. shipping location	_____ %	_____ %	_____
TOTAL	100 %		

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

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

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

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

III-C-2. c) What is the geographic market area in the United States served by your firm's subject imported HMCB? Note any changes in market area since January 2000.

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III-C-3. a) What is the average lead time (in days) between a customer's order and the date of delivery for your firm's U.S. shipments of its subject imported HMCB from its U.S. inventory and, if applicable, from facilities in South Africa?

Shipments from U.S. inventory \_\_\_\_\_  
Shipments from South Africa \_\_\_\_\_

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

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III-C-4. Does your firm sell its subject imported HMCB over the internet?

No  Yes

If yes--

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

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

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

III-C-5. Have fluctuations in South Africa's currency exchange rate with the U.S. dollar  
I (South African rand/U.S. dollar exchange rate) affected U.S. dollar prices of your subject  
imported HMCB during January 2000-March 2003?

No       Yes

If yes--

Please specify the exchange rate changes (in South African rands per U.S. dollar), the resulting change in the U.S. dollar purchase prices of the subject imported HMCB, the period(s) when the exchange rate and U.S. dollar prices of the subject imported HMCB changed, and any impact such changes had on the quantity of your U.S. imports of these products. For HMCB sales, discuss separately the impact of exchange rates on your U.S. dollar selling prices of these products to U.S. customers.

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If no--

Please explain the impact of exchange rate changes on factors such as, but not necessarily limited to, profit margins of the foreign producer/exporter or of your importing firm, and why U.S. dollar purchase/sales prices of the subject products were not affected.

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

*All importers should respond fully to Sections III-D and III-E, unless otherwise instructed.*

**Section III-D.--SUPPLY FACTORS**

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

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

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

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

- No       Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on your shipments and prices of your subject imported HMCB.

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

III-D-3. Are there certain HMCB products that are produced in the United States that you do not import from South Africa? Yes \_\_\_\_ No \_\_\_\_ If yes, identify these products and explain why you do not import such products from South Africa and identify the use(s) and potential U.S. market in expected annual consumption of the number of such circuit breakers. Also, identify any HMCB products that you import from South Africa, although not identically the same, nonetheless compete with such U.S.-produced products.

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

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

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

*Respond to question III-D-4, only if your firm sells its subject imported HMCB; if you captively use your imported products, skip to question III-D-9.*

III-D-4. Describe how easily your firm can shift sales of its subject imported HMCB between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers) that would prevent or retard your firm from shifting the subject imported HMCB between the U.S. and alternative country markets within a 12-month period. Provide, if possible, any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

**Section III-E.--DEMAND FACTORS**

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

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III-E-2. Please identify the top three U.S. end-use markets for the HMCB that you import from the subject countries during January 2000-March 2003, and describe the HMCB products that your firm imports for each of these markets.

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

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

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

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

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

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

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

No             Yes--Please explain.

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

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

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

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

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

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

No       Yes--Please explain.

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

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

**Section III-F.--CUSTOMER IDENTIFICATION**

*Respond to this section only if your firm sells its subject imported HMCB to U.S. customers; do not respond to this section if your firm captively uses its imports.*

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

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