

**PRODUCERS' QUESTIONNAIRE**  
**MAGNESIUM FROM CHINA AND RUSSIA**

*Return completed questionnaire to:*

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

**So as to be received by the Commission by no later than January 6, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning alloy magnesium from China and pure and alloy magnesium from Russia (invs. Nos. 731-TA-1071-1072 (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced magnesium (as defined in the instruction booklet) at any time since January 1, 2001?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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**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 these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of the 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 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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

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

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

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

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

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

Support     Oppose     Take no position

\_\_\_\_\_

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigations is affirmative and an antidumping order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes     No (that is, I do not wish my position on the petition to be made public)

I-4. Is your firm owned, in whole or in part, by any other firm?

No     Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing magnesium from China or Russia into the United States or which are engaged in exporting magnesium from China or Russia 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 magnesium?

No  Yes--List the following information.

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

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

Further information on this part of the questionnaire can be obtained from Chris Cassise (202-708-5408; chris.cassise@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

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

\_\_\_\_\_ Phone No. \_\_\_\_\_ E-mail address

II-2. Identify the product(s) that your firm produces:

Primary ingot magnesium: Ultra-pure \_\_\_\_ Pure \_\_\_\_ Alloy \_\_\_\_

Primary granular magnesium: Ultra-pure \_\_\_\_ Pure \_\_\_\_ Alloy \_\_\_\_

Secondary ingot magnesium: Ultra-pure \_\_\_\_ Pure \_\_\_\_ Alloy \_\_\_\_

Secondary granular magnesium: Ultra-pure \_\_\_\_ Pure \_\_\_\_ Alloy \_\_\_\_

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

II-3. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of magnesium since January 1, 2001?

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

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II-4. Does your firm produce other products on the same equipment and machinery used in the production of magnesium?

No             Yes--List the following information.

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

Products produced on same equipment and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Magnesium	_____	_____	_____
_____	_____	_____	_____

II-5. Please describe the constraint(s) that set the limit(s) on your production capabilities.

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II-6. Does your firm produce both pure and alloy magnesium?     No     Yes

If so, does it use the same equipment and/or production and related workers to produce both products?

No     Yes

II-7. Does your firm produce other products using the same production and related workers employed to produce magnesium?

No             Yes--List the following information.

Basis for allocation of employment data (e.g., sales): \_\_\_\_\_

Products produced using the same workers and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Magnesium	_____	_____	_____
_____	_____	_____	_____

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

II-8. Does your firm have alloy magnesium recycling capabilities?

No     Yes

II-9. Does your firm produce, purchase, or import secondary alloy magnesium?  No     Yes

If so, does it contain any beryllium?

No     Yes

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II-10. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of magnesium?

No     Yes--Name firm: \_\_\_\_\_

II-11. If your firm produces both pure and alloy magnesium, how easily can it switch between production of the two? Please explain your production process for each as well as your methodology for allocating production capacity between pure and alloy magnesium.

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II-12. If your production capacity has changed since January 2001, please discuss below the reason(s) for such changes, identifying dates and quantities affected. Attach additional pages as necessary.

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

II-13. Please provide a brief history of your production facilities (identifying locations), including key dates and technology changes/upgrades, and the dates of significant changes or upgrades to your production operations. Attach additional pages as necessary.

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II-14. If your firm produces granular magnesium, please explain the production process used (e.g., by grinding pure and/or alloy magnesium ingots or by finish-grinding pure and/or alloy magnesium chips).

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II-15. Does your firm produce magnesium in a foreign trade zone (FTZ)?

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

II-16. Since January 1, 2001, has your firm imported magnesium?

No       Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-17. **PURE MAGNESIUM.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **pure** magnesium in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in metric tons, value in \$1,000)					
Item	Calendar years			January-September of--	
	2001	2002	2003	2003	2004
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> (quantity)					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>PRODUCTION</b> (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 to related firms					
Value <sup>2</sup> of transfers to related firms					
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> (quantity)					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> (quantity)					
<b>U.S. SHIPMENTS TO END USERS</b> (quantity)					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> (1,000 hours)					
<b>WAGES PAID TO PRWs</b> (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).

<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 2001, 2002, and 2003 below:

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

<sup>4</sup> **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_

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

II-18. If you reported transfers to related firms in question II-17, 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-19. **Toll processors: Toll conversion of pure magnesium.**—For the **pure** magnesium tolling operations of your U.S. establishment(s), report the information requested below.

<i>(Quantity in metric tons, value (i.e., fee for services) in \$1,000)</i>					
Item	2001	2002	2003	January-September of--	
				2003	2004
<b>Average production capacity</b> <i>Quantity</i>					
<b>Production</b> <i>Quantity</i>					
<b>Shipments to tollee:</b> <sup>1 2</sup> <i>Quantity</i>					
<i>Value</i>					
<b>Average number of PRWs</b>					
<b>Hours worked by PRWs</b> (1,000 hours)					
<b>Wages paid to PRWs</b> (value)					
<sup>1</sup> Report your firm's shipments/net sales of <b>pure</b> magnesium which it converted under a toll agreement with another firm. Quantity refers to the amount of <b>pure</b> magnesium converted, and value refers to your firm's fee for its services. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight.					

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

II-20. **ALLOY MAGNESIUM.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **alloy** magnesium in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in metric tons, value in \$1,000)</i>					
Item	Calendar years			January-September of--	
	2001	2002	2003	2003	2004
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> <i>(quantity)</i>					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>					
<b>PRODUCTION</b> <i>(quantity)</i>					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption:</b>					
<i>Quantity</i> of internal consumption					
<i>Value</i> <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> <sup>2</sup> of transfers to related firms					
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> <i>(quantity)</i>					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> <i>(quantity)</i>					
<b>U.S. SHIPMENTS TO END USERS</b> <i>(quantity)</i>					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> <i>(1,000 hours)</i>					
<b>WAGES PAID TO PRWs</b> <i>(value)</i>					

<sup>1</sup> The production 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).

<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 2001, 2002, and 2003 below:

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

<sup>4</sup> Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_

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

II-21. If you reported transfers to related firms in question II-20, 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-22. **Toll processors: Toll conversion of alloy magnesium.**—For the **alloy** magnesium operations of your U.S. establishment(s), report the information requested below.

<i>(Quantity in metric tons, value (i.e., fee for services) in \$1,000)</i>					
Item	2001	2002	2003	January-September of--	
				2003	2004
<b>Average production capacity</b> <i>Quantity</i>					
<b>Production</b> <i>Quantity</i>					
<b>Shipments to tollee:</b> <sup>1 2</sup> <i>Quantity</i>					
<i>Value</i>					
<b>Average number of PRWs</b>					
<b>Hours worked by PRWs</b> (1,000 hours)					
<b>Wages paid to PRWs</b> (value)					
<sup>1</sup> Report your firm's shipments/net sales of <b>alloy</b> magnesium which it converted under a toll agreement with another firm. Quantity refers to the amount of <b>alloy</b> magnesium converted, and value refers to your firm's fee for its services. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight.					

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

II-23. Other than direct imports, has your firm otherwise purchased magnesium since January 1, 2001? (See definitions in the instruction booklet.)

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

(Quantity in metric tons, value in \$1,000)					
Item	Calendar years			January-September of--	
	2001	2002	2003	2003	2004
<b>PURCHASES OF PURE MAGNESIUM:</b>					
<b>FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM:</b>					
<b>CHINA:</b>					
Quantity					
Value					
<b>RUSSIA:</b>					
Quantity					
Value					
<b>ALL OTHER COUNTRIES:</b>					
Quantity					
Value					
<b>FROM DOMESTIC PRODUCERS:</b>					
Quantity					
Value					
<b>FROM OTHER SOURCES:<sup>2</sup></b>					
Quantity					
Value					
<b>PURCHASES OF ALLOY MAGNESIUM:</b>					
<b>FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM:</b>					
<b>CHINA:</b>					
Quantity					
Value					
<b>RUSSIA:</b>					
Quantity					
Value					
<b>ALL OTHER COUNTRIES:</b>					
Quantity					
Value					
<b>FROM DOMESTIC PRODUCERS:</b>					
Quantity					
Value					
<b>FROM OTHER SOURCES:<sup>2</sup></b>					
Quantity					
Value					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
<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.					

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

II-24. **SHIPMENTS BY TYPE.**--Please report your firm's U.S. commercial shipments of magnesium by type in 2003 and January-September 2004. (See definitions in the instruction booklet.)

<i>(Quantity in metric tons)</i>		
Item	2003	Jan.-Sept. 2004
<b>PRIMARY MAGNESIUM:</b>		
<b>  Ingot:</b>		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
<b>  Granule:</b>		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
<b>  Total:</b>		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
<b>SECONDARY MAGNESIUM:</b>		
<b>  Ingot:</b>		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
<b>  Granule:</b>		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
<b>  Total:</b>		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Alloy magnesium (not meeting ASTM specifications for alloy magnesium)		

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

II-25. **SHIPMENTS TO END USERS.**--Please report your firm's U.S. commercial shipments of magnesium to end users of magnesium by product type and form in 2003 and January-September 2004. (See definitions in the instruction booklet.)

<i>(Quantity in metric tons)</i>		
Item	2003	Jan.-Sept 2004
<b>SHIPMENTS TO ALUMINUM MANUFACTURERS:</b>		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
<b>SHIPMENTS TO MAGNESIUM GRANULE PRODUCERS:</b>		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
<b>SHIPMENTS TO DIECASTERS:</b>		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
<b>SHIPMENTS FOR IRON AND STEEL DESULFURIZATION:</b>		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
<b>SHIPMENTS TO OTHERS (SPECIFY):</b>		
Ultra-pure magnesium		
Commodity-grade pure magnesium		
Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)		
Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium)		

**PART III.--FINANCIAL INFORMATION**

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

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_  
 Name and title \_\_\_\_\_  
 Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_  
 E-mail address \_\_\_\_\_

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? \_\_\_\_\_  
 If your fiscal year changed during the period examined, explain below: \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_
- 2. Does your firm prepare profit/loss statements for the subject merchandise: Yes \_\_\_ No \_\_\_
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_  
 Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
- 4. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ 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 **magnesium**, 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. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of magnesium from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

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III-6. When you firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-5 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

No                       Yes--Complete question III-7 below.

III-7. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of magnesium. For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

<u>Input</u>	<u>Related Party</u>	<u>Transfer Price Basis</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

III-8. Other products.--Please list any other products you produced in the facilities in which you produced magnesium, and provide the share of net sales value accounted for by these other products in your most recent fiscal year:

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

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

III-9. **Operations on PURE MAGNESIUM.**—Report the revenue and related cost information requested below on the pure magnesium operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm toll-produced pure magnesium on behalf of another U.S. firm, report data on your tolling operations on table III-12, and on all other sales on table III-9 below.

<b>(Quantity in metric tons, value in \$1,000)</b>					
<b>Item</b>	<b>Fiscal years</b>			<b>January-September of--</b>	
	_____	_____	_____	<b>2003</b>	<b>2004</b>
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials					
Direct labor					
Other factory costs					
Toll conversion costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>					
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. Do not include sales of pure magnesium that your firm purchased and merely resold.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding commercial shipment quantities and values reported in Part II of this questionnaire.

<sup>3</sup> Please report funds received under this act (and associated time periods) that are not included in the financial results above. \_\_\_\_\_

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

III-10. **Operations on ALLOY MAGNESIUM.**—Report the revenue and related cost information requested below on the alloy magnesium operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm toll-produced alloy magnesium on behalf of another U.S. firm, report data on your tolling operations on table III-12, and on all other sales on table III-10 below.

<b>(Quantity in metric tons, value in \$1,000)</b>					
Item	Fiscal years			January-September of--	
	_____	_____	_____	2003	2004
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials					
Direct labor					
Other factory costs					
Toll conversion costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding commercial shipment quantities and values reported in Part II of this questionnaire.

<sup>3</sup> Please report funds received under this act (and associated time periods) that are not included in the financial results above.

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

III-11. Raw materials .-For the raw materials and energy costs reported in the product line income statements for pure magnesium (III-9) and alloy magnesium (III-10), break out the raw material and energy costs separately. Also state the cost flow method used for raw material inventory valuation. 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)				January-September of--	
Item	Fiscal years ended--			2003	2004
Raw material _____					
Raw material _____					
Magnesium-containing scrap					
All other raw materials					
Energy costs					
Method of inventory valuation is: _____ Energy costs include charges for (please specify) _____; Energy costs are classified in _____ on the product line income statement.					

III-12. **Toller (see definition in instruction booklet) of pure or alloy magnesium.**--Report the revenue and related cost information requested below on the tolling of magnesium operations of your U.S. establishment(s).<sup>1</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. **Report separately for each tollee, identifying the firm and photocopying this page as necessary.**

**Firm:** \_\_\_\_\_

<i>(Quantity in metric tons, value in \$1,000)</i>					
Item	Fiscal years ended--			January-September of--	
	_____	_____	_____	2003	2004
<b>Tolling operations<sup>2</sup></b>					
Net quantity tolled					
Net tolling revenue					
Net packaging revenue					
<b>Cost of tolling services:</b>					
Raw materials not supplied by tollee					
Direct labor					
Other factory costs					
<b>Total cost of tolling services</b>					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
<b>Total SG&amp;A expenses</b>					
<b>Operating income or (loss)</b>					
<sup>1</sup> Include only tolling revenue (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

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

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of magnesium. 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)					
Value of	Fiscal years ended--			January-September of-	
	_____	_____	_____	2003	2004
<b>Assets associated with the production, warehousing, and sale of product:</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.)					
2. Notes receivable					
3. Long-term investments					
4. Property, plant, and equipment					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
5. Goodwill					
6. Other (describe _____)					
7. Other (describe _____)					
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)					

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

III-14. Capital expenditures and research and development expenditures on pure magnesium.—Report your firm’s capital expenditures and research and development expenditures on **pure** magnesium. Provide data for your three most recently completed fiscal years in chronological order from left to right and for the specified interim periods.

<i>(Value in \$1,000)</i>					
Item	Fiscal years			January-September of--	
	_____	_____	_____	2003	2004
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

III-15. Capital expenditures and research and development expenditures on alloy magnesium.—Report your firm’s capital expenditures and research and development expenditures on **alloy** magnesium. Provide data for your three most recently completed fiscal years in chronological order from left to right and for the specified interim periods.

<i>(Value in \$1,000)</i>					
Item	Fiscal years			January-September of--	
	_____	_____	_____	2003	2004
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

III-16. Since January 1, 2001, 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 pure magnesium from Russia?

No       Yes—My firm has experienced actual negative effects as follows:

- Cancellation or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds

Other (specify) \_\_\_\_\_

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

III-17. Since January 1, 2001, 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 **alloy** magnesium from China and/or Russia?

No       Yes--My firm has experienced actual negative effects as follows:

- Cancellation or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds

Other (specify) \_\_\_\_\_

III-18. Does your firm anticipate any negative impact of imports of pure and/or alloy magnesium from Russia and/or alloy magnesium from China?

No       Yes-- My firm anticipates negative effects as follows (please indicate whether the anticipated negative impact is a result of pure magnesium from Russia, alloy magnesium from Russia, and/or alloy magnesium from China):

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

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270).

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

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

\_\_\_\_\_  
Phone No. E-mail address

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

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to **unrelated** U.S. customers of the following products during January 2000-September 2004:

***Product 1.***– Pure magnesium ingots containing at least 99.8 percent magnesium but less than 99.95 percent magnesium (FROM RUSSIA ONLY)

***Product 2.***– Alloy magnesium ingots containing less than 99.8 percent magnesium sold to aluminum alloyers and meeting ASTM specifications for alloy magnesium

***Product 3.***– Alloy magnesium ingots containing less than 99.8 percent magnesium sold to aluminum alloyers and not meeting ASTM specifications for alloy magnesium

***Product 4.***– Alloy magnesium ingots containing less than 99.8 percent magnesium sold to diecasters and meeting ASTM specifications for alloy magnesium

Please note that total dollar values should be on a delivered basis (i.e., include U.S. inland transportation costs paid by the seller). Total dollar values should reflect the **FINAL NET** amount paid to you (i.e., should be net of all deductions for discounts, allowances, rebates, and the value of returned goods). See instruction booklet.

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

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

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> produced and sold by your firm.

Product 1  Product 2  Product 3  Product 4

(Quantity in metric tons, value in dollars)		
Period of shipment	Quantity	Value <sup>2</sup>
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
<sup>1</sup> Please provide a list of product specifications (ASTM or otherwise) for the products for which you have provided data above: <hr/>		
<sup>2</sup> Delivered values less all discounts, allowances, rebates, and the value of returned goods.		

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

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

IV-B-1. Please describe how your firm determines the prices that it charges for sales of magnesium (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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

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IV-B-3. What are your firm's typical sales terms for its U.S.-produced magnesium (e.g., 2/10 net 30 days)? \_\_\_\_\_  
 On what basis are your prices of domestic magnesium usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced magnesium in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Has the duration of contracts changed in recent years? \_\_\_\_\_

(c) Can prices be renegotiated during the contract period? \_\_\_\_\_

(d) Does the contract fix quantity, price, or both? \_\_\_\_\_

(e) Does the contract have a meet or release provision? \_\_\_\_\_

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

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

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Has the duration of contracts changed in recent years? \_\_\_\_\_
- (c) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (d) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (e) Does the contract have a meet or release provision? \_\_\_\_\_

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced magnesium?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of magnesium that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's magnesium?

- Northeast     Mid-Atlantic     Midwest     Southeast
- Southwest     Rocky Mountains     West Coast     Northwest
- National     Other (describe) \_\_\_\_\_

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

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

IV-B-10. Describe the end uses of the **pure** magnesium that you manufacture. For each end-use product, what percentage of the total cost is accounted for by pure magnesium?

<u>End use</u>	<u>Share of total cost accounted for by magnesium (percent)</u>
_____	_____
_____	_____
_____	_____

Describe the end uses of the **alloy** magnesium that you manufacture. For each end-use product, what percentage of the total cost is accounted for by alloy magnesium?

<u>End use</u>	<u>Share of total cost accounted for by magnesium (percent)</u>
_____	_____
_____	_____
_____	_____

IV-B-11. (a) Please list in order of importance any products that may be substituted for magnesium.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

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

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(c) Have changes in the prices of these products affected the price for magnesium?

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

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

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

IV-B-12. How has the demand within the United States (and outside the United States if known) for pure magnesium changed since January 1, 2001? What principal factors affect changes in demand?

- Increased       Unchanged       Decreased

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IV-B-13. How has the demand within the United States (and outside the United States if known) for alloy magnesium changed since January 1, 2001? What principal factors affect changes in demand?

- Increased       Unchanged       Decreased

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IV-B-14. Do you sell secondary alloy magnesium to aluminum manufacturers? If so, how long have you been selling secondary alloy magnesium to aluminum manufacturers?

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IV-B-15. Are your customers for secondary alloy magnesium that meets ASTM specifications different from customers for such magnesium that doesn't meet ASTM specifications?

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How frequently do your customers specify that their purchases must meet ASTM specifications?

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

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

IV-B-16. Have there been any significant changes in the product range or marketing of pure magnesium since January 1, 2001?

No  Yes--Please describe.

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IV-B-17. Have there been any significant changes in the product range or marketing of alloy magnesium since January 1, 2001?

No  Yes--Please describe.

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IV-B-18. Does alloy magnesium (whether imported or produced in the United States) compete with pure magnesium? If so, in what end use markets and to what extent?

No- please describe why not

Yes--If so, is this competing alloy magnesium U.S. production, imported from China and/or Russia, or imported from other countries?

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

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

IV-B-20. Is alloy magnesium produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Russia	Other countries
United States				
China				
Russia				

<sup>1</sup> For any country-pair producing magnesium which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

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

IV-B-22. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between alloy magnesium produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Russia	Other countries
United States				
China				
Russia				

<sup>1</sup> For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of magnesium, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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

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

Please identify below the names and addresses of your firm's 5 largest customers for pure magnesium during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of magnesium that each of these customers accounted for in 2003.

No.	Customer's name	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)

Please identify below the names and addresses of your firm's 5 largest customers for alloy magnesium during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of magnesium that each of these customers accounted for in 2003.

No.	Customer's name	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)



**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, 2001:** Did your firm lose sales of magnesium to imports of these products from China and/or Russia?

Yes       No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

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

**PART V.--ALTERNATIVE PRODUCT--TRADE AND RELATED INFORMATION**

V-1. **COMPARABILITY OF PURE AND ALLOY MAGNESIUM**.--Since January 1, 2001, has your firm produced either pure or alloy magnesium?

No

Yes--Please describe the differences and similarities between pure and alloy magnesium with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**PART V.--ALTERNATIVE PRODUCT--TRADE AND RELATED INFORMATION--Continued**

V-2. **COMPARABILITY OF PRIMARY AND SECONDARY MAGNESIUM.**--Since January 1, 2001, has your firm produced either primary or secondary magnesium?

No

Yes--Please describe the differences and similarities between primary and secondary magnesium with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**PART V.--ALTERNATIVE PRODUCT--TRADE AND RELATED INFORMATION--Continued**

V-3. **COMPARABILITY OF CAST AND GRANULAR MAGNESIUM**.--Since January 1, 2001, has your firm produced either cast or granular magnesium?

No       Yes--Please describe the differences and similarities between cast and granular magnesium with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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