
PRODUCERS' QUESTIONNAIRE
DIAMOND SAWBLADES AND PARTS THEREOF FROM CHINA AND KOREA

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 March 13, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning diamond sawblades and parts thereof from China and Korea (inv. Nos. 731-TA-1092-1093 (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)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____
Has your firm produced diamond sawblades or parts thereof (as defined in the instruction booklet) at any time since January 1, 2003?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

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

Yes No, I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

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 diamond sawblades and parts from China and Korea into the United States or which are engaged in exporting diamond sawblades from China and Korea 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 diamond sawblades and parts?

No Yes--List the following information.

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

I-7. If you responded "Yes" to questions I-4, I-5, or I-6, please describe the nature of the relationship and the extent to which the relationship affects your firm's operations with respect to diamond sawblades and parts.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Michael Szustakowski (202-205-3188 or mgs@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. Has your firm experienced any change in the character of its operations or organization relating to the production of diamond sawblades or parts since 2003?

- | | | | |
|----------------------------------|--------------------------|------------------------|--------------------------|
| Plant openings | <input type="checkbox"/> | Relocations | <input type="checkbox"/> |
| Expansions | <input type="checkbox"/> | Acquisitions | <input type="checkbox"/> |
| Consolidations | <input type="checkbox"/> | Closures | <input type="checkbox"/> |
| Prolonged shutdowns ¹ | <input type="checkbox"/> | Other (please explain) | <input type="checkbox"/> |
| Revised labor agreements | <input type="checkbox"/> | | |

¹ Reasons include strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization.

Please supply details as to the time, nature, and significance of any such changes in the space below.

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of diamond sawblades and parts?

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 2005 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Diamond sawblades	_____	_____	_____
Diamond sawblade parts	_____	_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

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

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 2005 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Diamond sawblades	_____	_____	_____
Diamond sawblade parts	_____	_____	_____

II-6. Since January 1, 2003, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of diamond sawblades and parts?

No Yes--Name firm: _____

II-7. Does your firm produce diamond sawblades and parts in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2003, has your firm imported diamond sawblades and parts?

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

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

II-9. **Finished diamond sawblades.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of finished diamond sawblades in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in units, value in \$1,000)			
Item	Calendar years		
	2003	2004	2005
AVERAGE PRODUCTION CAPACITY ¹ (quantity)			
BEGINNING-OF-PERIOD INVENTORIES (quantity)			
PRODUCTION (quantity)			
U.S. SHIPMENTS:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
Quantity of internal consumption			
Value ² of internal consumption			
Transfers to related firms:			
Quantity of transfers to related firms			
Value ² of transfers to related firms			
EXPORT SHIPMENTS: ³			
Quantity of export shipments			
Value of export shipments			
END-OF-PERIOD INVENTORIES ⁴ (quantity)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (1,000 hours)			
WAGES PAID TO PRWs (value)			
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p>			
<p>² Internal consumption and transfers to related firms must be valued at fair market value. If 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 2003, 2004, and 2005 below:</p>			
<p>³ Identify your principal export markets: _____</p>			
<p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>			
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>			

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

II-10. **Channels of distribution.**--Report the share, by value, of your firm's U.S. commercial shipments of finished diamond sawblades produced by your firm, according to the blade diameter and customer type. See definitions in the instruction booklet.

Share of U.S. commercial shipments value (in percent)						
2003						
Customer type/blade diameter	≤7.0"	>7.0" but ≤10.0"	>10.0" but ≤12.0"	>12.0" but ≤14.0"	>14.0" but ≤20.0"	>20.0"
1a. Branded distributor						
1b. Other distributor						
2a. National big box retailer						
2b. Other retail						
3a. Diamond saw & sawblade producers						
3b. General purpose saw producers						
4a. Professional construction						
4b. All other end users						
2004						
	≤7.0"	>7.0" but ≤10.0"	>10.0" but ≤12.0"	>12.0" but ≤14.0"	>14.0" but ≤20.0"	>20.0"
1a. Branded distributor						
1b. Other distributor						
2a. National big box retailer						
2b. Other retail						
3a. Diamond saw & sawblade producers						
3b. General purpose saw producers						
4a. Professional construction						
4b. All other end users						
2005						
	≤7.0"	>7.0" but ≤10.0"	>10.0" but ≤12.0"	>12.0" but ≤14.0"	>14.0" but ≤20.0"	>20.0"
1a. Branded distributor						
1b. Other distributor						
2a. National big box retailer						
2b. Other retail						
3a. Diamond saw & sawblade producers						
3b. General purpose saw producers						
4a. Professional construction						
4b. All other end users						

Note: Sum of all 48 cells for each year should total 100 percent.

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

II-11. **Parts of diamond sawblades.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of diamond sawblade cores and diamond sawblade segments in your U.S. establishment(s) during the specified periods, that were/are **not for use in your production of finished diamond sawblades**. (See definitions in the instruction booklet.) Report separately for each product; photocopy page as necessary and indicate the product for which you are reporting.

Diamond cores Diamond sawblade segments

(Quantity in units, value in \$1,000)			
Item	Calendar years		
	2003	2004	2005
AVERAGE PRODUCTION CAPACITY¹ (quantity)			
BEGINNING-OF-PERIOD INVENTORIES (quantity)			
PRODUCTION (quantity)			
COMMERCIAL SHIPMENTS:			
Quantity of commercial shipments			
Value of commercial shipments			
EXPORT SHIPMENTS:²			
Quantity of export shipments			
Value of export shipments			
END-OF-PERIOD INVENTORIES³ (quantity)			
U.S. SHIPMENTS TO OTHER DSB PRODUCERS (value)			
U.S. SHIPMENTS TO OTHER (specify) _____ (value)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (1,000 hours)			
WAGES PAID TO PRWs (value)			
¹ The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).			
² Identify your principal export markets: _____			
³ 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?			
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-12. Report the shares, by value, of your firm's 2005 *U.S. commercial shipments* of finished diamond sawblades produced by your firm, according to the blade diameter and the method of joining the core and segment.

Share of U.S. commercial shipments value (in percent)						
Type of attachment/blade	≤7.0"	>7.0" but ≤10.0"	>10.0" but ≤12.0"	>12.0" but ≤14.0"	>14.0" but ≤20.0"	>20.0"
2005						
Laser-welding segmented						
Soldered/braising segmented						
Sintered continuous						
Sintered segmented						
Total (sum of <u>all</u> 24 cells should sum to 100 percent).						

II-13. If in response to question II-12, your firm reported no shipments of a specified type of attached blade, please indicate the last year your firm produced the(se) attachment/blade(s).

Laser-welding segmented _____ Sintered continuous _____
 Soldering/braising segmented _____ Sintered segmented _____

II-14. If you transfer finished diamond sawblades or parts to related firms, 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.

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

II-15. The definition of "diamond sawblades" includes certain parts used in diamond sawblades, namely the diamond sawblade cores and diamond sawblade segments. With respect to these parts, does your firm use the same components that it produces for use in finished diamond sawblades for use in other finished articles as well?

No Yes--Indicate approximately what proportion of your production of these components went to various finished articles in 2005:

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Diamond cores:		Diamond sawblade segments:	
For diamond sawblades	_____	For diamond sawblade segments	_____
For _____	_____	For _____	_____
For _____	_____	For _____	_____
Total	100	Total	100

II-16. Please describe the market for the upstream articles (cores and segments) and the downstream articles (finished sawblades). Are there separate markets for the upstream and downstream articles?

II-17. Please describe any differences in the physical characteristics and functions of the upstream and downstream articles.

II-18. If your firm produces finished diamond sawblades, please describe the process by which your firm transforms diamond sawblade parts into finished diamond sawblades and the degree of value added by such operations.

II-19. Please describe the number of workers involved in your firm's assembly of finished diamond sawblades from diamond sawblade parts and the level of expertise required by your U.S. assembly operations.

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

II-20. Other than direct imports, has your firm otherwise purchased diamond sawblades or parts since January 1, 2003? (See definitions in the instruction booklet.) **Report separately for each product; photocopy page as necessary and indicate the product for which you are reporting.**

- No Yes--Report such purchases below for the specified periods.¹
- Finished diamond sawblades Diamond sawblade cores Diamond sawblade segments

<i>(Quantity in units, value in \$1,000)</i>			
Item	Calendar years		
	2003	2004	2005
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--			
China (other than Gang Yan):			
<i>Quantity</i>			
<i>Value</i>			
China (Gang Yan):			
<i>Quantity</i>			
<i>Value</i>			
Korea:			
<i>Quantity</i>			
<i>Value</i>			
All other countries:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:²			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:²			
<i>Quantity</i>			
<i>Value</i>			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>			
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>			

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Mary Klir (202-205-3247 or mary.klir@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 _____ 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 ___ 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 diamond sawblades and parts thereof, 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.

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

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on finished diamond sawblades.--Report the revenue and related cost information requested below on the finished diamond sawblade operations of your U.S. establishment(s).¹ **Do not report resales of finished diamond sawblades. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be valued at cost.** Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations please contact Mary Klir at (202) 205-3247 or mary.klir@usitc.gov before completing this section of the questionnaire.

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

PART III.--FINANCIAL INFORMATION--Continued

III-7. Operations on parts of diamond sawblades.--Report the revenue and related cost information requested below on your operations producing diamond sawblade segments and diamond sawblade cores in your U.S. establishment(s) during the specified periods that were/are **not for use in your production of finished diamond sawblades.**¹ **Do not report resales of parts of diamond sawblades. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be valued at cost.** Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations please contact Mary Klir at (202) 205-3247 or mary.klir@usitc.gov before completing this section of the questionnaire.

<i>(Quantity in units, value in \$1,000)</i>			
Item	Fiscal years ended--		
	_____	_____	_____
Net commercial sales quantities:²			
Diamond sawblade segments			
Diamond sawblade cores			
Total net sales quantities			
Net commercial sales values:²			
Diamond sawblade segments			
Diamond sawblade cores			
Total net sales quantities			
Cost of goods sold:			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.			

PART III.--FINANCIAL INFORMATION--Continued

III-8a. **INPUTS FOR FINISHED DIAMOND SAWBLADE OPERATIONS:**—This section seeks to isolate changes in certain raw material costs and their relation to your firm’s income reported in question III-6. Report below your firm’s purchases of certain raw material inputs for the specified calendar years.

Period	Steel core quantity purchased (units)	Steel core purchase cost (\$1,000)	Metal powder quantity purchased (pounds)	Metal powder purchase cost (\$1,000)	Diamond quantity purchased (carats)	Diamond purchase cost (\$1,000)
2003						
2004						
2005						

III-8b. **INPUTS FOR STEEL CORE OPERATIONS:**—This section seeks to isolate changes in certain raw material costs and their relation to your firm’s income reported in question III-7. Report below your firm’s purchases of steel for the specified calendar years.

Period	Steel quantity purchased (pounds)	Steel purchase cost (\$1,000)
2003		
2004		
2005		

PART III.--FINANCIAL INFORMATION--Continued

III-9. **Value added for finished diamond sawblades.**--Provide the data requested below for all finished diamond sawblades that you produced during your last full fiscal year.

For each of the components listed in part A, report the total unit cost (column 1, which is the sum of columns 2 and 3), the cost of the foreign content of each unit (column 2), the cost of the domestic content of each unit (column 3, which is the sum of columns 4 and 5), and the source(s) by country (column 6). Report in column 5 only the direct labor costs and factory overhead costs added by your company. If costs or sourcing patterns changed during your last full fiscal year, provide weighted-average values. Direct labor and factory overhead costs associated with the final assembly of the components into finished diamond sawblades should be reported in part B (costs associated with the overall product). Do not duplicate costs in parts A and B.

Item	Total unit cost (1)	Foreign content (2)	Domestic content			Source(s) (6)
			Total domestic content (3)	Raw material (4)	Labor and factory overhead (5)	
<i>(In dollars per unit)</i>						
PART A.--COMPONENTS:						
Steel cores						
Segments						
Other (_____)						
Subtotal, Part A						
PART B.--OVERALL PRODUCT:						
Assembly labor						
Factory overhead						
SG&A						
Other (_____)						
Subtotal, Part B						
PART C.--TOTAL: COSTS:						
PART A + PART B						
DOMESTIC VALUE ADDED TO PRODUCT:						
Component labor and factory overhead subtotal, from Part A, column (5) above . . . _____						
Overall product domestic content subtotal, from Part B, column (3) above _____						
Total domestic value added (sum of above 2 lines) _____						

PART III.--FINANCIAL INFORMATION--Continued

III-10. Asset values.--Report the total assets associated with the production, warehousing, and sale of diamond sawblades and parts. 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 that is consistent with your cost allocations in the previous questions. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Value of	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of diamond sawblades and parts:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (Finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe _____)			
F. Total current assets (lines 1.A. through 1.E.)			
2. Non-current assets:			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
D. All other non-current assets			
3. Total assets (lines 1.F., 2.C., and 2.D.)			

III-11. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on diamond sawblades and parts. Provide data for your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Capital expenditures			
Research and development expenditures			

PART III.--FINANCIAL INFORMATION--Continued

III-12. Please list major capital investments during the period examined, and identify the source of funds for these capital investments,

<u>Major capital investment(s):</u>	<u>Amount</u>	<u>Month/year</u>	<u>Source</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

III-13. Since January 1, 2003, 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 diamond sawblades and parts from China and/or Korea?

- 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-14. Does your firm anticipate any negative impact of imports of diamond sawblades and parts from China and/or Korea?

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

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244 or gerald.benedick@usitc.gov)

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 value and quantity sales data concerning your firm's U.S. commercial shipments during January 2003-December 2005 for the following U.S.-produced products and specified types of U.S. customers applicable to your firm. Customers should be unrelated (by ownership) to your firm. Show by product and type of customer as indicated in the table.

***Product 1.*– 4" diameter laser-welded blades for dry cutting, 0.080" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 72-75 and diamond concentration in a range of 12-15 percent by volume of the segments or alternatively 0.55-0.65 carats/ccm)**

***Product 2.*– 12" diameter laser-welded blades for dry cutting, 0.110" segmented thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 82-85 and diamond concentration in a range of 17-20 percent by volume of the segments or alternatively 0.75-0.85 carats/ccm) for use in high speed saws of 5,000 rpm or more**

***Product 3.*– 14" diameter laser-welded blades for dry cutting, 0.110" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 82-85 and diamond concentration in a range of 17-20 percent by volume of the segments or alternatively 0.75-0.85 carats/ccm) for use in high speed saws of 5,000 rpm or more**

***Product 4.*– 14" diameter laser-welded blades for dry cutting, 0.125" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 82-85 and diamond concentration in a range of 17-20 percent by volume of the segments or alternatively 0.75-0.85 carats/ccm) for use in high speed saws of 5,000 rpm or more**

***Product 5.*– 14" diameter laser-welded blades for wet cutting cured concrete, 0.125" segmented thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 74-77 and diamond concentration in a range of 33-35 percent by volume of the segments or alternatively 1.45-1.55 carats/ccm) for use in saws of 35 hp or more**

***Product 6.*– 18" diameter laser-welded blades for wet cutting cured concrete, 0.125" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 74-77 and diamond concentration in a range of 33-35 percent by volume of the segments or alternatively 1.45-1.55 carats/ccm) for use in saws of 35 hp or more**

***Product 7.*– 24" diameter laser-welded blades for wet cutting cured concrete, 0.155" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 74-77 and diamond concentration in a range of 33-35 percent by volume of the segments or alternatively 1.45-1.55 carats/ccm) for use in saws of 35 hp or more**

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

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

NOTE: The different grades of DSBs do not necessarily have universal descriptions. If the “Premium” grade descriptions shown in the product definitions are not familiar to your firm, construe “Premium” grade as corresponding to Diamond Products’ “Heavy Duty Orange” grade and report for your firm’s product that is comparable and competes with the specified product for that you indicated at the top of the price data table. Indicate near the bottom of the table in the space provided if the product for which you reported is not exactly the specified product but a product that is comparable and competes with the specified product. In addition, report, also near the bottom of the table, for the specified or a comparable and competing product the information requested involving the grade of the product, the diamond impact strength, and diamond concentration.

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

Please report the price data separately by the following types of U.S. customers, which apply to your firm:

- (1) Branded Distributors--distributors of DSBs that purchase and resell under their own brand names, including telemarketers that sell under their brand names; examples include Diamond Blade Warehouse, National Diamond, Lackmond, and Fastenal**
- (2) Other Distributors--distributors of DSBs that sell under the brand names of U.S. producers and/or importers**
- (3) National Big-Box Retailers--national chains of big box stores, such as Home Depot and Lowes**
- (4) Professional Construction Firms--endusers in the professional construction market, including all customers that are members of the Concrete Sawing and Drilling Association (CSDA)**

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 products¹ produced and sold by your firm to the specified types of U.S. customers unrelated (by ownership) to your firm. Report the pricing data for a single product and a single type of customer for each page.²

Product 1 Product 2 Product 3
 Product 4 Product 5 Product 6 Product 7

Type of customer:

- (1) Branded Distributors
- (2) Other Distributors
- (3) National Big Box Retailers
- (4) Professional Construction Firms

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	Value ³
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		

¹ If the product you reported on this page does not exactly meet the product specifications but is comparable and competes with the specified product checked above, please check here .

² For the specified or comparable product reported on this page, report the following information:

- (1) Your firm's grade designation _____
- (2) Diamond impact strength (Toughness Index (TI)/Thermal Toughness Index (TTI)) _____ or other measure of strength (specify) _____
- (3) Diamond concentration (percent of diamonds by volume in the segment) _____, or in carats/ccm _____, or other measure of concentration (specify) _____

³ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point(s) of shipment.

PART IV.--PRICING AND MARKET FACTORS--Continued

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

IV-A-1. Please describe below for the customer categories that you are familiar with **a)** how your firm defines each of the customer categories listed below, providing examples for each, **b)** the principal type(s) of finished DSBs (e.g., diameter, grade, segmented versus continuous rim, method of attaching cutting surface to the core, wet versus dry saw use, etc.) that you sell to each type of customer, **c)** the principal end use(s) of the finished DSBs purchased by these customers; and, for distributor, retail, and retail outlet purchasers **d)** their principal types of customers to whom they sell finished DSBs (e.g., professional construction contractors, do-it-yourself, general construction, etc.).

(1) Branded distributors:

- a. _____

- b. _____

- c. _____

- d. _____

(2) Other distributors:

- a. _____

- b. _____

- c. _____

- d. _____

(3) National big-box retailers:

- a. _____

- b. _____

- c. _____

- d. _____

(4) Other retailers:

- a. _____

- b. _____

- c. _____

- d. _____

PART IV.--PRICING AND MARKET FACTORS--Continued

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

IV-A-1. Continued

(5) Specialty diamond saw producers and/or DSB producers:

- a. _____

- b. _____

- c. _____

- d. _____

(6) General purpose saw producers:

- a. _____

- b. _____

- c. _____

- d. _____

(7) Professional construction end users:

- a. _____

- b. _____

- c. _____

- d. _____

(8) Other end user(s) (specify _____):

- a. _____

- b. _____

- c. _____

- d. _____

PART IV.--PRICING AND MARKET FACTORS--Continued

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

IV-A-2. Does your firm produce and/or sell finished DSBs of different grades in the U.S. market?

- No Yes--Please identify any differences in the physical characteristics of the finished DSBs, including segments, cores, and method/skill of attaching the cutting surface to the core, that would result in finished DSBs that are the same type and diameter, but are different in terms of grade. Identify the product features for different grade designations and identify the country(ies) of origin for finished DSBs of different grades.

IV-A-3. Please specify the performance measure(s) of finished DSBs that are used to differentiate finished DSBs by grade in the U.S. market, and provide the performance ratings for different grade designations of finished DSBs.

IV-A-4. Do the finished DSBs discussed above that are of different grades, compete with each other in the U.S. market?

- No Yes--Please identify specific end uses in which such competition occurs and identify the type/diameter of finished DSBs and grade designations.

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 diamond saw blades and parts thereof (DSB products) to all U.S. customers during January 2003-December 2005. If your responses differ by sales to different types of U.S. customers (distributors, retailers, OEMs, end users, etc.) or by sales of different diameters, grades, or types of finished diamond sawblades (segmented, continuous rim, laser-welded, soldered/brazed, sintered, etc.) that you produce, 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.**

Please note that, unless otherwise specified, the questions in this section refer to your firm's sales of both finished diamond sawblades and parts thereof. If your firm sells both diamond sawblades and parts and your response to any question(s) differs based on the category of product (i.e., finished diamond sawblades or parts of diamond sawblades), please respond separately for finished diamond saw blades and for the specific part(s) (DSB cores, DSB segments, etc).

IV-B-1. Approximately what value (in dollars) of your firm's total **U.S. commercial shipments** of its U.S.-produced DSB products in 2005 were on a (1) long-term contract/agreement basis (multiple deliveries for more than 12 months), (2) short-term contract/agreement basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)? Report separately as indicated for shipments of finished DSBs, DSB cores, and DSB segments.

Type of shipment	2005 U.S. commercial shipment value (dollars)		
	Finished DSBs	Cores	Segments
Long-term contracts/agreements			
Short-term contracts/agreements			
Spot sales			
Total			

Note.--Total value for each product category should equal 100 percent of the value of 2005 U.S. commercial shipments for each of the above product categories reported by your firm on pages 6 and 8 of this questionnaire.

IV-B-2. If you sell on a long-term contract/agreement basis, please answer the following questions with respect to provisions of a typical long-term contract/agreement. Report separately as applicable for shipments of finished DSBs, DSB cores, and DSB segments; **COPY THIS QUESTION AS NEEDED** for more than one product category if your responses differ by category of product. If responses remain the same, then check all that apply to your firm for such responses on a single page.

Finished DSBs Cores Segments (Check as applicable)

(a) What is the average duration of a contract/agreement? _____

(b) Can prices be renegotiated during the contract/agreement period? _____

(c) Does the contract/agreement fix quantity, price, or both? _____

(d) Does the contract/agreement have a meet or release provision? _____

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

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

IV-B-3. If you sell on a short-term contract/agreement basis, please answer the following questions with respect to provisions of a typical short-term contract/agreement. Report separately as applicable for shipments of finished DSBs, DSB cores, and DSB segments; COPY THIS QUESTION AS NEEDED for more than one product category if your responses differ by category of product. If responses remain the same, then check all that apply to your firm for such responses on a single page.

Finished DSBs Cores Segments (Check one or as applicable)

(a) What is the average duration of a contract/agreement? _____

(b) Can prices be renegotiated during the contract/agreement period? _____

(c) Does the contract/agreement fix quantity, price, or both? _____

(d) Does the contract/agreement have a meet or release provision? _____

IV-B-4. Please describe how your firm determines the prices that it charges for sales of its U.S.-produced DSB products (transaction by transaction negotiation, contracts/agreements 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.

(1) Report separately as applicable for shipments of finished DSBs, DSB cores, and DSB segments; COPY THIS QUESTION AS NEEDED for more than one product category if your responses differ by category of product. If responses remain the same, then check all that apply to your firm for such responses on a single page.

Finished DSBs Cores Segments (Check one or as applicable)

Long-term: _____

Short-term: _____

Spot: _____

(2) Please list any price change announcements, since January 1, 2003, that your firm issued for its U.S.-produced DSB products that it sells; provide the date(s) of any change(s), the products affected, the size of any price increases or decreases, and the extent to which the price increases held.

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

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

IV-B-5. Please describe the bases for any price discounting by your firm (quantity discounts, annual total volume discounts, etc.), whether a formal policy or as needed for selected customers. Report separately for shipments of finished DSBs, DSB cores, and DSB segments that apply to your firm.

Finished DSBs _____
 Cores _____
 Segments _____

IV-B-6. Report separately for shipments of finished DSBs, DSB cores, and DSB segments that apply to your firm.

(a) What are your firm's typical sales terms for its U.S.-produced DSB products (e.g., 2/10 net 30 days, net 30 days, etc.)?

Finished DSBs _____ Cores _____ Segments _____

(b) On what basis are your prices of its U.S.-produced DSB products usually quoted (e.g., f.o.b. your plant/warehouse, or delivered)?

Finished DSBs _____ Cores _____ Segments _____

IV-B-7. What is the average lead time (days) between a U.S. customer's order and the approximate date of delivery for your firm's **U.S. commercial shipments** of its U.S.-produced DSB products during 2005? Report separately as indicated in the table for shipments of finished DSBs, DSB cores, and DSB segments that apply to your firm, and whether shipped from U.S. inventory or direct from U.S. production.

Product/Source	Share of 2005 U.S. commercial shipment value (percent)	Lead time (days)
Finished DSBs:		
From U.S. inventory		
From U.S. production		
Total	100%	
Cores:		
From U.S. inventory		
From U.S. production		
Total	100%	
Segments:		
From U.S. inventory		
From U.S. production		
Total	100%	
Note.--Total of value shares in each of the above product categories should account for 100 percent of the value of 2005 U.S. commercial shipments for each such product category reported by your firm on pages 6 and 8 of this questionnaire.		

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

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

IV-B-8. Report separately for shipments of your firm's U.S.-produced finished DSBs, DSB cores, and DSB segments that apply to your firm.

(a) What is the approximate percentage of the total delivered cost of DSB products that is accounted for by U.S. inland transportation costs? _____ percent.

Finished DSBs _____ Cores _____ Segments _____

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

Finished DSBs _____ Cores _____ Segments _____

(c) What proportion of your sales occur within--

Finished DSBs:

100 miles of your U.S. storage and/or production facility(ies)? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

Cores:

100 miles of your U.S. storage and/or production facility(ies)? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

Segments:

100 miles of your U.S. storage and/or production facility(ies)? _____ 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 U.S.-produced DSB products? COPY THIS QUESTION AS NEEDED for more than one product category, if your responses differ by category of product. If responses remain the same, then check all that apply to your firm for such responses on a single page.

Finished DSBs Cores Segments (Check as applicable)

Northeast Mid-Atlantic Midwest Southeast

Southwest Rocky Mountains West Coast Northwest

National Other (describe) _____

IV-B-10. Describe the principal end uses of the finished DSBs that you manufacture. For each end-use activity, estimate, if possible, the percentage of the total cost of that end use accounted for by finished DSBs produced by your firm?

(1) End use as it relates to the material(s) being cut (specify the material(s)):

<u>End use</u>	<u>Share of total cost for cutting material accounted for by finished DSBs (percent)</u>
_____	_____
_____	_____

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

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

(2) End use as it relates to the overall project and not just restricted to the material(s) being cut (specify the material(s) and the overall project):

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

IV-B-11. (a) Please list in order of importance the top three products that may be substituted for finished DSBs in the U.S. market. If none, please indicate. (*Substitute products are products that can, based on market price considerations and residential 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.*)

___ None (skip to question IV-B-12)

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications/end uses and specify the material(s) being cut for which they are substitutes.

(1) _____

(2) _____

(3) _____

(c) Have changes in the prices of these products affected the price or quantity (increases and/or decreases) for finished DSBs in the U.S. market since 2003?

No Yes—Please explain how changes in the relative prices of the above substitutes affected the price or quantity of finished DSBs or vice-a-versa. Also identify the percentage change in relative prices and the time lag for any such impact and whether this varies by type of finished DSBs, end use, or material being cut.

(1) _____

(2) _____

(3) _____

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

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

V-B-12. Please discuss the extent to which different types of finished DSBs may substitute for each other in the U.S. market and the most likely application/end uses (identify the material(s) being cut) for which they may be substitutes. Discuss separately any substitution between (1) segmented and continuous rim finished DSBs, (2) substitution among finished DSBs where the core and cutting surface are laser welded, soldered/brazed, or sintered, (3) substitution among finished DSBs of different diameters, (4) substitution among different grades of finished DSBs (specify physical quality characteristics of the DSBs that you consider), and (5) any other forms of substitution among different types of finished DSBs. If none, please indicate.

___ None (skip to question IV-B-13)

(1) Segmented versus continuous rim DSBs _____

(2) Laser welded, soldered/brazed, or sintered DSBs _____

(3) Different diameters of DSBs _____

(4) Different grades of DSBs _____

(5) Other forms of DSB substitution _____

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

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

IV-B-13. a) Have there been any significant changes in the product range, product mix, or marketing of DSB products in the U.S. market since January 1, 2003?

No: Finished DSBs Cores Segments

Yes--Please describe and identify by the specific DSB product categories that apply to your firm and in particular any shifts in U.S. produced and subject imported finished DSBs and DSB cores of different diameters (identify specific countries of origin).

Finished DSBs _____

Cores _____

Segments _____

b) Do you anticipate any significant changes in the product range, product mix, or marketing of DSB products in the U.S. market in the future?

No: Finished DSBs Cores Segments

Yes--Please describe and identify the specific DSB product categories that apply to your firm and in particular any shifts in U.S. produced and subject imported finished DSBs and DSB cores of different diameters. Specify the future time period that you have in mind and identify the specific countries of origin.

Finished DSBs _____

Cores _____

Segments _____

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

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

IV-B-14. Does your firm sell its U.S.-produced DSB products over the internet? Report and identify separately as applicable to your firm for finished DSBs, DSB cores, and DSB segments.

No: Finished DSBs Cores Segments

Yes--Please describe, noting the estimated percentage of your firm's total value of U.S. commercial shipments of its U.S.-produced DSB products in 2005 accounted for by internet sales. Report and identify separately as appropriate for finished DSBs, DSB cores, and DSB segments.

Finished DSBs: _____

Cores: _____

Segments: _____

IV-B-15. How has demand within the United States (and outside the United States, if known) for DSB products changed since January 1, 2003? What principal factors affected changes in demand? Discuss as appropriate demand trends for different applications and/or different types of purchasers. Report separately as applicable to your firm for finished DSBs, DSB cores, and DSB segments; COPY THIS QUESTION AS NEEDED for more than one product category. If responses remain the same by product category, then check all that apply to your firm for such response on a single page.

United States:

Finished DSBs Cores Segments (Check as applicable)

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand? Note different applications and/or different types of purchasers where applicable.

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

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

IV-B-15. Continued--

Outside the United States (specify countries _____):

Finished DSBs Cores Segments (Check as applicable)

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand? Note different applications and/or different types of purchasers where applicable.

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

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

IV-B-16. COPY THIS QUESTION AS NEEDED for more than one product category. If responses remain the same by product category, then check all that apply to your firm for such responses on the same page.

Do you anticipate any future changes in demand for DSB products in the United States (and outside the U.S. market, if known)? Discuss as appropriate demand trends for different applications and/or different types of purchasers.

No--United States:

Finished DSBs Cores Segments (Check as applicable)

Outside the U.S. market (specify countries _____):

Finished DSBs Cores Segments (Check as applicable)

Yes--Please describe and quantify if possible and respond separately for finished DSBs, DSB cores, and DSB segments that apply to your firm. Note different applications and/or different types of purchasers where applicable.

United States:

Finished DSBs _____

Cores _____

Segments _____

Outside the U.S. market (specify countries _____):

Finished DSBs _____

Cores _____

Segments _____

IV-B-17. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss DSB product supply (including production capacity and capacity utilization) and/or demand in (1) the United States, (2) each of the other major producing/consuming countries, including China and Korea, and (3) the world as a whole. Of interest is such data from 2003 to the present and forecasts for the future.

PART IV.--PRICING AND MARKET FACTORS--Continued

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

IV-B-18. Are your exports of U.S.-produced DSB products subject to any tariff or non-tariff barriers to trade in other countries?

- No
- Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2003, or that are expected to occur in the future. Report separately as appropriate for finished DSBs, DSB cores, and DSB segments that apply to your firm.

Finished DSBs: _____

Cores: _____

Segments: _____

IV-B-19. To what extent have changes in the prices of raw materials used to produce DSB products affected your firm's selling prices for its U.S.-produced DSB products in the United States during January 2003-December 2005? Identify any such raw materials and discuss any anticipated changes in your raw material costs in the future. Report for finished DSBs produced by your firm and include the impact of raw material prices on any DSB components purchased by your firm, such as cores and segments, to be used by your firm to produce finished DSBs. In addition, if applicable, report separately for DSB cores and for DSB segments produced by your firm for sale.

Finished DSBs _____

Cores (produced and sold by your firm) _____

Segments (produced and sold by your firm) _____

PART IV.--PRICING AND MARKET FACTORS--Continued

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

IV-B-20. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that, in turn, affected the price and/or availability of U.S.-produced DSB products in the U.S. market since 2003?

No: Finished DSBs Cores Segments

Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your U.S. shipment volumes and prices. Report for finished DSBs produced by your firm and include the impact of other factors on any components purchased by your firm, such as cores and segments, used by your firm to produce finished DSBs. In addition, if applicable, report separately for DSB cores and for DSB segments produced by your firm for sale.

Finished DSBs _____

Cores (produced and sold by your firm) _____

Segments (produced and sold by your firm) _____

PART IV.--PRICING AND MARKET FACTORS--Continued

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

IV-B-21. a) Please explain if your firm's U.S. inventories of its U.S.-produced DSB products are of types or sizes not useable in the U.S. market, committed to customers by supply agreements, or other reasons that prevent your firm from using at least a portion of this inventory to increase shipments in the U.S. market within a 12-month period. For each type of limitation reported, give specific reasons and examples and, if available, provide any supporting documentation. Report for finished DSBs produced by your firm. In addition, if applicable, report separately for DSB cores and for DSB segments produced by your firm for sale.

Finished DSBs _____

Cores (produced and sold by your firm) _____

Segments (produced and sold by your firm) _____

b) Estimate the share (in percent) of the total quantity of your 2005 U.S. end-of-period inventories of your U.S.-produced diamond sawblades that could be used to increase shipments to the U.S. market in a 12-month period. Report for finished DSBs produced by your firm. In addition, if applicable, report separately for DSB cores and for DSB segments produced by your firm for sale.

Finished DSBs ____% Cores _____% Segments _____%

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

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

Please respond to question IV-B-22 only for those countries and DSB products for which you have marketing and pricing knowledge. Respond separately as applicable for finished DSBs, DSB cores, and DSB segments and COPY THIS PAGE AS NEEDED to respond for the different product categories; if responses remain the same by product category, then check all that apply to your firm for such responses on a single page.

Finished DSBs Cores Segments (Check as appropriate)

IV-B-22. Are DSB products 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 <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. ¹					
Country-pair	China	Korea	Other country 1	Other country 2	Other country 3
United States					
China					
Korea					
Other country 1					
Other country 2					
¹ For any country-pair producing DSB products which are <i>sometimes or never</i> interchangeable, please identify the country pair, product category, and explain the factors that limit or preclude interchangeable use:					
Identify: Other country 1-		Other Country 2-		Other country 3--	

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

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

Please respond to question IV-B-23 only for those countries and DSB products for which you have marketing and pricing knowledge. Respond separately as applicable for finished DSBs, DSB cores, and DSB segments and COPY THIS PAGE AS NEEDED to respond for the different product categories; if responses remain the same by product category, then check all that apply to your firm for such responses on a single page.

Finished DSBs Cores Segments (Check as appropriate)

IV-B-23. Are differences other than price (i.e., grade, quality, availability, transportation network, product range, technical support, etc.) between DSB products 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 <i>always</i> significant, "F" to indicate that such differences are <i>frequently</i> significant, "S" to indicate that such differences are <i>sometimes</i> significant, "N" to indicate that such differences are <i>never</i> significant, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. ¹					
Country-pair	China	Korea	Other country 1	Other country 2	Other country 3
United States					
China					
Korea					
Other country 1					
Other country 2					
¹ For any country-pair for which factors other than price <i>always or frequently</i> are a significant factor in your firm's sales of DSB products, identify the country-pair, the product category, and report the advantages or disadvantages imparted by such factors:					
Identify: Other country 1-		Other Country 2-		Other country 3--	

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 5 largest customers for its U.S.-produced finished DSBs and 5 largest customers for its U.S.-produced DSB components (e.g. cores, segments, etc.) during 2003-2005. Please also provide the name and telephone number of a contact person and the share of the value of your firm's total 2005 U.S. commercial shipments of finished DSBs accounted for by each of the 5 largest customers for this product category, and the share of the value of your firm's total 2005 U.S. commercial shipments of DSB components accounted for by each of the 5 largest customers for this latter product category. Identify where indicated DSB components as DSB cores, DSB segments, or a combination of such products associated with each such customer identified.

Finished DSBs:

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 2005 shipments (%)
1					
2					
3					
4					
5					

DSB components:

No.	Customer's name	Component(s)	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2005 shipments (%)
1						
2						
3						
4						
5						

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

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

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made **AFTER** the filing of the petition.)

Since January 1, 2003: Did your firm lose sales of DSB products to imports of these products from China or Korea?

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)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (UNITS)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)