

PRODUCERS' QUESTIONNAIRE
SUPERALLOY DEGASSED CHROMIUM FROM JAPAN

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 September 12, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning superalloy degassed chromium from Japan (Inv. No. 731-TA-1090 (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 superalloy degassed chromium (as defined in the instruction booklet) at any time since January 1, 2002?</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 this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

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

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 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 investigation 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 II.--TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm produce other products (for example, vacuum melt grade chromium) on the same equipment and machinery used in the production of superalloy degassed chromium?

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 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Superalloy degassed chromium	_____	_____	_____
_____	_____	_____	_____

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

II-5. Does your firm produce other products (for example, vacuum melt grade chromium) using the same production and related workers employed to produce superalloy degassed chromium?

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 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Superalloy degassed chromium	_____	_____	_____
_____	_____	_____	_____

II-6. Please describe the relative advantages and disadvantages of each superalloy degassed chromium production method (i.e., electrolytic, silicothermic, and aluminothermic).

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

II-7. Since January 1, 2002, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of superalloy degassed chromium?

No Yes--Name firm: _____

II-8. Does your firm produce superalloy degassed chromium in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-9. Since January 1, 2002, has your firm imported superalloy degassed chromium?

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

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

II-10. Comparability of superalloy degassed chromium and vacuum melt grade chromium.--Please describe the differences and similarities between superalloy degassed chromium and vacuum melt grade chromium in terms of the following factors: (a) **physical characteristics and uses**; (b) **interchangeability** – whether the two products are substitutable in specific, representative end uses, including an estimate of how often the products are actually used in the applications; (c) **channels of distribution**; (d) **manufacturing processes** – the extent to which the products share common manufacturing facilities, production processes, and production employees; (e) **price**; and (f) **customer and producer perceptions**. Use additional pages as necessary.

(a) Physical characteristics and uses: _____

(b) Interchangeability: _____

(c) Channels of distribution: _____

(d) Manufacturing processes: _____

(e) Price: _____

(f) Customer and producer perceptions: _____

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

II-11. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **superalloy degassed chromium** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years				
	2002	2003	2004	January-June 2004	January-June 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)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					
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 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 2002, 2003, 2004, Jan.-June 2004, and Jan.-June 2005 below:

³ Identify your principal export markets: _____.

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?

Yes No--Please explain: _____.

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

II-12. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **vacuum melt grade chromium** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years				
	2002	2003	2004	January-June 2004	January-June 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)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					
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 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 2002, 2003, 2004, Jan.-June 2004, and Jan.-June 2005 below:

³ Identify your principal export markets: _____.

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?

Yes No--Please explain: _____.

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

II-13. If you reported transfers to related firms in question II-11, 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.

II-14. Other than direct imports, has your firm otherwise purchased **superalloy degassed chromium** since January 1, 2002? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Calendar years				
	2002	2003	2004	January-June 2004	January-June 2005
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
Japan:					
<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 II.--TRADE AND RELATED INFORMATION--Continued

II-15. If you reported transfers to related firms in question II-12, 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.

II-16. Other than direct imports, has your firm otherwise purchased vacuum melt grade chromium since January 1, 2002? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Calendar years				
	2002	2003	2004	January-June 2004	January-June 2005
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
Japan:					
<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 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 _____ 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: Please submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes superalloy degassed chromium, 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 superalloy degassed chromium 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.

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 superalloy degassed chromium. 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 superalloy degassed chromium, and provide the share of net sales value accounted for by these other products in your most recent fiscal year:

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

PART III.--FINANCIAL INFORMATION--Continued

III-9. Operations on superalloy degassed chromium.--Report the revenue and related cost information requested below on the superalloy degassed chromium operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right and January-June of 2004 and 2005. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost (202-205-3432 or charles.yost@usitc.gov) before completing this section of the questionnaire.

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2004	2005
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:					
Selling expenses					
General and administrative expenses					
Total 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-10. Operations on vacuum melt grade chromium.--Report the revenue and related cost information requested below on the vacuum melt grade chromium operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right and January-June of 2004 and 2005. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost (202-205-3432 or charles.yost@usitc.gov) before completing this section of the questionnaire.

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2004	2005
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:					
Selling expenses					
General and administrative expenses					
Total 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-11. Production cost of superalloy degassed chromium.--Report your firm's fully absorbed cost of processing high carbon ferrochromium ore to chrome metal and from chrome metal to superalloy degassed chromium. Provide data for your three most recently completed fiscal years in chronological order from left to right and for the specified interim periods.

Item	(Value in \$1,000)				
	Fiscal years ended--			January-June	
	_____	_____	_____	2004	2005
Cost of high carbon ferrochromium ore					
Processing costs to produce electrolytic chromium metal					
Processing costs to produce superalloy degassed chromium					
Total production cost of superalloy degassed chromium					

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of superalloy degassed chromium. 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 for your three most recently completed fiscal years in chronological order from left to right.

Value of	(Value in \$1,000)		
	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. All other current assets			
E. Total current assets (lines 1.A. through 1.D.)			
2. Non-current assets			
A. Property, plant, and equipment (PPE) at cost			
B. Less: Accumulated depreciation			
C. Equals: Net book value of PPE			
D. All other non-current assets			
Total non-current (lines 2.C and 2.D.)			
3. Total assets (total current and non-current)			

PART III.--FINANCIAL INFORMATION--Continued

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of vacuum melt grade chromium. 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 for 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 product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. All other current			
E. Total current assets (lines 1.A. through 1.D.)			
2. Non-current assets			
A. Property, plant, and equipment (PPE) at cost			
B. Less: Accumulated depreciation			
C. Equals: Net book value of PPE			
D. All other non-current assets			
Total non-current (lines 2.C and 2.D.)			
3. Total assets (total current and non-current)			

III-14. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on superalloy degassed chromium. Provide data for your three most recently completed fiscal years in chronological order from left to right and January-June of 2004 and 2005.

(Value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2004	2005
Capital expenditures					
Research and development expenditures					

PART III.--FINANCIAL INFORMATION--Continued

III-15. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on vacuum melt grade chromium. Provide data for your three most recently completed fiscal years in chronological order from left to right and January-June of 2004 and 2005.

(Value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2004	2005
Capital expenditures					
Research and development expenditures					

III-16. Since January 1, 2002, 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 superalloy degassed chromium from Japan?

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-17. Does your firm anticipate any negative impact of imports of superalloy degassed chromium from Japan?

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 Clark Workman (202-708-5403).

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 2002-June 2005:

Product 1.--Regular Grade: For sales to superalloy producers - superalloy degassed chromium containing more than 0.002 percent nitrogen and more than 0.001 percent sulphur.

Product 2.--Low Nitrogen Grade: For sales to superalloy producers - superalloy degassed chromium containing 0.002 percent or less nitrogen and more than 0.001 percent sulphur.

Product 3.--Low Sulphur Grade: For sales to superalloy producers - superalloy degassed chromium containing 0.001 percent or less sulphur and more than 0.002 percent nitrogen.

Product 4.--Low Nitrogen and Low Sulphur Grade: For sales to superalloy producers - superalloy degassed chromium containing 0.002 percent or less nitrogen and 0.001 percent or less sulphur.

Please note that total dollar values should be on a delivered basis (i.e., should include 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 or rebates and the value of returned goods).

Do not report all sales as Product 1 if you sold merchandise that qualifies as Product 2, 3, or 4, even if it was sold in conjunction with, or for the same price as, merchandise qualifying as Product 1. Instead, report sales of that merchandise as Product 2, 3, or 4, as appropriate. In addition, report the minimum and maximum sulphur and nitrogen contents of the merchandise reported as Product 1, 2, 3 and 4 (separately for each product).

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.

Product 1 Product 2 Product 3 Product 4

<i>(Quantity in 1,000 pounds, value in 1,000 dollars)</i>		
Period of shipment	Quantity	Value ²
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² Net values (i.e., gross sales values less all discounts allowances, rebates, and the value of returned goods) on a delivered basis (i.e., including inland transportation cost paid by the seller).		

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 superalloy degassed chromium (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.

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced superalloy degassed chromium (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic superalloy degassed chromium 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 superalloy degassed chromium in 2004 was 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) Can prices be renegotiated during the contract period? _____

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

(d) 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) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) 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 superalloy degassed chromium?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of superalloy degassed chromium 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 superalloy degassed chromium?

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

IV-B-10. Describe the end uses of the superalloy degassed chromium that you manufacture. For each end-use product, approximately what percentage of the total cost is accounted for by superalloy degassed chromium?

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

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

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

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

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

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

(c) Have changes in the prices of these products affected the price for superalloy degassed chromium?

No Yes--To what degree do changes in their prices affect the price for superalloy degassed chromium? 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 superalloy degassed chromium or final end use?

(d) Please describe the impact, if any, of vacuum melt grade chromium on superalloy degassed chromium demand and prices since January 1, 2002.

IV-B-12. How has the demand within the United States (and outside the United States if known) for superalloy degassed chromium changed since January 1, 2002? What principal factors have affected changes in demand?

Increased Unchanged Decreased

IV-B-13. Please project U.S. demand trends for superalloy degassed chromium in the (1) aircraft industry and (2) power generation sector, in 2005 and 2006.

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

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

IV-B-14. Have there been any significant changes in the product range or marketing of superalloy degassed chromium since January 1, 2002?

No Yes--Please describe.

IV-B-15. Does your firm sell superalloy degassed chromium over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of superalloy degassed chromium in 2004 accounted for by internet sales.

IV-B-16. Does your firm sell on a consignment basis?

No Yes--What are your consignment terms (including consignment period allowed and payment requirements)?

IV-B-17. What was the average number of days that your merchandise was held in consignment on customer premises in 2004? Did this vary by customer?

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

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

IV-B-18. Is superalloy degassed chromium 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.¹

Country-pair	United States	Japan	Other countries
United States			
Japan			

¹ For any country-pair producing superalloy degassed chromium which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for superalloy degassed chromium during 2002-2004. 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 superalloy degassed chromium that each of these customers accounted for in 2004.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

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

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, 2002: Did your firm lose sales of superalloy degassed chromium to imports of these products from Japan?

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 (1,000 pounds)	Rejected U.S. price (total value--1,000 dollars)	Country of origin	Accepted import price (total value-- 1,000 dollars)