

**U.S. IMPORTERS' QUESTIONNAIRE**

**SMALL DIAMETER GRAPHITE ELECTRODES FROM CHINA**

**This questionnaire must be received by the Commission by no later than November 5, 2008**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning small diameter graphite electrodes from China (inv. No. 731-TA-1143 (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><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm imported small diameter graphite electrodes or large diameter graphite electrodes (as defined in the instruction booklet) from any country at any time since January 1, 2005?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</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 means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout 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.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ( )</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ( )</i>	

**PART I.—GENERAL INFORMATION**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

\_\_\_\_\_hours \_\_\_\_\_dollars

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

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

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

I-3. 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 INFORMATION--Continued**

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing small diameter graphite electrodes from China into the United States or which are engaged in exporting small diameter graphite electrodes from China to the United States?

No                       Yes--List the following information

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of small diameter graphite electrodes?

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

I-6. Please indicate the nature of your firm's importing operations on small diameter graphite electrodes. More than one answer may be applicable.

- |  |   |
|--|---|
| <input type="checkbox"/> Importer of record                    | <input type="checkbox"/> Takes title to the imported product(s) |
| <input type="checkbox"/> Consignee of the imported products(s) | <input type="checkbox"/> Customs broker or freight forwarder.   |

I-7. If your firm is an importer of record of small diameter graphite electrodes but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL INFORMATION--Continued**

I-8. Please indicate whether your firm enters small diameter graphite electrodes into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones      No             Yes

Bonded warehouses      No             Yes

I-9. Please indicate whether your firm imports small diameter graphite electrodes under the TIB (temporary importation under bond) program.

No             Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify. \_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187 [fred.ruggles@usitc.gov](mailto:fred.ruggles@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 number E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; or any other change in the character of your operations or organization relating to the importation of small diameter graphite electrodes since January 1, 2005?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-3. Has your firm imported or arranged for the importation of small diameter graphite electrodes from China for delivery after September 30, 2008?

No       Yes--Indicate when such orders are to be delivered and the quantities involved.

<u>Date</u>	<u>Quantity (metric tons)</u>
September – December 2008	_____
January - March 2009	_____
April – June 2009	_____
July – September 2009	_____
_____	_____

II-4. If your firm also produces small diameter graphite electrodes in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

II-5. Since January 1, 2005, has your firm imported large diameter graphite electrodes?

No  Yes

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

For each of the above factors, please indicate whether product comparisons are “fully” comparable or the same, *i.e.*, have no differentiation between them; “mostly” comparable or similar; “somewhat” comparable or similar; “never” or not-at-all comparable or similar; or “no familiarity”.

**(a) Characteristics and uses:**

Fully  Mostly  Somewhat  Rarely  Never  No familiarity

---

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**(b) Interchangeability:**

Fully  Mostly  Somewhat  Rarely  Never  No familiarity

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**(c) Manufacturing processes:**

Fully  Mostly  Somewhat  Rarely  Never  No familiarity

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**(d) Channels of distribution:**

Fully  Mostly  Somewhat  Rarely  Never  No familiarity

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

II-5.--Continued

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

Fully    Mostly    Somewhat    Rarely    Never    No familiarity

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**(f) Price:**

Fully    Mostly    Somewhat    Rarely    Never    No familiarity

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II-6. Report your firm's U.S. shipments of imports by size during the specified periods.

Item	(Quantity in metric tons)				
	Calendar years			January-September	
	2005	2006	2007	2007	2008
<b>China:</b>					
<b>Total U.S. shipments:</b>					
8 inches and below					
10 inches					
12 inches					
14 inches					
16 inches					
Above 16 inches					
Total <sup>1</sup>					
<b>All other sources combined:</b>					
<b>Total U.S. shipments:</b>					
8 inches and below					
10 inches					
12 inches					
14 inches					
16 inches					
Above 16 inches					

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

II-7a. **IMPORTS OF SMALL DIAMETER GRAPHITE ELECTRODES FROM CHINA**.--Report your firm's imports and your firm's shipments and inventories of **small diameter graphite electrodes** imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**China**

Quantity (in metric tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known:					
_____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below:					
_____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					



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

II-7b. **IMPORTS OF LARGE DIAMETER GRAPHITE ELECTRODES FROM CHINA**.--Report your firm's imports and your firm's shipments and inventories of **large diameter graphite electrodes** imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**China**

Quantity (in metric tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known:					
_____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below:					
_____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-8a. **IMPORTS OF SMALL DIAMETER GRAPHITE ELECTRODES FROM NONSUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of **small diameter graphite electrodes** imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in metric tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the sources and foreign producers, if known:					
_____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below:					
_____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --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-8b. **IMPORTS OF LARGE DIAMETER GRAPHITE ELECTRODES FROM NONSUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of **large diameter graphite electrodes** imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in metric tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the sources and foreign producers, if known:					
_____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below:					
_____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --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-9. Report your firm's monthly imports, by Chinese producer, into the United States of small diameter graphite electrodes during the specified periods.

Name of Chinese producer/exporter: \_\_\_\_\_

Quantity (in metric tons)						
Item/month	July 2007	August 2007	September 2007	October 2007	November 2007	December 2007
Exports to the United States						

Quantity (in metric tons)						
Item/month	January 2008	February 2008	March 2008	April 2008	May 2008	June 2008
Exports to the United States						

Name of Chinese producer/exporter: \_\_\_\_\_

Quantity (in metric tons)						
Item/month	July 2007	August 2007	September 2007	October 2007	November 2007	December 2007
Exports to the United States						

Quantity (in metric tons)						
Item/month	January 2008	February 2008	March 2008	April 2008	May 2008	June 2008
Exports to the United States						

Name of Chinese producer/exporter: \_\_\_\_\_

Quantity (in metric tons)						
Item/month	July 2007	August 2007	September 2007	October 2007	November 2007	December 2007
Exports to the United States						

Quantity (in metric tons)						
Item/month	January 2008	February 2008	March 2008	April 2008	May 2008	June 2008
Exports to the United States						

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

Further information on this part of the questionnaire can be obtained from Nancy Bryan (202-205-2088, [nancy.bryan@usitc.gov](mailto:nancy.bryan@usitc.gov))

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

Company contact:

\_\_\_\_\_

Name and title

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

Phone number

\_\_\_\_\_

E-mail address

**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 imported from China and your two largest country sources other than China during January 2005-September 2008:

**Product 1.—HP graphite electrodes, 250 mm. (10 inches) nominal diameter x 1,800 mm. (72 inches) nominal length, 3 TPI taper connecting pin.**

**Product 2.— HP graphite electrodes, 300 mm. (12 inches) nominal diameter x 1,800 mm. (72 inches) nominal length, 3 TPI taper connecting pin.**

**Product 3.— UHP graphite electrodes, 250 mm. (10 inches) nominal diameter x 1,800 mm. (72 inches) nominal length, 3 TPI taper connecting pin.**

**Product 4.— UHP graphite electrodes, 350 mm. (14 inches) nominal diameter x 1,800 mm. (72 inches) nominal length, 3 TPI taper connecting pin.**

**Product 5.-- UHP graphite electrodes, 400 mm. (16 inches) nominal diameter x 1,800 mm. (72 inches) nominal length, 3 TPI taper connecting pin.**

**Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

**Report quantity in *pounds* and value in *dollars*.**

**Please report separately your sales to end users (in table III-2a, III-2b, and III-2c) and sales to distributors (in table III-3a, III-3b, and III-3c).**

**Please report sales on both an f.o.b. and delivered basis.**

**(1) For f.o.b. values:** please note that the total dollar f.o.b. values should be f.o.b., U.S. point of shipment and should *not* include U.S.-inland transportation costs.

**(2) For delivered values:** please note that total dollar delivered values should include delivery to your customers' U.S. facility (i.e., *do* include U.S.-inland transportation costs).

III-2a. Report below the quarterly price data for pricing products<sup>1</sup> imported from China and sold by your firm to end users (quantity in *pounds* and value in *dollars*).

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

**IMPORTS FROM CHINA SOLD TO END USERS  
Products 1-3**

(Quantity <i>in pounds</i> , value <i>in dollars</i> )									
	Product 1			Product 2			Product 3		
	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>
<b>2005:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec									
<b>2006:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec.									
<b>2007:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec									
<b>2008:</b>									
Jan-Mar									
April-June									
July-Sept									

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Net f.o.b. 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 of shipment.

<sup>3</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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

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

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

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

III-2a.—*continued.*

Report below the quarterly price data for pricing products<sup>1</sup> imported from China and sold by your firm to end users (quantity in *pounds* and value in *dollars*).

**IMPORTS FROM CHINA SOLD TO END USERS  
Products 4-5**

(Quantity in pounds, value in dollars)						
	Product 4			Product 5		
	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>
<b>2005:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec.						
<b>2007:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec						
<b>2008:</b>						
Jan-Mar						
April-June						
July-Sept						

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Net f.o.b. 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 of shipment.

<sup>3</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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

Product 5: \_\_\_\_\_

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

III-2b. Report below the quarterly price data for pricing products<sup>1</sup> imported from your largest country source other than China and sold by your firm to end users (quantity in *pounds* and value in *dollars*).

**IMPORTS FROM YOUR LARGEST COUNTRY SOURCE OTHER THAN CHINA  
SOLD TO END USERS  
(please identify nonsubject country): \_\_\_\_\_**

**Products 1-3**

<i>(Quantity in pounds, value in dollars)</i>									
	Product 1			Product 2			Product 3		
	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>
<b>2005:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec									
<b>2006:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec.									
<b>2007:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec									
<b>2008:</b>									
Jan-Mar									
April-June									
July-Sept									

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Net f.o.b. 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 of shipment.

<sup>3</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_



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

III-2b.—*continued.*

Report below the quarterly price data for pricing products<sup>1</sup> imported from China and sold by your firm to end users (quantity in *pounds* and value in *dollars*).

**IMPORTS FROM YOUR LARGEST COUNTRY SOURCE OTHER THAN CHINA  
SOLD TO END USERS**

(please identify nonsubject country): \_\_\_\_\_

**Products 4-5**

(Quantity in pounds, value in dollars)						
	Product 4			Product 5		
	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>
<b>2005:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec.						
<b>2007:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec						
<b>2008:</b>						
Jan-Mar						
April-June						
July-Sept						

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Net f.o.b. 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 of shipment.

<sup>3</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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

Product 5: \_\_\_\_\_

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

III-2c. Report below the quarterly price data for pricing products<sup>1</sup> imported from your second largest country source other than China and sold by your firm to end users (quantity in *pounds* and value in *dollars*).

**IMPORTS FROM YOUR SECOND-LARGEST COUNTRY SOURCE OTHER THAN CHINA SOLD TO END USERS (please identify nonsubject country): \_\_\_\_\_**

**Products 1-3**

(Quantity in pounds, value in dollars)									
	Product 1			Product 2			Product 3		
	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>
<b>2005:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec									
<b>2006:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec.									
<b>2007:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec									
<b>2008:</b>									
Jan-Mar									
April-June									
July-Sept									

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Net f.o.b. 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 of shipment.

<sup>3</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_

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

III-2c.—*continued.*

Report below the quarterly price data for pricing products<sup>1</sup> imported from China and sold by your firm to end users (quantity in *pounds* and value in *dollars*).

**IMPORTS FROM YOUR SECOND-LARGEST COUNTRY SOURCE OTHER THAN CHINA SOLD TO END USERS (please identify nonsubject country): \_\_\_\_\_**

**Products 4-5**

(Quantity in pounds, value in dollars)						
	Product 4			Product 5		
	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b.Value <sup>2</sup>	Delivered Value <sup>3</sup>
<b>2005:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec.						
<b>2007:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec						
<b>2008:</b>						
Jan-Mar						
April-June						
July-Sept						

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Net f.o.b. 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 of shipment.

<sup>3</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S-inland transportation costs).

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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

Product 5: \_\_\_\_\_

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

III-3a. Report below the quarterly price data for pricing products<sup>1</sup> imported from China and sold by your firm to distributors (quantity in *pounds* and value in *dollars*).

**IMPORTS FROM CHINA SOLD TO DISTRIBUTORS  
Products 1-3**

<b>(Quantity in pounds, value in dollars)</b>									
	<b>Product 1</b>			<b>Product 2</b>			<b>Product 3</b>		
	<b>Quantity</b>	<b>F.o.b. Value<sup>2</sup></b>	<b>Delivered Value<sup>3</sup></b>	<b>Quantity</b>	<b>F.o.b. Value<sup>2</sup></b>	<b>Delivered Value<sup>3</sup></b>	<b>Quantity</b>	<b>F.o.b. Value<sup>2</sup></b>	<b>Delivered Value<sup>3</sup></b>
<b>2005:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec									
<b>2006:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec.									
<b>2007:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec									
<b>2008:</b>									
Jan-Mar									
April-June									
July-Sept									

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Net f.o.b. 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 of shipment.

<sup>3</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_

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

III-3a.—*continued.*

Report below the quarterly price data for pricing products<sup>1</sup> imported from China and sold by your firm to distributors (quantity in *pounds* and value in *dollars*).

**IMPORTS FROM CHINA SOLD TO DISTRIBUTORS  
Products 4-5**

<i>(Quantity in pounds, value in dollars)</i>						
	Product 4			Product 5		
	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>
<b>2005:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec.						
<b>2007:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec						
<b>2008:</b>						
Jan-Mar						
April-June						
July-Sept						

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Net f.o.b. 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 of shipment.

<sup>3</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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

Product 5: \_\_\_\_\_

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

III-3b. Report below the quarterly price data for pricing products<sup>1</sup> imported from your largest country source other than China and sold by your firm to distributors (quantity in *pounds* and value in *dollars*).

**IMPORTS FROM YOUR LARGEST COUNTRY SOURCE OTHER THAN CHINA  
SOLD TO DISTRIBUTORS  
(please identify nonsubject country): \_\_\_\_\_**

**Products 1-3**

<i>(Quantity in pounds, value in dollars)</i>									
	Product 1			Product 2			Product 3		
	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>
<b>2005:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec									
<b>2006:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec.									
<b>2007:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec									
<b>2008:</b>									
Jan-Mar									
April-June									
July-Sept									

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Net f.o.b. 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 of shipment.

<sup>3</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_

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

III-3b.—*continued.*

Report below the quarterly price data for pricing products<sup>1</sup> imported from China and sold by your firm to distributors (quantity in *pounds* and value in *dollars*).

**IMPORTS FROM YOUR LARGEST COUNTRY SOURCE OTHER THAN CHINA  
SOLD TO DISTRIBUTORS  
(please identify nonsubject country): \_\_\_\_\_**

**Products 4-5**

<b>(Quantity in pounds, value in dollars)</b>						
	<b>Product 4</b>			<b>Product 5</b>		
	<b>Quantity</b>	<b>F.o.b. Value<sup>2</sup></b>	<b>Delivered Value<sup>3</sup></b>	<b>Quantity</b>	<b>F.o.b. Value<sup>2</sup></b>	<b>Delivered Value<sup>3</sup></b>
<b>2005:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec.						
<b>2007:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec						
<b>2008:</b>						
Jan-Mar						
April-June						
July-Sept						

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Net f.o.b. 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 of shipment.

<sup>3</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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

Product 5: \_\_\_\_\_

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

III-3c. Report below the quarterly price data for pricing products<sup>1</sup> imported from your second largest country source other than China and sold by your firm to distributors (quantity in *pounds* and value in *dollars*).

**IMPORTS FROM YOUR SECOND-LARGEST COUNTRY SOURCE OTHER THAN CHINA SOLD TO DISTRIBUTORS (please identify nonsubject country): \_\_\_\_\_**

**Products 1-3**

<i>(Quantity in pounds, value in dollars)</i>									
	Product 1			Product 2			Product 3		
	Quantity	F.o.b. <sup>2</sup> Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. <sup>2</sup> Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. <sup>2</sup> Value <sup>2</sup>	Delivered Value <sup>3</sup>
<b>2005:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec									
<b>2006:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec.									
<b>2007:</b>									
Jan-Mar									
April-June									
July-Sept									
Oct-Dec									
<b>2008:</b>									
Jan-Mar									
April-June									
July-Sept									

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Net f.o.b. 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 of shipment.

<sup>3</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_



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

III-2c.—*continued.*

Report below the quarterly price data for pricing products<sup>1</sup> imported from China and sold by your firm to distributors (quantity in *pounds* and value in *dollars*).

**IMPORTS FROM YOUR SECOND-LARGEST COUNTRY SOURCE OTHER THAN CHINA SOLD TO DISTRIBUTORS (please identify nonsubject country): \_\_\_\_\_**

**Products 4-5**

(Quantity in pounds, value in dollars)						
	Product 4			Product 5		
	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>	Quantity	F.o.b. Value <sup>2</sup>	Delivered Value <sup>3</sup>
<b>2005:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec.						
<b>2007:</b>						
Jan-Mar						
April-June						
July-Sept						
Oct-Dec						
<b>2008:</b>						
Jan-Mar						
April-June						
July-Sept						

<sup>1</sup> Pricing product definitions are provided on the first page of section IV.

<sup>2</sup> Net f.o.b. 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 of shipment.

<sup>3</sup> Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do include U.S.-inland transportation costs).

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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

Product 5: \_\_\_\_\_

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

III-4. Please describe how your firm determines the prices that it charges for sales of small diameter graphite electrodes (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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III-5. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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III-6. What are your firm's typical sales terms for small diameter graphite electrodes imported from China (e.g., 2/10 net 30 days)? \_\_\_\_\_. On what basis are your prices of such product usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_.

III-7. Approximately what share of your firm's sales of its small diameter graphite electrodes imported from China in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

III-8. 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 III.--PRICING AND RELATED INFORMATION--Continued**

III-9. 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? \_\_\_\_\_

III-10. What is the average lead time between a customer's order and the date of delivery for your firm's sales of small diameter graphite electrodes?

<u>Source</u>	<u>Share of sales,</u> <u>2007</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	_____

III-11. (a) What is the approximate percentage of the total delivered cost of small diameter graphite electrodes that is accounted for by U.S. inland transportation costs?

\_\_\_\_\_ percent of sales to distributors.  
 \_\_\_\_\_ percent of sales to end users.

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

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

III-12. What is the geographic market area in the United States served by your firm's small diameter graphite electrodes? (check all that apply)

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

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

III-13 a.) Describe the end uses of the small diameter graphite electrodes that you import from China. For each end-use product, approximately what percentage of the total cost is accounted for by small diameter graphite electrodes?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

b.) Describe the end uses of the large diameter graphite electrodes that you import from China. For each end-use product, approximately what percentage of the total cost is accounted for by large diameter graphite electrodes?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-14. Report the quantity of your U.S. shipments of graphite electrodes, by size, in 2007, for use in each of the following end uses.

Quantity (in metric tons)				
	Foundry	Steel refining	Steel melting	Other <sup>1</sup> and Unknown
<b>8 inches and below</b>				
<b>10 inches</b>				
<b>12 inches</b>				
<b>14 inches</b>				
<b>16 inches</b>				
<b>Above 16 inches</b>				
<b>Total</b>				
<sup>1</sup> Please identify: _____.				

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

III-15. (a) Can other products be substituted for small diameter graphite electrodes?

No  Yes--Please list these substitute products in order of importance.

(i) \_\_\_\_\_

(ii) \_\_\_\_\_

(iii) \_\_\_\_\_

(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 small diameter graphite electrodes?

No  Yes-- To what degree do changes in their prices affect the price for small diameter graphite electrodes? 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 small diameter graphite electrodes or final end use?

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

III-16. How has the demand within the United States (and outside the United States if known) for small diameter graphite electrodes changed since January 1, 2005? What principal factors affect changes in demand?

Increase  No Change  Decrease

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

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

III-17. Have there been any significant changes in the product range or marketing of small diameter graphite electrodes since January 1, 2005?

- No             Yes -- Please describe.

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III-18. Does your firm sell small diameter graphite electrodes over the internet?

- No             Yes-- Please describe, noting the estimated percentage of your firm's total sales of small diameter graphite electrodes in 2007 accounted for by internet sales.

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III-19. Did your firm change the amounts of its imports (or do you plan to change the amounts of your imports) of small diameter graphite electrodes from China because of the filing of the petition in this investigation?

- No             Yes--Supply specific details as to the time, nature, and amounts of any such changes in imports or orders from China, also indicating whether any increase in such imports replaced or will replace (or whether any or decreases in such imports were replaced by or will be replaced by) small diameter graphite electrodes produced in the United States and/or imported from nonsubject countries.

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

III-20. Did your firm change the amounts of its imports (or do you plan to change the amounts of your imports) of small diameter graphite electrodes from China because of the Department of Commerce's preliminary determinations of sales at less than fair value of small diameter graphite electrodes from China?

- No                       Yes--Supply specific details as to the time, nature, and amounts of any such changes in imports or orders from China, also indicating whether any increase in such imports replaced or will replace (or whether any or decreases in such imports were replaced by or will be replaced by) small diameter graphite electrodes produced in the United States and/or imported from nonsubject countries.

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III-21. Are small diameter graphite electrodes 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 "O" to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Other countries
United States			
China			

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

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

III-23. Please identify below the names and addresses of your firm's 10 largest customers for small diameter graphite electrodes during 2005-2007. 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 small diameter graphite electrodes from China that each of these customers accounted for in 2007.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					