

U.S. PRODUCERS' QUESTIONNAIRE

PRODUCT FROM COUNTRY

This questionnaire must be received by the Commission by no later than **INSERT DATE**

See 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 review of the **countervailing duty/antidumping duty** order concerning **PRODUCT** from **COUNTRY** (Inv. No. **701/731-TA-xxx** (Review)). 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 firm's possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced PRODUCT (as defined in the instruction booklet) at any time since January 1, 2008?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)
Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (use the following PIN: XXXX)

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 proceeding in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings 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>Email 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 50 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. **OMB statistics.**--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. **OMB feedback.**--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 firm's response or send them to the above address.

I-2. **Establishments covered.**--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. **Position regarding continuation of order.**--Does your firm support or oppose continuation of the **antidumping and/or countervailing** duty order currently in place for **PRODUCT** from the following countries?

Country	Support	Oppose	Take no position
Country A	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Country B	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART I.--GENERAL INFORMATION--Continued

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

No Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-5. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing **PRODUCT** from **COUNTRY** into the United States or that are engaged in exporting **PRODUCT** from **COUNTRY** to the United States?

No Yes--List the following information.

Firm name	Address	Affiliation

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing **PRODUCT** from countries other than **COUNTRY** into the United States or that are engaged in exporting **PRODUCT** from countries other than **COUNTRY** to the United States?

No Yes--List the following information.

Firm name and country	Address	Affiliation

PART I.--GENERAL INFORMATION--Continued

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of **PRODUCT**?

No Yes--List the following information.

Firm name	Address	Affiliation

I-8. **Business plan.**--In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for **PRODUCT**?

No	Yes	If yes, please provide the requested documents. If you are not providing the requested documents, please explain why not.
<input type="checkbox"/>	<input type="checkbox"/>	

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **INVESTIGATOR** (202-xxx-xxxx, **NAME@usitc.gov**). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of **PRODUCT** since January 1, 2008.

- (check as many as appropriate)* *(please describe)*
- plant openings _____

 - plant closings..... _____

 - relocations _____

 - expansions..... _____

 - acquisitions..... _____

 - consolidations..... _____

 - prolonged shutdowns or
production curtailments..... _____

 - revised labor agreements..... _____

 - other (*e.g.*, technology) _____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your firm's operations or organization (as noted above) relating to the production of **PRODUCT** in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce PRODUCT (in SPECIFY UNITS) for 2014 and 2015.**

For question II-4, if your firm's response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your firm's operations or organization (as noted above) relating to the production of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce PRODUCT (in SPECIFY UNITS) for 2014 and 2015.**

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

II-5a. **Production and capacity.**-- Please report your firm's production of **PRODUCT**, production of products made on the same equipment and machinery used to produce **PRODUCT**, and the combined production capacity on this shared equipment and machinery in the periods indicated.

(Quantity in SPECIFY UNITS)						
Item	2008	2009	2010	2011	2012	2013
Overall production capacity						
Production of: PRODUCT						
Other products ²						
¹ PRODUCT production should equal production data reported in II-7.						
² Please identify: _____						

II-5b. **Operating parameters.**--The production capacity (see definitions in instruction booklet) reported in II-3a is based on operating _____ hours per week, _____ weeks per year.

II-5c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-5a, and explain any changes in reported capacity.

II-5d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

II-5e. **Product shifting.**--Please describe the constraint(s) that set the limit(s) on your firm's ability to shift production capacity between products.

II-6. **Production shifting.**--Is your firm able to switch production between **PRODUCT** and other products in response to a relative change in the price of **PRODUCT** vis-à-vis the price of other products, using the same equipment and/or labor?

- No Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from **PRODUCT**.

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

II-7. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **PRODUCT** in your firm's U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in SPECIFY) and value (in \$1,000)								
Item	Calendar year						January-September	
	2008	2009	2010	2011	2012	2013	2012	2013
Average production capacity¹ (quantity) (A)								
Beginning-of-period inventories (quantity) (B)								
Production (quantity) (C)								
U.S. shipments:								
Commercial shipments:								
quantity (D)								
value (E)								
Internal consumption:²								
quantity (F)								
value (G)								
Transfers to related firms:²								
quantity (H)								
value (I)								
Export shipments:³								
quantity (J)								
value (K)								
End-of-period inventories (quantity) (L)								
Channels of distribution:								
U.S. shipments to distributors (quantity) (M)								
U.S. shipments to end users (quantity) (N)								
Employment data:								
Average number of PRWs (number) (O)								
Hours worked by PRWs (1,000 hours) (P)								
Wages paid to PRWs (value) (Q)								

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 should be valued at fair market value. In the event that your firm uses 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 each of the periods noted above:

³ Identify your firm's principal export markets: _____.

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

II-8. Reconciliation of trade data.--

- (a) Please note that the quantities reported in question II-7 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile? Yes No--Please explain _____

$D + F + H = M + N$

Do these data reconcile? Yes No--Please explain _____

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2008 should equal line B of year 2009). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-9. **Transfers to related firms.--**If your firm reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-10. **Purchases.**--Other than direct imports, has your firm otherwise purchased **PRODUCT** since January 1, 2008? (See definitions in the instruction booklet.)

- No Yes-- Please indicate the reasons for your firm's purchases (if your firms' reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: _____

(Quantity in SPECIFY, value in \$1,000)						
Item	2008	2009	2010	2011	2012	2013
PURCHASES FROM U.S. IMPORTERS ¹ OF PRODUCT FROM.—						
COUNTRY A:						
<i>quantity</i>						
<i>value</i>						
COUNTRY B:						
<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:						
<i>quantity</i>						
<i>value</i>						
¹ Please list the name of the importer(s) from which your firm purchased this product. If your firm's suppliers differ by source, please identify the source for each listed supplier. _____ _____						
² Please list the name of the domestic producer(s) from which your firm purchased this product. _____ _____						

II-11. **Toll production.**--Since January 1, 2008, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of **PRODUCT**?

- No Yes--Name firm(s): _____.

II-12. **FTZ.**--Does your firm produce **PRODUCT** in a foreign trade zone (FTZ)?

- No Yes--Identify FTZ(s): _____.

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

II-13. **Direct imports.**--Since January 1, 2008, has your firm imported **PRODUCT**?

No

Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

For questions II-14 and II-15, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-14. **Effect of order.**--Describe the significance of the existing **countervailing duty/antidumping duty** order covering imports of **PRODUCT** from **COUNTRY** in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

II-15. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

No

Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **AUDITOR** (202-xxx-xxxx, **NAME@usitc.gov**).

III-1. **Contact information**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Accounting system**--Briefly describe your firm's financial accounting system.

A. When does your firm's fiscal year end (month and day)? _____
If your firm's fiscal year changed during the data-collection period, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include **PRODUCT**:

2. Does your firm prepare profit/loss statements for **PRODUCT**:

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, 10 Qs,

Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive basis of accounting (specify) _____

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes **PRODUCT**, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. **Cost accounting system**--Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. **Allocation basis**--Briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-5. **Other products.**--Please list the products your firm produces in the facilities in which it produces **PRODUCT**, and provide the share of net sales accounted for by these other products in your firm's most recent fiscal year.

Products	Share of sales
PRODUCT	%
	%
	%
	%
	%
	100 %

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of **PRODUCT** from any related firms?

Yes--Continue to question III-7. No--Continue to question III-9.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of **PRODUCT** that your firm purchases from related parties.

Input	Related party

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No--Please contact **AUDITOR** (202-xxx-xxxx, **NAME@usitc.gov**).

PART III.--FINANCIAL INFORMATION--Continued

III-9. **Nonrecurring items (charges and gains) included in reported in PRODUCT financial results.**--For each annual and interim period for which financial results are reported in question III-10, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-10 line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-10; i.e., if an aggregate nonrecurring item has been allocated to table III-10, only the allocated value amount included in table III-10 should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported **PRODUCT** financial results in table III-10.

	Fiscal years ended--						January-September	
	2008	2009	2010	2011	2012	2013	2012	2013
Nonrecurring item: In this column please provide a brief description of each nonrecurring item and indicate the specific table III-10 line item where the nonrecurring item is included.	Nonrecurring item: In these columns please report the amount (<i>in \$1,000</i>) of the relevant nonrecurring item reported in table III-10.							
1.								
2.								
3.								
4.								
5.								
6.								
7.								

PART III.--FINANCIAL INFORMATION--Continued

III-10. Operations on **PRODUCT**.--Report the revenue and related cost information requested below on the **PRODUCT** operations of your firm's 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.² Provide data for your firm's six most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact **AUDITOR** at (202) **XXX-XXXX** before completing this section of the questionnaire.

Quantity (in UNIT) and value (in \$1,000)						
Item	Fiscal years ended--					
	2008	2009	2010	2011	2012	2013
Net sales quantities: ³						
Commercial sales ("CS")						
Internal consumption ("IC")						
Transfers to related firms ("Transfers")						
Total net sales quantities	0	0	0	0	0	0
Net sales values: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values	0	0	0	0	0	0
Cost of goods sold (COGS): ⁴						
Raw materials						
Direct labor						
Other factory costs						
Total COGS	0	0	0	0	0	0
Gross profit or (loss)	0	0	0	0	0	0
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses	0	0	0	0	0	0
Operating income (loss)	0	0	0	0	0	0
Other expenses and income:						
Interest expense						
All other expense items						
All other income items						
Net income or (loss) before income taxes	0	0	0	0	0	0
Depreciation/amortization included above						

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

² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.

³ 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.

⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.

Note -- The table above contains calculations that will appear when you have entered data in the MS word form fields.

PART III.--FINANCIAL INFORMATION--Continued

III-10. Operations on PRODUCT--Continued

Quantity (in UNIT) and value (in \$1,000)		
Item	January-September 2012	January-September 2013
Net sales quantities: ³		
Commercial sales ("CS")		
Internal consumption ("IC")		
Transfers to related firms ("Transfers")		
Total net sales quantities	0	0
Net sales values: ³		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values	0	0
Cost of goods sold (COGS): ⁴		
Raw materials		
Direct labor		
Other factory costs		
Total COGS	0	0
Gross profit or (loss)	0	0
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses	0	0
Operating income (loss)	0	0
Other expenses and income:		
Interest expense		
All other expense items		
All other income items		
Net income or (loss) before income taxes	0	0
Depreciation/amortization included above		
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8. ³ 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. ⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.		

Note -- The table above contains calculations that will appear when you have entered data in the MS word form fields.

PART III.--FINANCIAL INFORMATION--Continued

III-10(b). **Financial data reconciliation.**--The calculable line items from question III-10 (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

- Yes No.--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of **PRODUCT**. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for **PRODUCT** in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your firm's cost allocations in the previous question. Provide data as of the end of your firm's six most recently completed fiscal years.

Note: Total assets should reflect net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)						
Item	Fiscal years ended--					
	2008	2009	2010	2011	2012	2013
Total assets (net)						

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on **PRODUCT**. Provide data for your firm's six most recently completed fiscal years, and for the specified interim periods.

Value (in \$1,000)								
Item	Fiscal years ended--						January-September	
	2008	2009	2010	2011	2012	2013	2012	2013
Capital expenditures								
Research and development expenses								

III-13. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-10, 11, and 12 are based on a calendar year or your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-7 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-7?

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **ECONOMIST** (202-xxx-xxxx, **NAME@usitc.gov**)

Contact information-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

IV-1. This question requests quarterly quantity and value data, f.o.b. your firm's U.S. point of shipment, for your firm's commercial shipments to unrelated U.S. customers since 2008 of the following products produced by your firm.

Product 1.--DEFINE

Product 2.--DEFINE

Product 3.--DEFINE

Product 4.--DEFINE

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

During **2008-13**, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

- Yes--Please complete the following pricing data table(s) as appropriate.
- No—Skip to question IV-2.

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

IV-1. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

Report data in actual UNITS and actual dollars (not 1,000s).

<i>(Quantity in SPECIFY, value in dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2008:								
January-March								
April-June								
July-September								
October-December								
2009:								
January-March								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of the product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

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

IV-2. **Price setting.--** How does your firm determine the prices that it charges for sales of **PRODUCT** (check all that apply)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-3. **Discount policy.--** Please indicate and describe your firm's discount policies (check all that apply).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-4. **Pricing terms for PRODUCT.--**

(a) What are your firm's typical sales terms for its U.S.-produced **PRODUCT**?

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of domestic **PRODUCT** usually quoted (check one)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Contract versus spot.--** Approximately what share of your firm's sales of its U.S.-produced **PRODUCT** in 2013 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

	Type of sale			Total
	Long-term contracts (multiple deliveries for more than 12 months)	Short-term contracts (multiple deliveries up to and including 12 months)	Spot sales (for a single delivery)	
Share of your 2013 sales	%	%	%	=100%

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

IV-6. **Contract provisions.**— Please fill out the table with respect to provisions of your firm's typical sales contracts for **PRODUCT** (or check "not applicable" if your firm does not sell on a long-term and/or short-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries up to and including 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

IV-7. **Lead times.**--What is the typical lead time between a customer's order and the date of delivery for your firm's sales of your firm's U.S.-produced **PRODUCT**?

<u>Source</u>	<u>Share of 2013 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

IV-8. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of **PRODUCT** that is accounted for by U.S. inland transportation costs? _____ %
- (b) Who generally arranges the transportation to your firm's customers' locations?
 your firm purchaser (*check one*)
- (c) Indicate the approximate percentage of your firm's sales of **PRODUCT** that are delivered the following distances from your firm's production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

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

IV-9. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold its U.S.-produced **PRODUCT** since January 1, 2008 (check all that apply)?

Geographic area	√ if applicable
Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
Central Southwest. --AR, LA, OK, and TX.	<input type="checkbox"/>
Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
Pacific Coast. --CA, OR, and WA.	<input type="checkbox"/>
Other. --All other markets in the United States not previously listed, including AK, HI, PR, and VI, among others.	<input type="checkbox"/>

IV-10. **End uses.**--List the end uses of the **PRODUCT** that your firm manufactures. For each end-use product, what percentage of the total cost is accounted for by **PRODUCT** and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	PRODUCT (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

IV-11. **Changes in end uses.**--Have there been any changes in the end uses of **PRODUCT** since 2008? Do you anticipate any future changes?

Changes in end uses			Explain
	No	Yes	
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-12. **Substitutes.**-- Can other products be substituted for **PRODUCT**?

No Yes--Please fill out the table.

	Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for PRODUCT ?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

IV-13. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for **PRODUCT** since 2008? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Raw materials.**—

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for **PRODUCT** since 2008?

(b) Do you anticipate changes in your firm's raw material costs in the foreseeable future?

No	Yes	If yes, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-15. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced **PRODUCT** in the U.S. market since 2008?

No	Yes	If yes, please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your firm's shipment volumes and prices.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-16. **Availability of supply (U.S.-produced).**--Do you anticipate any changes in terms of the availability of U.S.-produced **PRODUCT** in the U.S. market in the future?

Increase	No change	Decrease	If you anticipate changes in supply, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-17. **Availability of supply (nonsubject).**--Has the availability of **NONSUBJECT PRODUCT** (*i.e.*, **PRODUCT** imported from countries other than **COUNTRY**) changed since 2008?

No	Yes	If yes, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-18. **Export constraints.**--Describe how easily your firm can shift its sales of **PRODUCT** between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting **PRODUCT** between the U.S. and alternative country markets within a 12-month period.

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

IV-19. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of **PRODUCT** since 2008? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-20. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for **PRODUCT** has changed since January 1, 2008, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Demand since 2008					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-21. **Conditions of competition.--**

(a) Is the **PRODUCT** market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to **PRODUCT**?

- No (skip to question IV-22).
- Yes-Business cycles (e.g. seasonal business).
- Yes-Other distinctive conditions of competition.

If yes, describe below.

Business cycles	
Other conditions of competition	

(b) If yes, have there been any changes in the business cycles or conditions of competition for **PRODUCT** since January 1, 2008?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-22. **Price comparisons.--**Please compare market prices of **PRODUCT** in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-23. **Market studies.--**Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss **PRODUCT** supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including **COUNTRY**, and (3) the world as a whole. Of particular interest is such data from 2008 to the present and forecasts for the future.

IV-24. **Barriers to trade.--**Are your firm's exports of **PRODUCT** subject to any tariff or non-tariff barriers to trade in other countries?

No	Yes	If yes, please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2008, or that are expected to occur in the future.
<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-25. **Interchangeability.**--Is **PRODUCT** produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	COUNTRY 1	COUNTRY 2	COUNTRY 3	Other countries
United States				
COUNTRY 1	X			
COUNTRY 2	X	X		
COUNTRY 3	X	X	X	
For any country-pair producing PRODUCT that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/>				

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

IV-26. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between **PRODUCT** produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

- A = such differences are *always* significant
- F = such differences are *frequently* significant
- S = such differences are *sometimes* significant
- N = such differences are *never* significant
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	COUNTRY 1	COUNTRY 2	COUNTRY 3	Other countries
United States				
COUNTRY 1	X			
COUNTRY 2	X	X		
COUNTRY 3	X	X	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of PRODUCT , identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/> <hr/> <hr/>				

IV-27. **Other explanations**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below.
