U.S. PRODUCERS' QUESTIONNAIRE

INVESTIGATION TITLE

This questionnaire must be received by the Commission by <u>DATE</u> See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty/antidumping investigation(s) concerning #abbrproduct from #ctrysubs (Inv. No. 701/731-TA-xxx (Preliminary/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 firm's possession (19 U.S.C. § 1333(a)).

Name of fi	rm	
Address		
City	State Zip Code	
Website		
Has your firr	n produced #abbrproduct (as defined on next page) at any time since January 1, #bopyear?	
	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)	
YES	(Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)	
•	estionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the ink: <u>https://dropbox.usitc.gov/oinv/</u> . (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 conducted by the Commission on the same or similar merchandise.

I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements

Name of Authorized Official	Title of Authorized Official	Date	
	Phone:		
Signature		Email address	

PART I.—GENERAL INFORMATION

Background.--This proceeding was instituted in response to a petition filed on DATE, by COMPANY NAME, CITY, STATE. Countervailing/antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes an affirmative determination of subsidization/dumping. Questionnaires and other information pertinent to this proceeding are available at LINK.

#abbrproduct covered by these investigations is . . . COMMERCE SCOPE LANGAUGE

#abbrproduct is/are currently imported under statistical reporting numbers XXXX.XX.XXXX of the Harmonized Tariff Schedule of the United States (HTSUS). It/They may also be imported under HTSUS statistical reporting number XXXX.XX.XXXX. The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

<u>Reporting of information</u>.-- If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

Confidentiality.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

Verification.--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

Release of information.--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals. [Delete the following in final phase proceedings] In addition, if your firm is a U.S. producer, the information you provide on your production and imports of #abbrproduct and your responses to the questions in Part I of the producer questionnaire will be provided to the U.S. Department of Commerce, upon its request, for use in connection with (and only in connection with) its requirement pursuant to section 702(c)(4)/732(c)(4) of the Act (19 U.S.C. § 1671a(c)(4)/1673a(c)(4)) to make a determination concerning the extent of industry support for the petition requesting this proceeding. Any information provided to Commerce will be transmitted under the confidentiality and release guidelines set forth above. Your response to these questions constitutes your consent that such information be provided to Commerce under the conditions described above.

<u>D-GRIDS tool</u>.--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage (<u>https://www.usitc.gov/trade_remedy/question.htm</u>) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is <u>optional</u>. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool are available within the D-GRIDs tool itself.

I-1a. **OMB statistics**.--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

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, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-1b. <u>TAA information release</u>.--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?



I-2. **Establishments covered**.--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

"<u>Establishment</u>"--Each facility of a firm involved in the <u>production</u> of #abbrproduct, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments covered ¹	City, State	Zip (5 digit)	Description		
1					
2					
3					
4					
5					
6					
¹ Additional discu	¹ Additional discussion on establishments consolidated in this questionnaire:				

I-3. <u>Petition support</u>.--Does your firm support or oppose the petition?

Country	Support	Oppose	Take no position
#ctrysubA			
#ctrysubB			
#ctrysubC			
#ctrysubD			

- I-4. **<u>Ownership</u>**.--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 (<i>percent</i>)

- I-5. **<u>Related importers/exporters</u>**.--Does your firm have any related firms, either domestic or foreign, that are engaged in importing #abbrproduct from #ctrysubs into the United States or that are engaged in exporting #abbrproduct from #ctrysubs to the United States?
 - No Yes--List the following information.

Firm name	Country	Affiliation

I-6. **<u>Related producers</u>**.--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of #abbrproduct?

No No

Yes--List the following information.

Firm name	Country	Affiliation

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from INVESTIGATOR (202-xxxxxxx, NAME@usitc.gov). Supply all data requested on a <u>calendar-year</u> basis.

II-1. <u>Contact information</u>.--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	

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

(check as many as appropriate)		(If checked, please describe; leave blank if not applicable)
	plant openings	
	plant closings	
	relocations	
	expansions	
	acquisitions	
	consolidations	
	prolonged shutdowns or production curtailments	
	revised labor agreements	
	other (e.g., technology)	

II-3a. **Production using same machinery.--**Please report your firm's production of products made on the same equipment and machinery used to produce #abbrproduct, and the combined production capacity on this shared equipment and machinery in the periods indicated.

"Overall production capacity" or "capacity" – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup).

Note.--If your firm does not produce any out-of-scope merchandise on the same machinery and equipment as scope merchandise (i.e., you have reported no data for "other products" in this question) then the "overall production capacity" numbers reported in this question should be exactly equal to the "average production capacity" numbers reported in question II-7. If, however, your firm does produce out-of-scope merchandise using the same machinery and equipment as scope mercandhise (i.e., you have reported data for "other products" in this question), then the "average production capacity" reported in question II-7 should exclude the portion of "overall production capacity" that was used to produce this out-of-scope merchandise (i.e., "average production capacity" in question II-7 should be smaller than "overall production capacity" in this question II-7 should be smaller than "overall production capacity" in this question II-7 should be smaller than "overall production capacity" in this question).

Quantity (<i>in #units</i>)					
	Ca	lendar year	s	January-#intmonth	
Item	2015	2016	2017	2017	2018
Dverall production capacity					
Production of: #abbrproduct ¹	0	0	0	0	0
Other products ²					
Total	0	0	0	0	0
¹ Data entered for production of #abbrproduct will populate here once reported in question II-7. ² Please identify these products:					

"Production" – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

II-3b. **Operating parameters.--**The production capacity reported in II-3a is based on the following operating paramaters:

Hours per week	Weeks per year

- II-3c. <u>Capacity calculation</u>.--Please describe the methodology used to calculate overall production capacity reported in II-3a, and explain any changes in reported capacity.
- II-3d. **Production constraints**.--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

II-3e. Product shifting.-

(i) Is your firm able to switch production (capacity) between #abbrproduct and other products using the same equipment and/or labor?

No	If yes—(i.e., have produced other products or are able to produce other products) Please identify other actual or potential products:

- (ii) Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.
- II-4. **Tolling**.--Since January 1, #bopyear, has your firm been involved in a toll agreement regarding the production of #abbrproduct?

"Toll agreement"--Agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No	Yes	If yes Please describe the toll arrangement(s) and name the firm(s) involved.

II-5. Foreign trade zones.--

(a) <u>**Firm's FTZ operations**</u>.--Does your firm produce #abbrproduct in and/or admit #abbrproduct into a foreign trade zone (FTZ)?

"Foreign trade zone" is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

No	If yes Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).

(b) <u>Other firms' FTZ operations</u>.--To your knowledge, do any firms in the United States import #abbrproduct into a foreign trade zone (FTZ) for use in distribution of #abbrproduct and/or the production of downstream articles?

No	Yes	If yesIdentify the firms and the FTZs.

II-6. Importer.--Since January 1, #bopyear, has your firm imported #abbrproduct?

"Importer" – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record.

No	Yes	
		If yes <u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u>

II-7. **Production, shipment, and inventory data**.--Report your firm's production capacity, production, shipments, and inventories related to the production of #abbrproduct in its U.S. establishment(s) during the specified periods.

"Average production capacity" or "capacity" – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

"*Production*" – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

"Commercial U.S. shipments" –Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report <u>net values</u> (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

"Internal consumption" – Product consumed internally by your firm. Such transactions are valued at fair market value.

"Transfers to related firms" –Shipments made to related domestic firms. Such transactions are valued at fair market value.

"Related firm" – A firm that your firm solely or jointly owns, manages, or otherwise controls.

"Export shipments" –Shipments to destinations outside the United States, including shipments to related firms.

"Inventories" — Finished goods inventory, not raw materials or work-in-progress.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

Calendar years 2016	2017	January-# 2017	#intmonth 2018
2016	2017	2017	2018
n any changes in e valued at fair r	n reported capa market value. I	acity If your firm use	s a differer
r e	n any changes ir e valued at fair i ify that basis (e	n any changes in reported capa e valued at fair market value. ify that basis (e.g., cost, cost p	hours per week, weeks per year. Please nany changes in reported capacity e valued at fair market value. If your firm use cify that basis (e.g., cost, cost plus, <i>etc.</i>): arket value.

II-7. Production, shipment, and inventory data.--Continued

<u>RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY</u>.--Generally, the data reported for the end-ofperiod inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

		Calendar years	January-#intmonth				
Reconciliation	2015	2016	2017	2017	2018		
B + C - D - F - H - J - L = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0		
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate:							

II-8. <u>Channels of distribution</u>.--Report your firm's commercial U.S. shipments by channel of distribution.

Quantity (in #units)								
	Calendar years January-#intmo							
Item	2015	2016	2017	2017	2018			
Channels of distribution:								
Commercial U.S. shipments:								
To distributors (M)								
To end users (N)								

<u>RECONCILIATION OF CHANNELS</u>.--Please ensure that the quantities reported for channels of distribution (i.e., lines M and N) in each time period equal the quantity reported for commercial U.S. shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

		Calendar years	January-#intmonth		
Reconciliation	2015	2016	2017	2017	2018
M + N - D = zero ("0"), if not revise.	0	0	0	0	0

II-9. <u>**Employment data**</u>.--Report your firm's employment-related data related to the production of #abbrproduct and provide an explanation for any trends in these data.

"Production and Related Workers" (PRWs) includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. DELETE IF NO INTERIM COLUMNS For the January to #intmonth periods, calculate similarly and divide by 3/6/9.

If your firm had the same number of PRWs in all calendar years and had not experienced any changes in PRWs in the most recent interim period, you would have the same number of PRWs for the interim periods, regardless of whether the interim periods are Jan-Mar (Q1), Jan-June (Q1+Q2), or Jan-Sept (Q1+Q2+Q3)."

"Hours worked" includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

"Wages paid" – Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

	Calendar years			January-#intmonth	
Item	2015	2016	2017	2017	2018
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (\$1,000)					

Explanation of trends:

II-10. **<u>Related firms</u>**.--If your firm reported transfers to related firms in question II-7, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-11. **Purchases**.--Other than direct imports, has your firm otherwise purchased #abbrproduct since January 1, #bopyear?

"Purchase" – A transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

"Import" –A transaction to buy from a foreign supplier where your firm is the importer of record.

No	Yes	If yes Report such purchases below and explain the reasons for your firms' purchases:

(Quantity in #units)								
	C	alendar years	January-#intmonth					
Item	2015	2016	2017	2017	2018			
Purchases from U.S. importers ¹ of #abbrproduct								
from—								
#ctrysubA								
#ctrysubB								
#ctrysubC								
All other sources								
Purchases from domestic producers ²								
Purchases from other sources ²								
¹ Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier: ² Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product:								

II-12. Imports.--Since January 1, #bopyear, has your firm imported #abbrproduct?

No	Yes	
		If yes <u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u>

II-13. Other explanations.--If your firm would like to further explain a response to a question in Part II that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

PART III.--FINANCIAL INFORMATION

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

III-1. <u>Contact information</u>.-- 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	

- 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 #abbrproduct:
 - 2. Does your firm prepare profit/loss statements for #abbrproduct:
 - 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: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes #abbrproduct, as well as specific statements and worksheets) used to compile these data.

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

- III-4. <u>Allocation basis</u>.--Briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.
- III-5. **Product listing**.--Please list the products your firm produced in the facilities in which your firm produced #abbrproduct, and provide the share of net sales accounted for by these products in your firm's most recent fiscal year.

Products	Share of sales
#Abbrproduct	%
	%
	%
	%
	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~
	%

III-6. <u>Inputs from related suppliers</u>.--Does your firm purchase inputs (raw materials, labor, energy, or any services) used in the production of #abbrproduct from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?

YesContinue to question III-7	NoContinue to question III-9a.

III-7. Inputs from related suppliers detailed.--Please identify the inputs used in the production of #abbrproduct that your firm purchases from related suppliers and that are reflected in question III-9a. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in your company's own accounting system, of the purchase cost from the related supplier; e.g., the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input	Related supplier	Share of total COGS
Input valuation as recorded in	n the firm's accounting books and recor	ds

III-8. Inputs purchased from related suppliers.--Please confirm that the inputs purchased from related suppliers, as identified in III-7, were reported in III-9a (financial results on #abbrproduct) in a manner consistent with your firm's accounting books and records.

Yes	No	If yes In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in question III-9a.:

III-9a. **Operations on #abbrproduct**.--Report the revenue and related cost information requested below on the #abbrproduct 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. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three 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.

Quar	tity ( <i>in #units)</i> and	value (in \$1,000	))		
	Fiscal years ended			January-#in	tmonth
Item	2015	2016	2017	2017	2018
Net sales quantities: ²					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	(
Net sales values: ² Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	(
Cost of goods sold (COGS): ³ Raw materials					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	(
Gross profit or (loss)	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
Operating income (loss)	0	0	0	0	0
Other expenses and income: Interest expense					
All other expense items	1				
All other income items	1				
Net income or (loss) before income taxes	0	0	0	0	(
Depreciation/amortization included above	1 1	l l	ſ	ľ	
¹ Include only sales (whether domestic or expo	rt) and costs related	to your U.S. ma	nufacturing ono	rations	

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

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

³ COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

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

III-9b. <u>Financial data reconciliation</u>.--The calculable line items from question III-9a (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	Νο	If 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 negativeinstances 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.

III-10. Nonrecurring items (charges and gains) included in the subject product financial results.--For each annual and interim period for which financial results are reported in question III-9a, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific question III-9a 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 question III-9a; i.e., if an aggregate nonrecurring item has been allocated to question III-9a, only the allocated value amount included in question III-9a 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 financial results of the subject product in question III-9a.

		Fiscal years ended			January-#intmonth	
		2015	2016	2017	2017	2018
		•	em: In these col em reported in q	umns please repo uestion III-9a.	ort the amount o	f the relevant
		Value ( <i>\$1,000</i> )				
1.	, classified as					
2.	, classified as					
3.	, classified as					
4.	, classified as					
5.	, classified as					
6.	, classified as					
7.	, classified as					

- III-11. <u>Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company</u>.--If non-recurring items were reported in question III-10 above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., just as responses to question III-10 identify where these items are reported in question III-9a.
- III-12. <u>Asset values</u>.--Report the <u>total</u> assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of #abbrproduct. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for #abbrproduct in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question III-9a. Provide data as of the end of your firm's three most recently completed fiscal years.

**Note:** Total assets should reflect <u>net assets</u> after any accumulated depreciation and allowances deducted.

Total assets should be <u>allocated to the subject products</u> if these assets are also related to other products. Please provide a <u>brief explanation if there are any substantial changes</u> in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value ( <i>in \$1,000</i> )					
	Fiscal years ended				
ltem	2015	2016	2017		
Total assets (net) ¹					
¹ Describe					

III-13. **Capital expenditures and research and development expenses**.--Report your firm's capital expenditures and research and development expenses for #abbrproduct. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Value ( <i>in \$1,000</i> )						
	Fiscal years ended January-#intmonth					
Item	2015	2016	2017	2017	2018	
Capital expenditures ¹						
Research and development expenses ²						
¹ Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product. ² Please describe the nature, focus, and significance of your firm's R&D expenses related to subject product.						

III-14. **Data consistency and reconciliation.--**Please indicate whether your firm's financial data for questions III-9a, 12, and 13 are based on a calendar year or on your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year

Please note the quantities and values reported in question III-9a 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.

<u>RECONCILIATION OF TRADE VS FINANCIAL DATA</u>.--Please ensure that the quantities and values reported for total shipments in part II equal the quantities and values reported for total net sales in part III of this questionnaire in each time period unless the financial data from part III are reported on a fiscal year basis, in which case only the interim periods must reconcile. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.

	Fiscal years ended		January-#intmonth		
Reconciliation	2015	2016	2017	2017	2018
<b>Quantity:</b> Trade data from question II-6 (lines D, F, H, and J) less financial total net sales quantity data from question III-9a, = zero ("0").	0	0	0	0	0
Value: Trade data from question II-6 (lines E, G, I, and K) less financial total net sales value data from question III-9a, = zero ("0").	0	0	0	0	0

Do these data in question III-9a reconcile with data in question II-7?

Yes	No	If no, please explain.

III-15. <u>Effects of imports on investment</u>.--Since January 1, 2015, has your firm experienced any actual negative effects on its return on investment or the scale of capital investments as a result of imports of #abbrproduct from #ctrysubs?

No	Yes	
		If yes, my firm has experienced actual negative effects as follows.

(check	k as many as appropriate)	(please describe)
	Cancellation, postponement, or rejection of expansion projects	
	Denial or rejection of investment proposal	
	Reduction in the size of capital investments	
	Return on specific investments negatively impacted	
	Other	

III-16. Effects of imports on growth and development.--Since January 1, 2015, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of #abbrproduct from #ctrysubs?

No	Yes	
		If yes, my firm has experienced actual negative effects as follows.

(check	as many as appropriate)	(please describe)
	Rejection of bank loans	
	Lowering of credit rating	
	Problem related to the issue of stocks or bonds	
	Ability to service debt	
	Other	

III-17. <u>Anticipated effects of imports</u>.--Does your firm anticipate any negative effects due to imports of #abbrproduct from #ctrysubs?

No	Yes	If yes, my firm anticipates negative effects as follows:

III-18. <u>Other explanations</u>.--If your firm would like to further explain a response to a question in Part III that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

#### 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).

IV-1. **Contact information**.--Please identify the individual that Commission staff may contact regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	

#### PRICE DATA

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, #bopyear of the following products produced by your firm.

Product 1.--DEFINE

Product 2.--DEFINE

Product 3.--DEFINE

Product 4.--DEFINE

Please note that values should be <u>f.o.b., U.S. point of shipment</u> and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates).

IV-2 (a). During January #bopyear-#intmonth #termyear, 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)?

YesPlease complete the following pricing data table(s) as appropriate.
NoSkip to question IV-3.

IV-2(b). <u>Price data</u>.--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

### Report data in <u>#units</u> and <u>actual dollars</u> (not 1,000s).

(Quantity <i>in #units,</i> value <i>in dollars</i> )								
	Product 1		Product 2		Product 3		Product 4	
Period of shipment	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2014:								
January-March								
April-June								
July-September								
October-December								
2015:								
January-March								
April-June								
July-September								
October-December								
2016:								
January-March								
April-June								
July-September								
October-December								
¹ Net values (i.e., gross firm's U.S. point of shipmer ² Pricing product defin <b>Note</b> If your firm's produc of your firm's product. Also	nt. itions are provid st does not exac	ded on the firs tly meet the p	t page of Part IV roduct specificat	tions but is co	mpetitive with t			
Product 1:								
Product 2:								
Product 3:								
Product 4:								

IV-2 (c). <u>Price data checklist.</u>--Please check that the pricing data in question IV-2(b) has been correctly reported.

Is the price data reported above:	√ if Yes
In actual dollars ( <b>not</b> \$1,000)?	
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	
Net of all discounts and rebates?	
Have returns credited to the quarter in which the sale occurred?	
Less than reported commercial shipments in question II-7 in each year?	

IV-2 (d). <u>Pricing data methodology</u>.--Please describe the method and the kinds of documents/records that were used to compile your price data.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

IV-3. <u>Price setting</u>.--How does your firm determine the prices that it charges for sales of #abbrproduct (*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

IV-4. **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

#### IV-5. Pricing terms.--

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

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)

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

Delivered	F.o.b.	If f.o.b., specify point

IV-6. <u>Contract versus spot</u>.--Approximately what share of your firm's sales of its U.S.-produced #abbrproduct in #termyear was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

Item	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	<b>Spot sales</b> (for a single delivery)	<b>Total</b> (should sum to 100.0%)	
Share of #termyear sales	%	%	%	%	0.0	%

IV-7. <u>Contract provisions</u>.--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced #abbrproduct (or check "not applicable" if your firm does not sell on a long-term, short-term and/or annual contract basis).

Typical sales contract provisions	ltem	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	No. of days		365	
Price renegotiation	Yes			
(during contract period)	No			
	Quantity			
Fixed quantity and/or price	Price			
	Both			
Meet or release	Yes			
provision	No			
Not applicab	le			

IV-8. <u>Lead times</u>.--What is your firm's share of sales from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced #abbrproduct?

Source	Share of #termyear sales	Lead time (Average number of days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

#### IV-9. Shipping information.--

- (a) What is the approximate percentage of the cost of U.S.-produced #abbrproduct that is accounted for by U.S. inland transportation costs? _____ percent
- (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 #abbrproduct that are delivered the following distances from its production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100.0%)	0.0 %

IV-10. <u>Geographical shipments</u>.-- In which U.S. geographic market area(s) has your firm sold its U.S.produced #abbrproduct since January 1, #bopyear (check all that apply)?

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

IV-11. <u>End uses</u>.--List the end uses of the #abbrproduct that your firm manufactures. For each end-use product, what percentage of the <u>total cost</u> is accounted for by #abbrproduct and other inputs?

	Share of total cost account	Total	
			(should sum to
End use product	#abbrproduct	Other inputs	100.0% across)
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

- IV-12. **<u>Substitutes.--</u>** Can other products be substituted for #abbrproduct?
  - 🗌 No

Yes--Please fill out the table.

		End use in which this		Have changes in the price of this substitute affected the price for #abbrproduct?			
	Substitute	substitute is used	No	Yes	Explanation		
1.							
2.							
3.							

IV-13. <u>Demand trends</u>.-- Indicate how demand within the United States and outside of the United States (if known) for #abbrproduct has changed since January 1, #bopyear. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States					
Outside the United States					

IV-14. **Product changes.--**Have there been any significant changes in the product range, product mix, or marketing of #abbrproduct since January 1, #bopyear?

No	Yes	If yes, please describe and quantify if possible.

#### IV-15. Conditions of competition.--

(a) Is the #abbrproduct market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to #abbrproduct? If yes, describe.

Check all that apply.		Please describe.
	Νο	Skip to question IV-16.
	Yes-Business cycles (e.g. seasonal business)	
	Yes-Other distinctive conditions of competition	

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

No	Yes	If yes, describe.

IV-16. Supply constraints.--Has your firm refused, declined, or been unable to supply #abbrproduct since January 1, #bopyear (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe.

IV-17. <u>Raw materials</u>.--How have #abbrproduct raw material prices changed since January 1, #bopyear?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for #abbrproduct.

IV-18. <u>Interchangeability</u>.--Is #abbrproduct 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	#ctrysubA	#ctrysubB	#ctrysubC	Other countries		
United States						
#ctrysubA						
#ctrysubB						
#ctrysubC						
For any country-pair producing #abbrproduct that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:						

IV-19. Factors other than price.--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between #abbrproduct 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	#ctrysubA	#ctrysubB	#ctrysubC	Other countries			
United States							
#ctrysubA							
#ctrysubB							
#ctrysubC							
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 #abbrproduct, identify the country-pair and report the advantages or disadvantages imparted by such factors:							

IV-20. <u>**Customer identification.**</u>--List the names and contact information for your firm's 10 largest U.S. customers for #abbrproduct since January 1, #bopyear. Indicate the share of the quantity of your firm's total shipments of #abbrproduct that each of these customers accounted for in #termyear.

#### FOR FINAL INVESTIGATIONS DELETE CONTACT PERSON, EMAIL, AND TELEPHONE

с	ustomer's name	Contact person	Email	Telephone	City	State	Share of #termyear sales (%)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

#### IV-21. Competition from imports

(a) <u>Lost revenue</u>.--Since January 1, #bopyear: To avoid losing sales to competitors selling #abbrproduct from #ctrysubs, did your firm:

Item	No	Yes
Reduce prices		
Roll back announced price increases		

(b) <u>Lost sales</u>.--Since January 1, #bopyear: Did your firm lose sales of #abbrproduct to imports of this product from #ctrysubs?

No	Yes

# (c) **PRELIM ONLY- DELETE this question in FINALS.** The submission of lost sales/lost revenue allegations is to be completed only by NON-PETITIONERS.

If your firm indicated "yes" to any of the above, your firm can provide the Commission with additional information by downloading and completing the lost sales/lost revenues worksheet at <a href="http://usitc.gov/trade_remedy/question.htm">http://usitc.gov/trade_remedy/question.htm</a>. Note that the Commission may contact the firms named to verify the allegations reported.

Is your firm submitting the lost sales/lost revenues worksheet?

Γ	No—Please explain.	
	Yes—Please complete the worksheet and submit via the Commission dropbox. https://dropbox.usitc.gov/oinv/. (PIN: XXXX)	

IV-22. <u>Other explanations</u>.--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. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a "fillable" form in MS Word format on the Commission's website at: LINK

**Please do not attempt to modify the format or permissions of the questionnaire document**. Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

• <u>Upload via Secure Drop Box</u>.—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission's secure upload facility:

Web address: https://dropbox.usitc.gov/oinv/ Pin: XXXX

• E-mail.—E-mail the MS Word questionnaire to NAME@usitc.gov; include a scanned copy of the signed certification page (page 1). Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm's nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.

If your firm <u>does not</u> produce this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

**Parties to this proceeding**.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission's Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (*see* 19 CFR § 207.7). Service of the questionnaire must be made in paper form.