



**PART I.--GENERAL QUESTIONS**

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

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

\_\_\_\_\_ Hours                      \_\_\_\_\_ dollars

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

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

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I-3. Do you support or oppose the petition? Please explain.

Support                       Oppose                       Take no position

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As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes                       No (that is, I do not wish my position on the petition to be made public)

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**PART I.--GENERAL QUESTIONS--Continued**

I-4. 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-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing magnesium from China or Russia into the United States or which are engaged in exporting magnesium from China or Russia to the United States?

No                       Yes-List the following information.

| Firm name | Address | Affiliation |
|-----------|---------|-------------|
|           |         |             |
|           |         |             |
|           |         |             |

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of magnesium?

No                       Yes-List the following information.

| Firm name | Address | Affiliation |
|-----------|---------|-------------|
|           |         |             |
|           |         |             |
|           |         |             |

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

Further information on this part of the questionnaire can be obtained from **Fred Fischer** (202-205-3179 or fred.fischer@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

|                       |                                 |
|-----------------------|---------------------------------|
| _____                 | _____                           |
| <i>Name</i>           | <i>Title</i>                    |
| _____                 | _____                           |
| <i>Phone number</i>   | <i>Fax number</i>               |
| _____                 | _____                           |
| <i>E-mail address</i> | <i>Best hours to be reached</i> |

II-2. Identify the products that your firm produces:

Primary ingot magnesium:

Ultra-pure \_\_\_\_ Pure \_\_\_\_ Alloy \_\_\_\_ Other (specify): \_\_\_\_\_

Primary granular magnesium:

Ultra-pure \_\_\_\_ Pure \_\_\_\_ Alloy \_\_\_\_ Other (specify): \_\_\_\_\_

Secondary ingot magnesium:

Ultra-pure \_\_\_\_ Pure \_\_\_\_ Alloy \_\_\_\_ Other (specify): \_\_\_\_\_

Secondary granular magnesium:

Ultra-pure \_\_\_\_ Pure \_\_\_\_ Alloy \_\_\_\_ Other (specify): \_\_\_\_\_

II-3. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of magnesium since January 1, 2000?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

II-4. Does your firm produce other products on the same equipment and machinery used in the production of magnesium?

No  Yes-List the following information:

Basis for allocation of capacity data (i.e., sales): \_\_\_\_\_

Products produced on same equipment and share of total production in 2002 (in percent):

| Product | Percent |
|---------|---------|
|         |         |
|         |         |
|         |         |

II-5. Please describe the constraint(s) that set the limit(s) on your production capabilities.

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

II-6. Does your firm produce other products using the same production and related workers employed to produce magnesium?

No  Yes-List the following information:

Basis for allocation of employment data (e.g., sales): \_\_\_\_\_

Products produced using the same workers and share of total production in 2003 (in percent):

| Product | Percent |
|---------|---------|
|         |         |
|         |         |
|         |         |

II-7. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of magnesium?

No  Yes-Name of firm: \_\_\_\_\_

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

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

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

No       Yes-Identify FTZs: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

II-9. If your firm produces both pure and alloy magnesium, how easily can it switch between production of the two? Please explain your production process for each as well as your methodology for allocating production capacity between pure and alloy magnesium.

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

II-10. Since January 1, 2000, has your firm imported magnesium?

No       Yes-Complete and return the enclosed importers' questionnaire  
\_\_\_\_\_  
\_\_\_\_\_

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

II-10. **PURE MAGNESIUM.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of pure magnesium in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

| <b>(Quantity in metric tons, value in \$1,000)</b>  |               |      |      |      |
|---|---------------|------|------|------|
| Item  | Calendar year |      |      |      |
|   | 2000          | 2001 | 2002 | 2003 |
| <b>Average production capacity<sup>1</sup></b> ( <i>quantity</i> )  |               |      |      |      |
| <b>Beginning-of-period inventories</b> ( <i>quantity</i> )  |               |      |      |      |
| <b>Production</b> ( <i>quantity</i> )   |               |      |      |      |
| <b>U.S. shipments:</b>  |               |      |      |      |
| <b>Commercial shipments:</b>  |               |      |      |      |
| <i>Quantity</i> of commercial shipments   |               |      |      |      |
| <i>Value</i> of commercial shipments  |               |      |      |      |
| <b>Internal consumption:</b>  |               |      |      |      |
| <i>Quantity</i> of internal consumption   |               |      |      |      |
| <i>Value<sup>2</sup></i> of internal consumption  |               |      |      |      |
| <b>Transfers to related firms:</b>  |               |      |      |      |
| <i>Quantity</i> of transfers to related firms   |               |      |      |      |
| <i>Value<sup>2</sup></i> of transfers to related firms  |               |      |      |      |
| <b>Exports shipments:<sup>3</sup></b>   |               |      |      |      |
| <i>Quantity</i> of export shipments   |               |      |      |      |
| <i>Value</i> of export shipments  |               |      |      |      |
| <b>End-of-period inventories<sup>4</sup></b> ( <i>quantity</i> )  |               |      |      |      |
| <b>U.S. shipments to distributors</b> ( <i>quantity</i> )   |               |      |      |      |
| <b>U.S. shipments to end users</b> ( <i>quantity</i> )  |               |      |      |      |
| <b>Average number of PRWs</b>   |               |      |      |      |
| <b>Hours worked by PRWs</b> ( <i>1,000 hours</i> )  |               |      |      |      |
| <b>Wages paid to PRWs</b> ( <i>value</i> )  |               |      |      |      |
| <p><sup>1</sup> 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 and allocate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/>                                 |               |      |      |      |
| <p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, 2002, and 2003 below:</p> <hr/>                                  |               |      |      |      |
| <p><sup>3</sup> Identify your principal export markets:</p> <hr/>   |               |      |      |      |
| <p><sup>4</sup> <b>Reconciliation of data.</b>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes      <input type="checkbox"/> No—Please explain:</p> |               |      |      |      |

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

**II-11. ALLOY MAGNESIUM (MEETING ASTM SPECIFICATIONS FOR ALLOY MAGNESIUM).**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of alloy magnesium in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

| <i>(Quantity in metric tons, value in \$1,000)</i>               |               |      |      |      |
|--|---------------|------|------|------|
| Item   | Calendar year |      |      |      |
|  | 2000          | 2001 | 2002 | 2003 |
| <b>Average production capacity<sup>1</sup></b> <i>(quantity)</i> |               |      |      |      |
| <b>Beginning-of-period inventories</b> <i>(quantity)</i>         |               |      |      |      |
| <b>Production</b> <i>(quantity)</i>                              |               |      |      |      |
| <b>U.S. shipments:</b>   |               |      |      |      |
| <b>Commercial shipments:</b>                                     |               |      |      |      |
| <i>Quantity</i> of commercial shipments                          |               |      |      |      |
| <i>Value</i> of commercial shipments                             |               |      |      |      |
| <b>Internal consumption:</b>                                     |               |      |      |      |
| <i>Quantity</i> of internal consumption                          |               |      |      |      |
| <i>Value</i> <sup>2</sup> of internal consumption                |               |      |      |      |
| <b>Transfers to related firms:</b>                               |               |      |      |      |
| <i>Quantity</i> of transfers to related firms                    |               |      |      |      |
| <i>Value</i> <sup>2</sup> of transfers to related firms          |               |      |      |      |
| <b>Exports shipments:<sup>3</sup></b>                            |               |      |      |      |
| <i>Quantity</i> of export shipments                              |               |      |      |      |
| <i>Value</i> of export shipments                                 |               |      |      |      |
| <b>End-of-period inventories<sup>4</sup></b> <i>(quantity)</i>   |               |      |      |      |
| <b>U.S. shipments to distributors</b> <i>(quantity)</i>          |               |      |      |      |
| <b>U.S. shipments to end users</b> <i>(quantity)</i>             |               |      |      |      |
| <b>Average number of PRWs</b>                                    |               |      |      |      |
| <b>Hours worked by PRWs</b> <i>(1,000 hours)</i>                 |               |      |      |      |
| <b>Wages paid to PRWs</b> <i>(value)</i>                         |               |      |      |      |

<sup>1</sup> 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 and allocate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002, and 2003 below:

<sup>3</sup> Identify your principal export markets:

<sup>4</sup> **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes       No—Please explain: \_\_\_\_\_

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

**II-12. ALLOY MAGNESIUM (NOT MEETING ASTM SPECIFICATIONS FOR ALLOY MAGNESIUM).**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of alloy magnesium in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

| <i>(Quantity in metric tons, value in \$1,000)</i>               |               |      |      |      |
|--|---------------|------|------|------|
| Item   | Calendar year |      |      |      |
|  | 2000          | 2001 | 2002 | 2003 |
| <b>Average production capacity<sup>1</sup></b> <i>(quantity)</i> |               |      |      |      |
| <b>Beginning-of-period inventories</b> <i>(quantity)</i>         |               |      |      |      |
| <b>Production</b> <i>(quantity)</i>                              |               |      |      |      |
| <b>U.S. shipments:</b>   |               |      |      |      |
| <b>Commercial shipments:</b>                                     |               |      |      |      |
| <i>Quantity</i> of commercial shipments                          |               |      |      |      |
| <i>Value</i> of commercial shipments                             |               |      |      |      |
| <b>Internal consumption:</b>                                     |               |      |      |      |
| <i>Quantity</i> of internal consumption                          |               |      |      |      |
| <i>Value<sup>2</sup></i> of internal consumption                 |               |      |      |      |
| <b>Transfers to related firms:</b>                               |               |      |      |      |
| <i>Quantity</i> of transfers to related firms                    |               |      |      |      |
| <i>Value<sup>2</sup></i> of transfers to related firms           |               |      |      |      |
| <b>Exports shipments:<sup>3</sup></b>                            |               |      |      |      |
| <i>Quantity</i> of export shipments                              |               |      |      |      |
| <i>Value</i> of export shipments                                 |               |      |      |      |
| <b>End-of-period inventories<sup>4</sup></b> <i>(quantity)</i>   |               |      |      |      |
| <b>U.S. shipments to distributors</b> <i>(quantity)</i>          |               |      |      |      |
| <b>U.S. shipments to end users</b> <i>(quantity)</i>             |               |      |      |      |
| <b>Average number of PRWs</b>                                    |               |      |      |      |
| <b>Hours worked by PRWs</b> <i>(1,000 hours)</i>                 |               |      |      |      |
| <b>Wages paid to PRWs</b> <i>(value)</i>                         |               |      |      |      |

<sup>1</sup> 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 and allocate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002, and 2003 below:

<sup>3</sup> Identify your principal export markets:

<sup>4</sup> **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes       No—Please explain: \_\_\_\_\_

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

II-13. If you reported transfers to related firms in question II-10, 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.

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II-14. If you reported transfers to related firms in question II-11, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-15. If you reported transfers to related firms in question II-12, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-16. If your production capacity has changed since January 2000, please discuss below the reasons for such changes, identifying dates and quantities affected. Attach additional pages as necessary.

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II-17. Please provide a brief history of your production facilities (identifying locations), including key dates and technology changes/upgrades, and the dates of significant changes or upgrades to your production operations. Attach additional pages as necessary.

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

II-18. **PURCHASES OF MAGNESIUM.**--Other than direct imports, has your firm otherwise purchased magnesium since January 1, 2000? (See definitions in the instruction booklet.)

No       Yes-Report such purchases below for the specified periods:<sup>1</sup>

| <i>(Quantity in metric tons, value in \$1,000)</i>      |               |      |      |      |
|---|---------------|------|------|------|
| Item  | Calendar year |      |      |      |
|   | 2000          | 2001 | 2002 | 2003 |
| <b>PURCHASES OF PURE MAGNESIUM:</b>                     |               |      |      |      |
| <b>From U.S. importers<sup>2</sup> of product from:</b> |               |      |      |      |
| <b>China:</b>   |               |      |      |      |
| <i>Quantity</i>   |               |      |      |      |
| <i>Value</i>  |               |      |      |      |
| <b>Russia:</b>  |               |      |      |      |
| <i>Quantity</i>   |               |      |      |      |
| <i>Value</i>  |               |      |      |      |
| <b>All other countries:</b>                             |               |      |      |      |
| <i>Quantity</i>   |               |      |      |      |
| <i>Value</i>  |               |      |      |      |
| <b>From domestic producers:</b>                         |               |      |      |      |
| <i>Quantity</i>   |               |      |      |      |
| <i>Value</i>  |               |      |      |      |
| <b>From other source producers:</b>                     |               |      |      |      |
| <i>Quantity</i>   |               |      |      |      |
| <i>Value</i>  |               |      |      |      |
| <b>PURCHASES OF ALLOY MAGNESIUM:</b>                    |               |      |      |      |
| <b>From U.S. importers<sup>2</sup> of product from:</b> |               |      |      |      |
| <b>China:<sup>3</sup></b>                               |               |      |      |      |
| <i>Quantity</i>   |               |      |      |      |
| <i>Value</i>  |               |      |      |      |
| <b>Russia:</b>  |               |      |      |      |
| <i>Quantity</i>   |               |      |      |      |
| <i>Value</i>  |               |      |      |      |
| <b>All other countries:</b>                             |               |      |      |      |
| <i>Quantity</i>   |               |      |      |      |
| <i>Value</i>  |               |      |      |      |
| <b>From domestic producers:</b>                         |               |      |      |      |
| <i>Quantity</i>   |               |      |      |      |
| <i>Value</i>  |               |      |      |      |
| <b>From other source producers:</b>                     |               |      |      |      |
| <i>Quantity</i>   |               |      |      |      |
| <i>Value</i>  |               |      |      |      |

<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.

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<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.

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<sup>3</sup> If you purchased Chinese alloy magnesium from U.S. importers not meeting ASTM specifications for alloy magnesium, please identify the quantities by year below.

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

II-19. **SHIPMENTS BY TYPE.**--Please report your firm's U.S. commercial shipments of magnesium by type and form during the specified period. (See definitions in the instruction booklet.)

| <i>(Quantity in metric tons)</i>                                      |      |
|---|------|
| Item  | 2003 |
| <b>PRIMARY MAGNESIUM:</b>   |      |
| <b>Ingot:</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>Granule:</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>Total:</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>SECONDARY MAGNESIUM:</b>   |      |
| <b>Ingot:</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>Granule:</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>Total:</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |

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

II-20. **SHIPMENTS TO END USERS.**--Please report your firm's commercial U.S. shipments of magnesium to end users of magnesium by product type and form during the specified period. (See definitions in the instruction booklet.)

| <i>(Quantity in metric tons)</i>  |      |
|---|------|
| Item  | 2003 |
| <b>SHIPMENTS TO ALUMINUM MANUFACTURERS:</b>                                     |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)       |      |
| Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)   |      |
| Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>SHIPMENTS TO MAGNESIUM GRANULE PRODUCERS:</b>                                |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)       |      |
| Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)   |      |
| Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>SHIPMENTS TO DIECASTERS:</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)       |      |
| Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)   |      |
| Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>SHIPMENTS FOR IRON AND STEEL DESULFURIZATION:</b>                            |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)       |      |
| Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)   |      |
| Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |
| <b>SHIPMENTS TO OTHERS (SPECIFY):</b>   |      |
| Ultra-pure magnesium  |      |
| Commodity-grade pure magnesium  |      |
| Primary alloy magnesium (meeting ASTM specifications for alloy magnesium)       |      |
| Primary alloy magnesium (not meeting ASTM specifications for alloy magnesium)   |      |
| Secondary alloy magnesium (meeting ASTM specifications for alloy magnesium)     |      |
| Secondary alloy magnesium (not meeting ASTM specifications for alloy magnesium) |      |

**PART III.--FINANCIAL INFORMATION**

Further information on this part of the questionnaire can be obtained from **Charles Yost** (202-205-3432 or charles.yost@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?  
Identify the person who actually prepared, or is thoroughly familiar with this response.

|                       |                                 |
|-----------------------|---------------------------------|
| _____                 | _____                           |
| <i>Name</i>           | <i>Title</i>                    |
| _____                 | _____                           |
| <i>Phone number</i>   | <i>Fax number</i>               |
| _____                 | _____                           |
| <i>E-mail address</i> | <i>Best hours to be reached</i> |

III-2. Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? \_\_\_\_\_  
If your fiscal year changed during the periods examined, explain below:

\_\_\_\_\_

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

\_\_\_\_\_

C. Does your firm prepare profit/loss statements for the subject merchandise:  
 Yes                       No

D. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.

Audited \_\_\_\_\_ Unaudited \_\_\_\_\_ Annual reports \_\_\_\_\_ 10Ks \_\_\_\_\_ 10Qs \_\_\_\_\_

Monthly \_\_\_\_\_ Quarterly \_\_\_\_\_ Semi-annually \_\_\_\_\_ Annually \_\_\_\_\_

Accounting basis: GAAP \_\_\_ Cash \_\_\_ Tax \_\_\_ Other (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 which includes magnesium as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.)

\_\_\_\_\_

\_\_\_\_\_

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

\_\_\_\_\_

\_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

If you are a **producer of pure magnesium**, please complete tables III-5 and III-6 below and then go to question III-8 and complete the remaining questions in this section of the questionnaire. If you are a **producer of only alloy magnesium**, please go to question III-7 and complete the remaining questions as instructed.

III-5. **PRODUCER OF PURE MAGNESIUM (TRADE SALES ONLY).**—Consolidate and report the revenue and related cost information requested below on the trade sales of pure magnesium operations of your U.S. establishment(s).<sup>1</sup> Provide data for your four most recently completed fiscal years in chronological order from left to right. See instruction booklet for definitions.

| <i>(Quantity in metric tons, value in \$1,000)</i>  |                    |  |  |  |
|---|--------------------|--|--|--|
| Item  | Fiscal years ended |  |  |  |
|   |                    |  |  |  |
| <b>Net sales quantities:<sup>1</sup></b>  |                    |  |  |  |
| Commercial sales  |                    |  |  |  |
| <b>Net sales values:<sup>2</sup></b>  |                    |  |  |  |
| Commercial sales  |                    |  |  |  |
| <b>Cost of goods sold:</b>  |                    |  |  |  |
| Raw materials   |                    |  |  |  |
| Direct labor  |                    |  |  |  |
| Other factory costs   |                    |  |  |  |
| Total cost of goods sold  |                    |  |  |  |
| <b>Gross profit or (loss)</b>   |                    |  |  |  |
| <b>Selling, general, administrative expenses:</b>   |                    |  |  |  |
| Selling expenses  |                    |  |  |  |
| General and administrative expenses   |                    |  |  |  |
| Total SG&A expenses   |                    |  |  |  |
| <b>Operating income or (loss)</b>   |                    |  |  |  |
| <b>Other income and expenses:</b>   |                    |  |  |  |
| Interest expense  |                    |  |  |  |
| All other expense items   |                    |  |  |  |
| All other income items  |                    |  |  |  |
| All other income or expenses, net   |                    |  |  |  |
| <b>Net income or (loss) before income taxes</b>   |                    |  |  |  |
| <b>Depreciation/amortization included above</b>   |                    |  |  |  |
| <p><sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations; do not include sales of pure magnesium that your firm has purchased and merely resold.</p> <p><sup>2</sup> Less discounts, returns, and allowances. If your firm sells to its customers on a delivered basis, delivery costs should be included in sales revenue and within costs as an operating expense (EITF 00-10). Provide a breakout here of delivery costs for each of the four fiscal years (in thousand dollars):</p> <p align="center">FY00 _____ FY01 _____ FY02 _____ FY03 _____</p> <p>Also, state where delivery costs are classified in this grid (e.g., other factory costs or selling expense) _____.</p> <p>The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.</p> <p>If your firm received funds under the Continued Dumping and Subsidy Offset Act 2000 (Byrd Amendment), please state the amounts for each period and where classified:</p> <p align="center">FY00 _____ FY01 _____ FY02 _____ FY03 _____</p> |                    |  |  |  |

**PART III.--FINANCIAL INFORMATION--Continued**

III-6. **PRODUCER OF PURE MAGNESIUM (ALL SALES).**—Consolidate and report the revenue and related cost information requested below on all sales (including internal consumption and transfers to related firms) of the pure magnesium (as defined) operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your four most recently completed fiscal years in chronological order from left to right. See instruction booklet for definitions.

| <i>(Quantity in metric tons, value in \$1,000)</i> |                    |  |  |  |
|--|--------------------|--|--|--|
| Item   | Fiscal years ended |  |  |  |
|  |                    |  |  |  |
| <b>Net sales quantities:<sup>1</sup></b>           |                    |  |  |  |
| Commercial sales                                   |                    |  |  |  |
| Internal consumption                               |                    |  |  |  |
| Transfers to related firms                         |                    |  |  |  |
| Total net sales                                    |                    |  |  |  |
| <b>Net sales values:<sup>2</sup></b>               |                    |  |  |  |
| Commercial sales                                   |                    |  |  |  |
| Internal consumption                               |                    |  |  |  |
| Transfers to related firms                         |                    |  |  |  |
| Total net sales                                    |                    |  |  |  |
| <b>Cost of goods sold:</b>                         |                    |  |  |  |
| Raw materials                                      |                    |  |  |  |
| Direct labor                                       |                    |  |  |  |
| Other factory costs                                |                    |  |  |  |
| Total cost of goods sold                           |                    |  |  |  |
| <b>Gross profit or (loss)</b>                      |                    |  |  |  |
| <b>Selling, general, administrative expenses:</b>  |                    |  |  |  |
| Selling expenses                                   |                    |  |  |  |
| General and administrative expenses                |                    |  |  |  |
| Total SG&A expenses                                |                    |  |  |  |
| <b>Operating income or (loss)</b>                  |                    |  |  |  |
| <b>Other income and expenses:</b>                  |                    |  |  |  |
| Interest expense                                   |                    |  |  |  |
| All other expense items                            |                    |  |  |  |
| All other income items                             |                    |  |  |  |
| All other income or expenses, net                  |                    |  |  |  |
| <b>Net income or (loss) before income taxes</b>    |                    |  |  |  |
| <b>Depreciation/amortization included above</b>    |                    |  |  |  |

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations; do not include sales of pure magnesium that your firm has purchased and merely resold.

<sup>2</sup> Less discounts, returns, and allowances. If your firm sells to its customers on a delivered basis, delivery costs should be included in sales revenue and within costs as an operating expense (EITF 00-10). Provide a breakout here of delivery costs for each of the four fiscal years (in thousand dollars):

FY00 \_\_\_\_\_ FY01 \_\_\_\_\_ FY02 \_\_\_\_\_ FY03 \_\_\_\_\_

Also, state where delivery costs are classified in this grid (e.g., other factory costs or selling expense) \_\_\_\_\_.  
The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

If your firm received funds under the Continued Dumping and Subsidy Offset Act 2000 (Byrd Amendment), please state the amounts for each period and where classified:

FY00 \_\_\_\_\_ FY01 \_\_\_\_\_ FY02 \_\_\_\_\_ FY03 \_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

III-7. **OPERATIONS ON ALLOY MAGNESIUM.**—Consolidate and report the revenue and related cost information requested below on all sales (including internal consumption and transfers to related firms) of the **alloy magnesium** (as defined) operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your four most recently completed fiscal years in chronological order from left to right. See instruction booklet for definitions.

| <b>(Quantity in metric tons, value in \$1,000)</b> |                    |  |  |  |
|--|--------------------|--|--|--|
| Item   | Fiscal years ended |  |  |  |
|  |                    |  |  |  |
| <b>Net sales quantities:<sup>1</sup></b>           |                    |  |  |  |
| Commercial sales                                   |                    |  |  |  |
| Internal consumption                               |                    |  |  |  |
| Transfers to related firms                         |                    |  |  |  |
| Total net sales                                    |                    |  |  |  |
| <b>Net sales values:<sup>2</sup></b>               |                    |  |  |  |
| Commercial sales                                   |                    |  |  |  |
| Internal consumption                               |                    |  |  |  |
| Transfers to related firms                         |                    |  |  |  |
| Total net sales                                    |                    |  |  |  |
| <b>Cost of goods sold:</b>                         |                    |  |  |  |
| Raw materials                                      |                    |  |  |  |
| Direct labor                                       |                    |  |  |  |
| Other factory costs                                |                    |  |  |  |
| Total cost of goods sold                           |                    |  |  |  |
| <b>Gross profit or (loss)</b>                      |                    |  |  |  |
| <b>Selling, general, administrative expenses:</b>  |                    |  |  |  |
| Selling expenses                                   |                    |  |  |  |
| General and administrative expenses                |                    |  |  |  |
| Total SG&A expenses                                |                    |  |  |  |
| <b>Operating income or (loss)</b>                  |                    |  |  |  |
| <b>Other income and expenses:</b>                  |                    |  |  |  |
| Interest expense                                   |                    |  |  |  |
| All other expense items                            |                    |  |  |  |
| All other income items                             |                    |  |  |  |
| All other income or expenses, net                  |                    |  |  |  |
| <b>Net income or (loss) before income taxes</b>    |                    |  |  |  |
| <b>Depreciation/amortization included above</b>    |                    |  |  |  |

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations; do not include sales of pure magnesium that your firm has purchased and merely resold.

<sup>2</sup> Less discounts, returns, and allowances. If your firm sells to its customers on a delivered basis, delivery costs should be included in sales revenue and within costs as an operating expense (EITF 00-10). Provide a breakout here of delivery costs for each of the four fiscal years (in thousand dollars):

FY00 \_\_\_\_\_ FY01 \_\_\_\_\_ FY02 \_\_\_\_\_ FY03 \_\_\_\_\_

Also, state where delivery costs are classified in this grid (e.g., other factory costs or selling expense) \_\_\_\_\_.  
The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

**PART III.--FINANCIAL INFORMATION--Continued**

III-8. **Other products.**--Please list any other products you produced in the facilities in which you produced pure and alloy magnesium, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

| Product(s) | Share of sales |
|------------|----------------|
|            |                |
|            |                |
|            |                |

III-9. **Capital expenditures, research and development expenditures, and asset values.**--Report your firm's capital expenditures and research and development expenditures on **pure magnesium**, and the values of the property, plant, and equipment used in the production of **pure magnesium**. Provide data for your four most recently completed fiscal years in chronological order from left to right.

| <i>(Value in \$1,000)</i>                    |                    |  |  |  |
|--|--------------------|--|--|--|
| Item   | Fiscal years ended |  |  |  |
|  |                    |  |  |  |
| <b>Capital expenditures</b>                  |                    |  |  |  |
| <b>Research and development expenditures</b> |                    |  |  |  |
| <b>Property, plant, and equipment:</b>       |                    |  |  |  |
| Original cost                                |                    |  |  |  |
| Book value                                   |                    |  |  |  |

III-10. **Capital expenditures, research and development expenditures, and asset values.**--Report your firm's capital expenditures and research and development expenditures on **alloy magnesium**, and the values of the property, plant, and equipment used in the production of **alloy magnesium**. Provide data for your four most recently completed fiscal years in chronological order from left to right.

| <i>(Value in \$1,000)</i>                    |                    |  |  |  |
|--|--------------------|--|--|--|
| Item   | Fiscal years ended |  |  |  |
|  |                    |  |  |  |
| <b>Capital expenditures</b>                  |                    |  |  |  |
| <b>Research and development expenditures</b> |                    |  |  |  |
| <b>Property, plant, and equipment:</b>       |                    |  |  |  |
| Original cost                                |                    |  |  |  |
| Book value                                   |                    |  |  |  |

**PART III.--FINANCIAL INFORMATION—Continued**

**Note.--If your responses on this page differ based on the type of magnesium (i.e., pure or alloy) or the countries (i.e., China or Russia), please so indicate.**

III-11. Since January 1, 2000, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of pure and alloy magnesium from Russia or alloy magnesium from China?

No       Yes—My firm anticipates negative effects as follows:

Cancellation or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify): \_\_\_\_\_

III-12. Does your firm anticipate any negative impact of imports of pure and alloy magnesium from Russia or alloy magnesium from China?

No       Yes—My firm anticipates negative effects as follows:

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

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

Further information on this part of the questionnaire can be obtained from **John Benedetto** (202-205-3270 or john.benedetto@usitc.gov).

III-1. Who should be contacted regarding the requested pricing information?  
Identify the person who actually prepared, or is thoroughly familiar with this response.

|                       |                                 |
|-----------------------|---------------------------------|
| _____                 | _____                           |
| <i>Name</i>           | <i>Title</i>                    |
| _____                 | _____                           |
| <i>Phone number</i>   | <i>Fax number</i>               |
| _____                 | _____                           |
| <i>E-mail address</i> | <i>Best hours to be reached</i> |

**Section IV-A.--PRICE DATA**

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2001-December 2003:

| <b>Product</b>   | <b>Description</b>  |
|------------------|---|
| <b>Product 1</b> | Pure magnesium ingots containing at least 99.8 percent magnesium but less than 99.95 percent magnesium.   |
| <b>Product 2</b> | Alloy magnesium ingots containing less than 99.8 percent magnesium sold to aluminum alloyers and meeting ASTM specifications for alloy magnesium.     |
| <b>Product 3</b> | Alloy magnesium ingots containing less than 99.8 percent magnesium sold to aluminum alloyers and not meeting ASTM specifications for alloy magnesium. |
| <b>Product 4</b> | Alloy magnesium ingots containing less than 99.8 percent magnesium sold to die casters and meeting ASTM specifications for alloy magnesium            |

**Please note that total dollar values should be on a delivered basis (i.e., includes U.S. inland transportation costs paid by the seller). Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts, allowances, rebates, and the value of returned goods). See instruction booklet.**

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

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

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> produced and sold by your firm.

Product 1

Product 2

Product 3

Product 4

| (Quantity in metric tons, value in dollars)  |          |                              |
|--|----------|------------------------------|
| Period of shipment   | Quantity | Delivered value <sup>2</sup> |
| <b>2001:</b>   |          |                              |
| January-March  |          |                              |
| April-June   |          |                              |
| June-September   |          |                              |
| October-December   |          |                              |
| <b>2002:</b>   |          |                              |
| January-March  |          |                              |
| April-June   |          |                              |
| June-September   |          |                              |
| October-December   |          |                              |
| <b>2003:</b>   |          |                              |
| January-March  |          |                              |
| April-June   |          |                              |
| June-September   |          |                              |
| October-December   |          |                              |
| <sup>1</sup> Please provide a list of product specifications (ASTM or otherwise) for the products for which you have provided data above:<br><hr/> <hr/> |          |                              |
| <sup>2</sup> Delivered values less all discounts, allowances, rebates, and the value of returned goods.  |          |                              |

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

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

IV-B-1. Please describe how your firm determines the prices that it charges for sales of magnesium (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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

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IV-B-3. What are your firm's typical sales terms for its U.S.-produced magnesium (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic magnesium usually quoted (e.g., f.o.b. warehouse, or delivered)?

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced magnesium in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

| Type of sale         | Share of sales (percent) |
|----------------------|--------------------------|
| Long-term contracts  |                          |
| Short-term contracts |                          |
| Spot sales           |                          |

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) How often are prices renegotiated during the contract period? \_\_\_\_\_
- (d) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (e) Does the contract have a meet or release provision? \_\_\_\_\_
- (f) How often are meet or release provisions invoked? \_\_\_\_\_

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

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

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) How often are prices renegotiated during the contract period? \_\_\_\_\_
- (d) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (e) Does the contract have a meet or release provision? \_\_\_\_\_
- (f) How often are meet or release provisions invoked? \_\_\_\_\_

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced magnesium?

| Source            | Share of 2003 sales | Lead time |
|-------------------|---------------------|-----------|
| From inventory    |                     |           |
| Produced to order |                     |           |
| Total             |                     |           |

IV-B-8. (a) What is the approximate percentage of the total delivered cost of magnesium that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

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

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

IV-B-9. What is the geographic market area in the United States served by your firm's magnesium?

- |                                    |  |                                     |                                    |
|------------------------------------|--|-------------------------------------|------------------------------------|
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Mid-Atlantic            | <input type="checkbox"/> Midwest    | <input type="checkbox"/> Southeast |
| <input type="checkbox"/> Southwest | <input type="checkbox"/> Rocky Mountains         | <input type="checkbox"/> West coast | <input type="checkbox"/> Northwest |
| <input type="checkbox"/> National  | <input type="checkbox"/> Other (describe): _____ |                                     |                                    |

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

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

**Note.--If your responses in this section regarding alloy magnesium differ based on whether or not the product meets ASTM specifications for alloy magnesium, please so indicate.**

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

| End use | Share of total cost accounted for by magnesium (percent) |
|---------|--|
|         |  |
|         |  |
|         |  |

Describe the end uses of the **alloy magnesium** that you manufacture. For each end-use product, approximately what percentage of the total cost is accounted for by alloy magnesium?

| End use | Share of total cost accounted for by magnesium (percent) |
|---------|--|
|         |  |
|         |  |
|         |  |

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

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

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

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(c) Have changes in the prices of these products affected the price for magnesium?

No       Yes– To what degree do changes in their prices affect the price for magnesium? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of magnesium or final end use?

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

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

IV-B-12. How has the demand within the United States (and outside the United States if known) for magnesium changed since January 1, 2000? What principal factors affect changes in demand?

Increased                       Unchanged                       Decreased

Pure magnesium:

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Alloy magnesium:

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IV-B-13. Have there been any significant changes in the product range or marketing of magnesium since January 1, 2000?

No                       Yes– Please describe.

Pure magnesium:

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Alloy magnesium:

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

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

IV-B-14. Is magnesium produced in the United States and in other countries interchangeable (i.e., can it physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “O” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

| Country-pair   | United States | China | Russia | Other countries |
|--|---------------|-------|--------|-----------------|
| United States  |               |       |        |                 |
| China  |               |       |        |                 |
| Russia   |               |       |        |                 |
| <sup>1</sup> For any country-pair producing magnesium which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:<br><hr/> <hr/> <hr/> <hr/> <hr/> |               |       |        |                 |

IV-B-15. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between magnesium produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using “A” to indicate that such differences are *always* significant, “F” to indicate that such differences are *frequently* significant, “S” to indicate that such differences are *sometimes* significant, “N” to indicate that such differences are *never* significant, and “O” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

| Country-pair  | United States | China | Russia | Other countries |
|---|---------------|-------|--------|-----------------|
| United States   |               |       |        |                 |
| China   |               |       |        |                 |
| Russia  |               |       |        |                 |
| <sup>1</sup> 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 magnesium, identify the country-pair and report the advantages or disadvantages imparted by such factors:<br><hr/> <hr/> <hr/> <hr/> <hr/> |               |       |        |                 |

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

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

IV-B-16. Do your sales of pure magnesium compete with alloy magnesium? If so, is this competing alloy magnesium (a) U.S. production (b) imported from China and/or Russia (c) imported from other countries? Please provide any documentation or further detail that you think would be helpful.

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IV-B-17. Do your sales of alloy magnesium compete with pure magnesium? If so, is this competing pure magnesium (a) U.S. production (b) imported from China and/or Russia (c) imported from other countries? Please provide any documentation or further detail that you think would be helpful.

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

**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 5 largest customers for **pure magnesium** during 2000-2003. Please also provide the name and telephone number of a contact person and the estimated share of the quantity of your firm's total shipments of magnesium that each of these customers accounted for in 2003.

| No. | Customer's name | Street address (not P.O. box), state, and zip | Contact person | Area code and phone number | Share of 2003 sales (percent) |
|-----|-----------------|---|----------------|----------------------------|-------------------------------|
| 1   |                 |   |                |                            |                               |
| 2   |                 |   |                |                            |                               |
| 3   |                 |   |                |                            |                               |
| 4   |                 |   |                |                            |                               |
| 5   |                 |   |                |                            |                               |

Please identify below the names and addresses of your firm's 5 largest customers for **alloy magnesium** during 2000-2003. Please also provide the name and telephone number of a contact person and the estimated share of the quantity of your firm's total shipments of magnesium that each of these customers accounted for in 2003.

| No. | Customer's name | Street address (not P.O. box), state, and zip | Contact person | Area code and phone number | Share of 2003 sales (percent) |
|-----|-----------------|---|----------------|----------------------------|-------------------------------|
| 1   |                 |   |                |                            |                               |
| 2   |                 |   |                |                            |                               |
| 3   |                 |   |                |                            |                               |
| 4   |                 |   |                |                            |                               |
| 5   |                 |   |                |                            |                               |



