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**PRODUCERS' QUESTIONNAIRE**  
**CARBAZOLE VIOLET PIGMENT 23 FROM CHINA AND INDIA**

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*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than December 4, 2003**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning carbazole violet pigment 23 ("crude and/or finished violet 23") from China and India (invs. Nos. 701-TA-437 and 731-TA-1060 and 1061 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

**Name of firm** \_\_\_\_\_  
**Address** \_\_\_\_\_  
**City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip code** \_\_\_\_\_  
**World Wide Web address** \_\_\_\_\_

Has your firm produced crude and/or finished violet 23 (as defined in the instruction booklet) at any time since January 1, 2000?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)  
 **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

**PART I.--GENERAL QUESTIONS**

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-1. 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-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 with respect to:

|   |   |
|---|---|
| China?                                    | India?                                    |
| <input type="checkbox"/> Support          | <input type="checkbox"/> Support          |
| <input type="checkbox"/> Oppose           | <input type="checkbox"/> Oppose           |
| <input type="checkbox"/> Take no position | <input type="checkbox"/> Take no position |

Please explain:

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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 determinations in the investigations are

**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.

| <u>Firm name</u> | <u>Address</u> | <u>Extent of ownership</u> |
|------------------|----------------|----------------------------|
| _____            | _____          | _____                      |
| _____            | _____          | _____                      |

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing crude and/or finished violet 23 from China or India into the United States or which are engaged in exporting crude and/or finished violet 23 from China or India to the United States?

No  Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of crude and/or finished violet 23?

No  Yes--List the following information.

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

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

Further information on this part of the questionnaire can be obtained from Olympia Hand (ohand@usitc.gov Preferred; 202-205-3182). **Unless otherwise specified, supply all data requested on**

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

II-2. 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 crude and/or finished violet 23 since January 1, 2000?

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

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II-3. Does your firm produce other products on the same equipment and machinery used in the production of crude and/or finished violet 23?

No             Yes--List the following information.

| <u>Product</u> | <u>Basis for allocation of capacity data</u> |
|----------------|--|
|----------------|--|

|       |       |
|-------|-------|
| <hr/> | <hr/> |
| <hr/> | <hr/> |

II-4. What is the country of origin of the equipment and machinery used in the production of crude and/or finished violet 23?

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II-5. What is the level of technical expertise involved in the production of crude and/or finished violet 23? (For example, skilled labor, industry certification, university degree, specialized training.)

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

II-6. Describe the extent of any equipment modifications and related downtime involved in shifting between production of crude and/or finished violet 23 (as defined in the instruction booklet) and production of other products made in your establishment.

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II-7. Please describe the constraint(s) that set the limit(s) on your production capabilities.

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II-8. Does your firm produce other products using the same production and related workers employed to produce crude and/or finished violet 23?

No       Yes--List the following information.

Product

Basis for allocation of employment data

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II-9. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of crude and/or finished violet 23?

No       Yes--Name firm: \_\_\_\_\_

II-10. Does your firm produce crude and/or finished violet 23 in a foreign trade zone (FTZ)?

No       Yes--Identify FTZ(s): \_\_\_\_\_

II-11. Since January 1, 2000, has your firm imported crude and/or finished violet 23?

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

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

II-12. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **CRUDE VIOLET 23** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

| <i>(Quantity in 1,000 pounds, value in \$1,000)</i>              |                |      |      |                   |      |
|--|----------------|------|------|-------------------|------|
| Item   | Calendar years |      |      | January-September |      |
|  | 2000           | 2001 | 2002 | 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>1</sup></i> of transfers to related firms           |                |      |      |                   |      |
| <b>EXPORT 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>                         |                |      |      |                   |      |

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

II-13. If you reported transfers to related firms in question II-9, 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. Other than direct imports, has your firm otherwise purchased **crude violet 23** 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 1,000 pounds, value in \$1,000)</i>                        |                |      |      |                   |      |
|--|----------------|------|------|-------------------|------|
| Item   | Calendar years |      |      | January-September |      |
|  | 2000           | 2001 | 2002 | 2002              | 2003 |
| <b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF CRUDE VIOLET 23 FROM--</b> |                |      |      |                   |      |
| <b>CHINA:</b>  |                |      |      |                   |      |
| <i>Quantity</i>  |                |      |      |                   |      |
| <i>Value</i>   |                |      |      |                   |      |
| <b>INDIA:</b>  |                |      |      |                   |      |
| <i>Quantity</i>  |                |      |      |                   |      |
| <i>Value</i>   |                |      |      |                   |      |
| <b>ALL OTHER COUNTRIES:</b>  |                |      |      |                   |      |
| <i>Quantity</i>  |                |      |      |                   |      |
| <i>Value</i>   |                |      |      |                   |      |
| <b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>                      |                |      |      |                   |      |
| <i>Quantity</i>  |                |      |      |                   |      |
| <i>Value</i>   |                |      |      |                   |      |
| <b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>                           |                |      |      |                   |      |
| <i>Quantity</i>  |                |      |      |                   |      |
| <i>Value</i>   |                |      |      |                   |      |

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

II-15. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **FINISHED VIOLET 23** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

| <i>(Quantity in 1,000 pounds, value in \$1,000)</i>                                |                |      |      |                   |      |
|--|----------------|------|------|-------------------|------|
| Item   | Calendar years |      |      | January-September |      |
|  | 2000           | 2001 | 2002 | 2002              | 2003 |
| <b>TOTAL FINISHED AVERAGE PRODUCTION CAPACITY<sup>1</sup></b><br><i>(quantity)</i> |                |      |      |                   |      |
| <b>TOTAL FINISHED BEGINNING-OF-PERIOD INVENTORIES</b><br><i>(quantity)</i>         |                |      |      |                   |      |
| <b>TOTAL FINISHED PRODUCTION</b> <i>(quantity)</i>                                 |                |      |      |                   |      |
| <b>PRESSCAKE--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>1</sup></i> of transfers to related firms                             |                |      |      |                   |      |
| <b>PRESSCAKE--EXPORT SHIPMENTS:<sup>3</sup></b>                                    |                |      |      |                   |      |
| <i>Quantity</i> of export shipments  |                |      |      |                   |      |
| <i>Value</i> of export shipments   |                |      |      |                   |      |
| <b>DRY COLOR--U.S. SHIPMENTS:</b>  |                |      |      |                   |      |
| <b>Commercial shipments:</b>   |                |      |      |                   |      |
| <i>Quantity</i> of commercial shipments  |                |      |      |                   |      |
| <i>Value</i> of commercial shipments   |                |      |      |                   |      |

| <b>DRY COLOR--EXPORT SHIPMENTS:<sup>3</sup></b>  |  |  |  |  |  |
|--|--|--|--|--|--|
| <i>Quantity</i> of export shipments  |  |  |  |  |  |
| <i>Value</i> of export shipments   |  |  |  |  |  |
| <b>TOTAL FINISHED END-OF-PERIOD INVENTORIES<sup>4</sup></b><br><i>(quantity)</i>   |  |  |  |  |  |
| <b>TOTAL FINISHED U.S. SHIPMENTS TO DISTRIBUTORS</b><br><i>(quantity)</i>  |  |  |  |  |  |
| <b>TOTAL FINISHED U.S. SHIPMENTS TO END USERS</b><br><i>(quantity)</i>   |  |  |  |  |  |
| <b>TOTAL FINISHED AVERAGE NUMBER OF PRWs</b>   |  |  |  |  |  |
| <b>TOTAL FINISHED HOURS WORKED BY PRWs</b> <i>(1,000 hours)</i>  |  |  |  |  |  |
| <b>TOTAL FINISHED WAGES PAID TO PRWs</b> <i>(value)</i>  |  |  |  |  |  |
| <p><sup>1</sup> The production capability (see definitions in the instruction booklet) reported is based on operating ___ Hours per week, ___ Weeks per year. Please describe the methodology used to calculate production capability, 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, and 2002 below:</p> <hr/>   |  |  |  |  |  |
| <p><sup>3</sup> Identify your principal export markets: _____</p> <hr/>  |  |  |  |  |  |
| <p><sup>4</sup> <u>Reconciliation of data</u>--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> <hr/> |  |  |  |  |  |

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

II-16. 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-17. Other than direct imports, has your firm otherwise purchased **finished violet 23** 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 1,000 pounds, value in \$1,000)</i>                           |                |      |      |                   |      |
|---|----------------|------|------|-------------------|------|
| Item  | Calendar years |      |      | January-September |      |
|   | 2000           | 2001 | 2002 | 2002              | 2003 |
| <b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF FINISHED VIOLET 23 FROM--</b> |                |      |      |                   |      |
| <b>CHINA:</b>   |                |      |      |                   |      |
| <i>Quantity</i>   |                |      |      |                   |      |
| <i>Value</i>  |                |      |      |                   |      |
| <b>INDIA:</b>   |                |      |      |                   |      |
| <i>Quantity</i>   |                |      |      |                   |      |
| <i>Value</i>  |                |      |      |                   |      |
| <b>ALL OTHER COUNTRIES:</b>   |                |      |      |                   |      |
| <i>Quantity</i>   |                |      |      |                   |      |
| <i>Value</i>  |                |      |      |                   |      |
| <b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>                         |                |      |      |                   |      |
| <i>Quantity</i>   |                |      |      |                   |      |
| <i>Value</i>  |                |      |      |                   |      |
| <b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>                              |                |      |      |                   |      |
| <i>Quantity</i>   |                |      |      |                   |      |
| <i>Value</i>  |                |      |      |                   |      |

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to David Boyland (202-708-4725)

III-1. Who should be contacted regarding the requested financial information?  
List the names, titles, and phone numbers (including extensions) of the people who prepared and/or have knowledge of this response.

Company contact: \_\_\_\_\_

|                |         |                |  |
|----------------|---------|----------------|--|
| Name and title |         |                |  |
|                | Ext.    |                |  |
| Phone No.      | Fax No. | E-mail address |  |

Your company's World Wide Website: \_\_\_\_\_

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. 1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include **violet 23**: \_\_\_\_\_
2. Does your firm prepare profit/loss statements for **violet 23**: yes \_\_\_ no \_\_\_
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10K's)? Please check relevant items below.
- Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10K's \_\_\_ 10Q's \_\_\_
- Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
- Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request your company to submit copies of your financial statements including internal profit/loss statements.*

III-3. Briefly describe your Cost Accounting system (e.g., standard cost, job order cost, etc.)  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-4. Briefly describe your submission methodology including allocation basis if any, especially for COGS, SG&A, and interest expense and other income and expenses.  
\_\_\_\_\_  
\_\_\_\_\_

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

III-6. Operations on crude violet 23.—(Complete this table only if your firm manufactures crude violet 23.) Report the revenue and related cost information requested below on the **crude violet 23** 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 three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

| <b>(Quantity in 1,000 pounds, value in \$1,000)</b>                    |                      |       |       |                   |      |
|--|----------------------|-------|-------|-------------------|------|
| Item   | Fiscal years ended-- |       |       | January-September |      |
|  | _____                | _____ | _____ | 2002              | 2003 |
| <b>Net sales and/or tolling quantities:<sup>2</sup></b>                |                      |       |       |                   |      |
| Commercial sales   |                      |       |       |                   |      |
| Internal consumption   |                      |       |       |                   |      |
| Transfers to related firms   |                      |       |       |                   |      |
| Tolling  |                      |       |       |                   |      |
| Total net sales/tolling quantities                                     |                      |       |       |                   |      |
| <b>Net sales and/or tolling values:<sup>2</sup></b>                    |                      |       |       |                   |      |
| Commercial sales   |                      |       |       |                   |      |
| Internal consumption   |                      |       |       |                   |      |
| Transfers to related firms   |                      |       |       |                   |      |
| Tolling  |                      |       |       |                   |      |
| Total net sales/tolling revenue  |                      |       |       |                   |      |
| <b>Cost of goods sold and/or tolled:</b>                               |                      |       |       |                   |      |
| Raw materials <u>not</u> provided under tolling agreement <sup>3</sup> |                      |       |       |                   |      |
| Direct labor   |                      |       |       |                   |      |
| Other factory costs  |                      |       |       |                   |      |
| Total cost of goods sold and/or tolled                                 |                      |       |       |                   |      |
| <b>Gross profit or (loss)</b>  |                      |       |       |                   |      |
| <b>Selling, general, and administrative (SG&amp;A) expenses:</b>       |                      |       |       |                   |      |
| Selling expenses   |                      |       |       |                   |      |
| General and administrative expenses                                    |                      |       |       |                   |      |
| Total SG&A expenses  |                      |       |       |                   |      |
| <b>Operating income or (loss)</b>                                      |                      |       |       |                   |      |
| <b>Other income and expenses:</b>                                      |                      |       |       |                   |      |
|  |                      |       |       |                   |      |

III-7. Operations on finished violet 23.—(Complete this table only if your firm manufactures finished violet 23.) Report the revenue and related cost information requested below on the **finished violet 23** 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 three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

| <b>(Quantity in 1,000 pounds, value in \$1,000)</b>  |                      |       |       |                   |      |
|--|----------------------|-------|-------|-------------------|------|
| Item   | Fiscal years ended-- |       |       | January-September |      |
|  | _____                | _____ | _____ | 2002              | 2003 |
| <b>Net sales quantities:<sup>2</sup></b>   |                      |       |       |                   |      |
| Commercial sales   |                      |       |       |                   |      |
| Internal consumption   |                      |       |       |                   |      |
| Transfers to related firms   |                      |       |       |                   |      |
| Total net sales quantities   |                      |       |       |                   |      |
| <b>Net sales values:<sup>2</sup></b>   |                      |       |       |                   |      |
| Commercial sales   |                      |       |       |                   |      |
| Internal consumption   |                      |       |       |                   |      |
| Transfers to related firms   |                      |       |       |                   |      |
| Total net sales values   |                      |       |       |                   |      |
| <b>Cost of goods sold (including internal consumption and transfers to related firms):</b> |                      |       |       |                   |      |
| Crude violet 23 – imported <sup>3</sup>  |                      |       |       |                   |      |
| Raw materials provided to domestic toller(s) of crude violet 23 <sup>4</sup>               |                      |       |       |                   |      |
| Tolling fee to domestic toller(s) of crude violet 23                                       |                      |       |       |                   |      |
| Direct labor   |                      |       |       |                   |      |
| Other factory costs  |                      |       |       |                   |      |
| Total cost of goods sold   |                      |       |       |                   |      |
| <b>Gross profit or (loss)</b>  |                      |       |       |                   |      |
| <b>Selling, general, and administrative (SG&amp;A) 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   |                      |       |       |                   |      |
|  |                      |       |       |                   |      |

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

III-8. Crude violet 23: Capital expenditures, research and development expenditures, and asset values.—(Complete this table only if your firm manufactures crude violet 23.) Report your firm's capital expenditures and research and development expenditures on **crude violet 23**, and the values of the property, plant, and equipment used in the production of crude violet 23. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

| (Value in \$1,000)                           |                      |       |       |                   |      |
|--|----------------------|-------|-------|-------------------|------|
| Item   | Fiscal years ended-- |       |       | January-September |      |
|  | _____                | _____ | _____ | 2002              | 2003 |
| <b>Capital expenditures</b>                  |                      |       |       |                   |      |
| <b>Research and development expenditures</b> |                      |       |       |                   |      |
| <b>Property, plant, and equipment:</b>       |                      |       |       |                   |      |
| Original cost                                |                      |       |       |                   |      |
| Book value                                   |                      |       |       |                   |      |

III-9. Finished violet 23: Capital expenditures, research and development expenditures, and asset values.—(Complete this table only if your firm manufactures finished violet 23.) Report your firm's capital expenditures and research and development expenditures on **finished violet 23**, and the values of the property, plant, and equipment used in the production of finished violet 23. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

| (Value in \$1,000)                       |                      |       |       |                   |      |
|--|----------------------|-------|-------|-------------------|------|
| Item                                     | Fiscal years ended-- |       |       | January-September |      |
|  | _____                | _____ | _____ | 2002              | 2003 |
| <b>Capital expenditures</b>              |                      |       |       |                   |      |
| <b>Research and development expenses</b> |                      |       |       |                   |      |
| <b>Property, plant, and equipment:</b>   |                      |       |       |                   |      |
| Original cost                            |                      |       |       |                   |      |
| Book value                               |                      |       |       |                   |      |

III-10. If your company manufactures finished violet 23 but also incurred capital expenditures and research and development expenses related to crude violet 23, please briefly describe the nature of these expenditures and expenses and indicate whether they are reflected in table III-9 above. If these expenditures and expenses are not reflected in table III-9, please provide this information in a separate attachment.

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

III-11. Crude violet 23: 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 **crude violet 23** from China and/or India?

No

Yes--My firm has experienced actual 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. Crude violet 23: Does your firm anticipate any negative impact of imports of **crude violet 23** from China and/or India?

No

Yes--My firm anticipates negative effects as follows:

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

III-13. Finished violet 23: 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 **finished violet 23** from China and/or India?

No

Yes--My firm has experienced actual 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-14. Finished violet 23: Does your firm anticipate any negative impact of imports of **finished violet 23** from China and/or India?

No

Yes--My firm anticipates negative effects as follows:

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**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 to unrelated U.S. customers.

Product 1  Product 2  Product 3

| <i>(Quantity in pounds of 100 percent pure pigment, value in U.S. dollars)</i>                                      |          |                    |
|---|----------|--------------------|
| Period of shipment  | Quantity | Value <sup>2</sup> |
| <b>2000:</b>  |          |                    |
| January-March   |          |                    |
| April-June  |          |                    |
| July-September  |          |                    |
| October-December  |          |                    |
| <b>2001:</b>  |          |                    |
| January-March   |          |                    |
| April-June  |          |                    |
| July-September  |          |                    |
| October-December  |          |                    |
| <b>2002:</b>  |          |                    |
| January-March   |          |                    |
| April-June  |          |                    |
| July-September  |          |                    |
| October-December  |          |                    |
| <b>2003:</b>  |          |                    |
| January-March   |          |                    |
| April-June  |          |                    |
| July-September  |          |                    |
| <sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified |          |                    |

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

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

**If the answers to the questions in this section differ by form or type of violet 23 (i.e., crude pigment form, presscake form, or dry color form), please note this in your response.**

IV-B-1. Please describe how your firm determines the prices that it charges for sales of violet 23 (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 violet 23 (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic violet 23 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 violet 23 in 2002 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

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

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

**If the answers to the questions in this section differ by form or type of violet 23 (i.e., crude pigment form, presscake form, or dry color form), please note this in your response.**

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

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

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

(d) Does the contract have a meet or release provision? \_\_\_\_\_

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced violet 23?

| Source            | Share of 2002 sales | Lead time |
|-------------------|---------------------|-----------|
| From inventory    |                     |           |
| Produced to order |                     |           |
| <b>Total</b>      | <b>100%</b>         |           |

IV-B-8. (a) What is the approximate percentage of the total delivered cost of violet 23 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 violet 23?

Northeast     Mid-Atlantic     Midwest     Southeast

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

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

**If the answers to the questions in this section differ by form or type of violet 23 (i.e., crude pigment form, presscake form, or dry color form), please note this in your response.**

IV-B-10. Describe the end uses of the violet 23 that you manufacture. For each end-use product, what percentage of the total cost is accounted for by violet 23?

| <u>End use</u> | <u>Share of total cost accounted for by violet 23<br/>(percent)</u> |
|----------------|---|
| _____          | _____   |
| _____          | _____   |
| _____          | _____   |

IV-B-11. (a) Please list in order of importance any products that may be substituted for violet 23.

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

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

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

(c) Have changes in the prices of these products affected the price for violet 23?

No       Yes--To what degree do changes in their prices affect the price for violet 23? 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 violet 23 or final end use?

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

IV-B-12. How has the demand within the United States (and outside the United States if known) for

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

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

**If the answers to the questions in this section differ by form or type of violet 23 (i.e., crude pigment form, presscake form, or dry color form), please note this in your response.**

IV-B-13. Have there been any significant changes in the product range or marketing of violet 23 since January 1, 2000?

No                       Yes--Please describe.

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IV-B-14. Does your firm sell violet 23 over the internet?

No                       Yes--Please describe, noting the estimated percentage of your firm's total sales of violet 23 in 2002 accounted for by internet sales.

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

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

**If the answers to the questions in this section differ by form or type of violet 23 (i.e., crude pigment form, presscake form, or dry color form), please note this in your response.**

| IV-B-15. Is violet 23 produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. <sup>1</sup> |               |       |       |                 |
|---|---------------|-------|-------|-----------------|
| Country-pair  | United States | China | India | Other countries |
| United States   |               |       |       |                 |
| China   |               |       |       |                 |
| India   |               |       |       |                 |
| <sup>1</sup> For any country-pair producing violet 23 which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:<br><br><hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>  |               |       |       |                 |



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

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

Please identify below the names and addresses of your firm's 10 largest customers for violet 23 during 2000-2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of violet 23 that each of these customers accounted for in 2002.

| No. | Customer's name | Street address (not P.O. box), state, and zip code | Contact person | Area code and telephone number | Share of 2002 sales (%) |
|-----|-----------------|--|----------------|--------------------------------|-------------------------|
| 1   |                 |  |                |                                |                         |
| 2   |                 |  |                |                                |                         |
| 3   |                 |  |                |                                |                         |
| 4   |                 |  |                |                                |                         |
| 5   |                 |  |                |                                |                         |
| 6   |                 |  |                |                                |                         |
| 7   |                 |  |                |                                |                         |
| 8   |                 |  |                |                                |                         |



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

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

**THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

**Since January 1, 2000:** Did your firm lose sales of violet 23 to imports of these products from China and/or India?

Yes       No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

| <b>Customer name,<br/>contact person,<br/>phone and fax<br/>numbers</b> | <b>Product<br/>(type of<br/>violet 23)</b> | <b>Date<br/>of<br/>quote</b> | <b>Quantity<br/>(pounds)</b> | <b>Rejected U.S.<br/>price (total<br/>value--<br/>dollars)</b> | <b>Country of<br/>origin</b> | <b>Accepted<br/>import price<br/>(total value--<br/>dollars)</b> |
|---|--|------------------------------|------------------------------|--|------------------------------|--|
|   |  |                              |                              |  |                              |  |
|   |  |                              |                              |  |                              |  |
|   |  |                              |                              |  |                              |  |