

PRODUCERS' QUESTIONNAIRE
CERTAIN ACTIVATED CARBON FROM CHINA

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 January 16, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain activated carbon from China (inv. No. 731-TA-1103 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

| |
|---|
| <p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced certain activated carbon or reactivated carbon (as defined in the instruction booklet) at any time since January 1, 2003?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p> |
|---|

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 this investigation 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.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

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.

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

Support Oppose Take no position

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 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection 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, I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

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> |
|------------------|----------------|----------------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of **certain activated carbon**?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced on same equipment and share of total production in 2006 (in percent):

| <u>Product</u> | <u>Percent</u> | <u>Product</u> | <u>Percent</u> |
|---------------------------------|----------------|----------------|----------------|
| Certain activated carbon | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ |

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce **certain activated carbon**?

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 2006 (in percent):

| <u>Product</u> | <u>Percent</u> | <u>Product</u> | <u>Percent</u> |
|---------------------------------|----------------|----------------|----------------|
| Certain activated carbon | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ |

II-6. Since January 1, 2003, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of **certain activated carbon**?

No Yes--Name firm: _____

II-7. Does your firm produce **certain activated carbon** in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2003, has your firm imported **certain activated carbon**?

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

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **CERTAIN ACTIVATED CARBON** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

| (Quantity in 1,000 pounds, value in \$1,000) | | | | |
|---|----------------|------|------|------|
| Item | Calendar years | | | |
| | 2003 | 2004 | 2005 | 2006 |
| AVERAGE PRODUCTION CAPACITY ¹ (quantity) | | | | |
| BEGINNING-OF-PERIOD INVENTORIES (quantity) | | | | |
| PRODUCTION (quantity) | | | | |
| U.S. SHIPMENTS: | | | | |
| Commercial shipments: | | | | |
| Quantity of commercial shipments | | | | |
| Value of commercial shipments | | | | |
| Internal consumption: | | | | |
| Quantity of internal consumption | | | | |
| Value ² of internal consumption | | | | |
| Transfers to related firms: | | | | |
| Quantity of transfers to related firms | | | | |
| Value ² of transfers to related firms | | | | |
| EXPORT SHIPMENTS: ³ | | | | |
| Quantity of export shipments | | | | |
| Value of export shipments | | | | |
| END-OF-PERIOD INVENTORIES ⁴ (quantity) | | | | |
| U.S. SHIPMENTS TO DISTRIBUTORS (quantity) | | | | |
| U.S. SHIPMENTS TO END USERS (quantity) | | | | |
| AVERAGE NUMBER OF PRWs | | | | |
| HOURS WORKED BY PRWs (1,000 hours) | | | | |
| WAGES PAID TO PRWs (value) | | | | |
| <p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/> <p>² 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 2003, 2004, 2005, and 2006 below:</p> <hr/> <p>³ Identify your principal export markets: _____</p> <p>⁴ 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?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p> | | | | |

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

II-10. **COMPARABILITY OF CERTAIN ACTIVATED CARBON AND REACTIVATED CARBON.**—Please describe the differences and similarities between **certain activated carbon and reactivated carbon** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

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

II-11. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **REACTIVATED CARBON** 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 | | | |
| | 2003 | 2004 | 2005 | 2006 |
| AVERAGE PRODUCTION CAPACITY ¹ <i>(quantity)</i> | | | | |
| BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i> | | | | |
| PRODUCTION <i>(quantity)</i> | | | | |
| U.S. SHIPMENTS: | | | | |
| Commercial shipments: | | | | |
| <i>Quantity</i> of commercial shipments | | | | |
| <i>Value</i> of commercial shipments | | | | |
| Internal consumption: | | | | |
| <i>Quantity</i> of internal consumption | | | | |
| <i>Value</i> ² of internal consumption | | | | |
| Transfers to related firms: | | | | |
| <i>Quantity</i> of transfers to related firms | | | | |
| <i>Value</i> ² of transfers to related firms | | | | |
| EXPORT SHIPMENTS: ³ | | | | |
| <i>Quantity</i> of export shipments | | | | |
| <i>Value</i> of export shipments | | | | |
| END-OF-PERIOD INVENTORIES ⁴ <i>(quantity)</i> | | | | |
| U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i> | | | | |
| U.S. SHIPMENTS TO END USERS <i>(quantity)</i> | | | | |
| AVERAGE NUMBER OF PRWs | | | | |
| HOURS WORKED BY PRWs <i>(1,000 hours)</i> | | | | |
| WAGES PAID TO PRWs <i>(value)</i> | | | | |

¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² Internal consumption and transfers to related firms 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 2003, 2004, 2005, and 2006 below:

³ Identify your principal export markets: _____

⁴ **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. **Toll processors: Toll conversion of REACTIVATED CARBON.**—For the **reactivated carbon** operations of your U.S. establishment(s), report the information requested below.

| <i>(Quantity in 1,000 pounds, value (i.e., fee for services) in \$1,000)</i> | | | | |
|---|------|------|------|------|
| Item | 2003 | 2004 | 2005 | 2006 |
| Average production capacity (<i>Quantity</i>) | | | | |
| Production (<i>Quantity</i>) | | | | |
| Shipments to tollee: ¹² (<i>Quantity</i>) | | | | |
| <i>Value</i> | | | | |
| Average number of PRWs | | | | |
| Hours worked by PRWs (<i>1,000 hours</i>) | | | | |
| Wages paid to PRWs (<i>value</i>) | | | | |
| ¹ Report your firm's shipments/net sales of reactivated carbon which it converted under a toll agreement with another firm. Quantity refers to the amount of reactivated carbon converted, and value refers to your firm's fee for its services. ² Less discounts, returns, allowances, and prepaid freight. | | | | |

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.

II-14. Report the share of your firm's U.S. shipments constituted by granular, powdered, and pelletized **certain activated carbon** in 2006.

Granular _____ percent Powdered _____ percent Pelletized _____ percent

II-15. Other than direct imports, has your firm otherwise purchased **certain activated carbon** since January 1, 2003? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

| (Quantity in 1,000 pounds, value in \$1,000) | | | | |
|--|----------------|------|------|------|
| Item | Calendar years | | | |
| | 2003 | 2004 | 2005 | 2006 |
| PURCHASES FROM U.S. IMPORTERS² OF CERTAIN ACTIVATED CARBON FROM-- | | | | |
| China: | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| ALL OTHER COUNTRIES: | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| PURCHASES FROM DOMESTIC PRODUCERS:² | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| PURCHASES FROM OTHER SOURCES:² | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| ¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/> | | | | |
| ² 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. <hr/> <hr/> | | | | |

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

II-16. Other than direct imports, has your firm otherwise purchased **REACTIVATED CARBON** since January 1, 2003? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

| <i>(Quantity in 1,000 pounds, value in \$1,000)</i> | | | | |
|--|----------------|------|------|------|
| Item | Calendar years | | | |
| | 2003 | 2004 | 2005 | 2006 |
| PURCHASES FROM U.S. IMPORTERS² OF CERTAIN ACTIVATED CARBON FROM-- | | | | |
| China: | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| ALL OTHER COUNTRIES: | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| PURCHASES FROM DOMESTIC PRODUCERS:² | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| PURCHASES FROM OTHER SOURCES:² | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| ¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/> | | | | |
| ² 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. <hr/> <hr/> | | | | |

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432 or e-mail charles.yost@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title

 Phone No. _____ Fax No. _____

 E-mail address _____ Company web address _____

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 period 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 subject merchandise: _____

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

3. How often did your firm (or parent company) prepare financial statements (including _____ annual reports, 10Ks)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___

4. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes **certain activated carbon** and/or **reactivated carbon**, 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.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced **certain activated carbon** and/or **reactivated carbon**, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

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

PART III.--FINANCIAL INFORMATION--Continued

III-6. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of **certain activated carbon** and/or **reactivated carbon** from any related company?

Yes--Continue to question III-7 below. No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of **certain activated carbon** and/or **reactivated carbon** that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

| <u>Input</u> | <u>Related party</u> |
|--------------|----------------------|
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9 below. No--Continue to question III-10 below.

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11, III-16, III-17, III-18 (Operations on **certain activated carbon** and/or **reactivated carbon**); i.e., costs reported in question III-11, III-16, III-17, III-18, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

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

Yes No--please contact Charles Yost at 202-205-3432

III-10. For each annual and interim period for which financial results are reported in question III-11, please attach a separate schedule that identifies the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's **certain activated carbon** and/or **reactivated carbon** operations.

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Operations on CERTAIN ACTIVATED CARBON.**--Report the revenue and related cost information requested below on the **certain activated carbon** operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your four most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost (202) 205-3432 before completing this section of the questionnaire.

| <i>(Quantity in 1,000 pounds, value in \$1,000)</i> | | | | |
|--|----------------------|------|------|------|
| Item | Fiscal years ended-- | | | |
| | 2003 | 2004 | 2005 | 2006 |
| Net sales quantities:² | | | | |
| Commercial sales | | | | |
| Internal consumption | | | | |
| Transfers to related firms | | | | |
| Total net sales quantities | | | | |
| Net sales values:² | | | | |
| Commercial sales | | | | |
| Internal consumption | | | | |
| Transfers to related firms | | | | |
| Total net sales values | | | | |
| Cost of goods sold (including internal consumption and transfers to related firms): | | | | |
| Raw materials | | | | |
| Direct labor | | | | |
| Energy ³ | | | | |
| Other factory costs | | | | |
| Total cost of goods sold | | | | |
| Gross profit or (loss) | | | | |
| Selling, general, and administrative (SG&A) expenses: | | | | |
| Selling expenses | | | | |
| General and administrative expenses | | | | |
| Total SG&A expenses | | | | |
| Operating income or (loss) | | | | |
| Other income and expenses: | | | | |
| Interest expense | | | | |
| All other expense items | | | | |
| All other income items | | | | |
| All other income or expenses, net | | | | |
| Net income or (loss) before income taxes | | | | |
| Depreciation/amortization included above | | | | |

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

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

³ This line item should include only manufacturing-related energy costs.

PART III.--FINANCIAL INFORMATION--Continued

III-12. **CERTAIN ACTIVATED CARBON: Asset values.**--Report the total assets associated with the production, warehousing, and sale of **certain activated carbon**. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. If applicable, your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your four most recently completed fiscal years in chronological order from left to right.

| <i>(Value in \$1,000)</i> | | | | |
|---|----------------------|------|------|------|
| Item | Fiscal years ended-- | | | |
| | 2003 | 2004 | 2005 | 2006 |
| Value of assets associated with the production, warehousing, and sale of CERTAIN ACTIVATED CARBON: | | | | |
| 1. Current assets: | | | | |
| A. Cash and equivalents | | | | |
| B. Accounts receivable, net | | | | |
| C. Inventories | | | | |
| D. All other current assets | | | | |
| E. Total current assets (lines 1.A through 1.D) | | | | |
| 2. Non-current assets | | | | |
| A. Property, plant, and equipment (PPE) at cost | | | | |
| B. Less: Accumulated depreciation | | | | |
| C. Equals: Book value of PPE | | | | |
| D. All other non-current assets | | | | |
| Total non-current assets (lines 2.C and 2.D) | | | | |
| 3. Total assets (total current and non-current) | | | | |

PART III.--FINANCIAL INFORMATION--Continued

III-13. **CERTAIN ACTIVATED CARBON:** Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on **certain activated carbon**. Provide data for your four most recently completed fiscal years in chronological order from left to right.

| (Value in \$1,000) | | | | |
|--|----------------------|------|------|------|
| Item | Fiscal years ended-- | | | |
| | 2003 | 2004 | 2005 | 2006 |
| Capital expenditures | | | | |
| Research and development expenditures | | | | |

III-14. Since January 1, 2003 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 **certain activated carbon** from China?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, 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-15. Does your firm anticipate any negative impact of imports of **certain activated carbon** from China?

- No Yes--My firm anticipates negative effects as follows:

PART III.--FINANCIAL INFORMATION--Continued

III-16. **Commercial operations on REACTIVATED CARBON.**--Report the revenue and related cost information requested below on the **commercial operations on reactivated carbon** of your U.S. establishment(s).¹ Do not report resales of purchased products. If your firm provided tolling services, report tolling data in III-17. If your firm had **reactivated carbon** toll-produced by an outside firm which you sold, report the quantity and value of your commercial sales and tolling costs below. Provide data for your four most recently completed fiscal years in chronological order from left to right.

| (Quantity in 1,000 pounds, value in \$1,000) | | | | |
|---|-----------------------------|-------|-------|-------|
| Item | Fiscal years ended-- | | | |
| | _____ | _____ | _____ | _____ |
| Net sales quantities:² | | | | |
| Commercial sales | | | | |
| Internal consumption | | | | |
| Transfers to related firms | | | | |
| Total net sales quantities | | | | |
| Net sales values:² | | | | |
| Commercial sales | | | | |
| Internal consumption | | | | |
| Transfers to related firms | | | | |
| Total net sales values | | | | |
| Cost of goods sold: | | | | |
| Raw materials | | | | |
| Direct labor | | | | |
| Energy ³ | | | | |
| Other factory costs | | | | |
| Tolling costs | | | | |
| Total cost of goods sold | | | | |
| Gross profit or (loss) | | | | |
| Selling, general, and administrative (SG&A) expenses: | | | | |
| Selling expenses | | | | |
| General and administrative expenses | | | | |
| Total SG&A expenses | | | | |
| Operating income or (loss) | | | | |
| Total value of assets associated with the production, warehousing, and sale of reactivated carbon | | | | |
| Total capital expenditures for reactivated carbon | | | | |
| ¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ This line item should include only manufacturing-related energy costs. | | | | |

PART III.--FINANCIAL INFORMATION--Continued

III-16 (a) In your **commercial operations on reactivated carbon**, is there price relationship between the cost of virgin activated carbon and **reactivated carbon**? For example, if the price of **certain activated carbon** were low enough, would you cease reactivating? Conversely, if the price of **certain activated carbon** were high enough, would you expand your reactivation operations?

III-17. **Operations as a Toller (see definition in instruction booklet) of REACTIVATED CARBON.**--Report the revenue and related cost information requested below on the **tolling of reactivated carbon** operations of your U.S. establishment(s).¹ Provide data for your four most recently completed fiscal years in chronological order from left to right.

| <i>(Quantity in 1,000 pounds, value in \$1,000)</i> | | | | |
|--|----------------------|-------|-------|-------|
| Item | Fiscal years ended-- | | | |
| | _____ | _____ | _____ | _____ |
| Tolling operations² | | | | |
| Net quantity tolled | | | | |
| Net tolling revenue | | | | |
| Net packaging revenue | | | | |
| Cost of tolling services: | | | | |
| Raw materials not supplied by tollee ³ | | | | |
| Direct labor | | | | |
| Other factory costs | | | | |
| Total cost of tolling services | | | | |
| Gross profit or (loss) | | | | |
| Selling, general, and administrative (SG&A) expenses: | | | | |
| Selling expenses | | | | |
| General and administrative expenses | | | | |
| Total SG&A expenses | | | | |
| Operating income or (loss) | | | | |
| Total value of assets associated with the production, warehousing, and sale of tolled reactivated carbon | | | | |
| Total capital expenditures for tolling reactivated carbon | | | | |
| ¹ Include only tolling revenue (whether domestic or export) and costs related to your U.S. manufacturing operations. ² The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ This should represent the value of virgin activated carbon that is added to replace yield loss during the reactivation process as well as any other raw materials not provided by tollee. | | | | |

PART III.--FINANCIAL INFORMATION--Continued

III-17 (a) Tolling operations conducted on behalf of (report firm name, quantity, by year):

| <u>Firm name</u> | <u>Quantity (1,000 pounds)</u> | <u>Year</u> |
|------------------|--------------------------------|-------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

III-17 (b) Share (*in percent*) of total tolling accounted for by operations conducted on a “dedicated basis” (i.e., customer supplies carbon for reactivation and receives same material back upon reactivation), by year:

2003: ____ percent 2004: ____ percent 2005: ____ percent 2006: ____ percent

III-17 (c) Please identify end use(s) for **reactivated carbon** received on a dedicated basis (if known):

III-17 (d) Share (*in percent*) of total tolling accounted for by operations conducted on a “pooling basis” (i.e., customer supplies carbon for reactivation, its carbon is pooled or combined with other carbon for reactivation, and customer receives **reactivated carbon** from pool), by year:

2003: ____ percent 2004: ____ percent 2005: ____ percent 2006: ____ percent

III-17 (e) Please identify end use(s) for **reactivated carbon** received on pool basis (if known):

III-17 (f) In your **tolling operations on reactivated carbon**, is there price relationship between the cost of virgin activated carbon and **reactivated carbon**? For example, if the price of **certain activated carbon** were low enough, would you cease reactivating? Conversely, if the price of **certain activated carbon** were high enough, would you expand your reactivation operations?

PART III.--FINANCIAL INFORMATION--Continued

III-18. **Non-Commercial operations on REACTIVATED CARBON.**—IF you firm or authority reactivates the carbon that is used entirely within your operations (i.e., no commercial sales to outside firms), please report the fair market value and related cost information requested below on the **reactivated carbon** operations of your U.S. establishment(s). Provide data for your four most recently completed fiscal years in chronological order from left to right.

| (Quantity in 1,000 pounds, value in \$1,000) | | | | |
|---|-----------------------------|-------|-------|-------|
| Item | Fiscal years ended-- | | | |
| | _____ | _____ | _____ | _____ |
| Total quantity reactivated and reused: | | | | |
| Fair market value of total quantity reactivated and reused:¹ | | | | |
| Reactivation costs: | | | | |
| Raw materials ² | | | | |
| Direct labor | | | | |
| Energy ³ | | | | |
| Other factory costs | | | | |
| Direct or allocated general and administrative expenses | | | | |
| Total reactivation costs | | | | |
| ¹ Please estimate the fair market value of reactivated carbon that you produce and reuse back to the facility where you use activated carbon. ² Report the value of virgin activated carbon that is purchased to use in the reactivation process. ³ This line item should include only manufacturing-related energy costs. | | | | |

PART III.--FINANCIAL INFORMATION--Continued

III-18 (a) For the purchased virgin activated carbon reported above, please provide the quantity purchased and the name(s) of the supplier in each period:

| <u>Firm name</u> | <u>Quantity (1,000 pounds)</u> | <u>Year</u> |
|------------------|--------------------------------|-------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

III-18 (b) Did your firm or municipality have activated carbon toll-processed by an outside commercial firm? If yes, please provide the name of the toller, quantity tolled, and the cost for each period:

| <u>Firm name</u> | <u>Quantity (1,000 pounds)</u> | <u>Year</u> |
|------------------|--------------------------------|-------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

III-18 (c) Was the toll-processing dedicated (i.e., did you receive back the same material after processing that you provided to the toller)? Or, was the toll-processing performed as a "pooling" operation (i.e., the material you provided for processing was combined with that of other firms)?

III-18 (d) Does the spent carbon that your firm or authority reactivates have a value? If yes, please explain:

II-18 (e) In your **non-commercial operations on reactivated carbon**, is there price relationship between the cost of virgin activated carbon and **reactivated carbon**? For example, if the price of **certain activated carbon** were low enough, would you cease reactivating? Conversely, if the price of **certain activated carbon** were high enough, would you expand your reactivation operations?

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Steve Trost (202-205-3220).

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

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

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 2003-2006:

Product 1.--Granular certain activated carbon (or reactivated carbon) that is steam activated from coal (bituminous, lignite, and anthracite), unwashed, no more than 15 percent greater than 8 mesh and no more than 4 percent under 30 mesh, iodine no. 900 mg/g min, moisture 2% max

Product 2.--Granular certain activated carbon (or reactivated carbon) that is steam activated from coal (bituminous, lignite, and anthracite), unwashed, no more than 5 percent greater than 12 mesh and no more than 4 percent under 40 mesh, iodine no. 1000 mg/g min, moisture 2% max

Product 3.--Powder certain activated carbon (or reactivated carbon) that is steam activated from coal (bituminous, lignite, and anthracite), unwashed, particle size 90% min, 325 mesh, iodine no. 700 mg/g min, moisture 5% max

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). 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 products¹ produced and sold by your firm.

Certain Activated Carbon Reactivated Carbon
 Product 1 Product 2 Product 3

| <i>(Quantity in pounds, value in dollars)</i> | | |
|---|----------|--------------------|
| Period of shipment | Quantity | Value ² |
| 2003: | | |
| January-March | | |
| April-June | | |
| July-September | | |
| October-December | | |
| 2004: | | |
| January-March | | |
| April-June | | |
| July-September | | |
| October-December | | |
| 2005: | | |
| January-March | | |
| April-June | | |
| July-September | | |
| October-December | | |
| 2006: | | |
| January-March | | |
| April-June | | |
| July-September | | |
| October-December | | |
| ¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> | | |
| ² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. | | |

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

Section IV-B.--PRICE-RELATED QUESTIONS

For questions in this section, please note if your response differs for REACTIVATED CARBON.

IV-B-1. Please describe how your firm determines the prices that it charges for sales of **certain activated carbon** (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.

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced **certain activated carbon** (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic **certain activated carbon** 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 **certain activated carbon** in 2006 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) Does the contract fix quantity, price, or both? _____

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

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

Section IV-B.--PRICE-RELATED QUESTIONS

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 **certain activated carbon**?

| Source | Share of 2006 sales | Lead time |
|-------------------|---------------------|-----------|
| From inventory | | |
| Produced to order | | |
| Total | 100% | |

IV-B-8. (a) What is the approximate percentage of the total delivered cost of **certain activated carbon** 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 **certain activated carbon**?

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

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

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

IV-B-10. (a) Describe the end uses of the **certain activated carbon** that you manufacture. For each end-use product, what percentage of the total cost is accounted for by **certain activated carbon**?

| <u>End use</u> | <u>Share of total cost accounted for by certain activated carbon (percent)</u> |
|----------------|---|
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |

(b) Have there been any changes in the end uses of **certain activated carbon** since January 1, 2003?

No Yes—Please discuss the changes that occurred and/or changes anticipated?

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

(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 **certain activated carbon**?

No Yes—To what degree do changes in their prices affect the price for **certain activated carbon**? 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 **certain activated carbon** or final end use?

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

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

IV-B-12. Are certain grades/types/sizes of **certain activated carbon** available from only a single source (domestic or foreign, including both China and nonsubject countries)?

No Yes--Please identify the source and the grade/type/size.

IV-B-13. How has the demand within the United States (and outside the United States if known) for **certain activated carbon** changed since January 1, 2003? What principal factors affect changes in demand?

Increased Unchanged Decreased

IV-B-14. Do you anticipate any future changes in **certain activated carbon** demand in the United States and, if known, the rest of the world?

No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-15. What effect, if any, has or will changes in legislation concerning mercury emissions by power plants have on the demand for **certain activated carbon**?

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

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

III-B-16. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last four years?

No Yes--Please identify the firms.

IV-B-17. Have there been any significant changes in the product range, product mix, or marketing of **certain activated carbon** since January 1, 2003?

No Yes--Please describe.

IV-B-18. (a) In your sales of the pricing products listed in section IV-A, do customers routinely specify a maximum ash content?

No Yes--Please describe.

(b) Approximately what percentage of sales of Product 1 are to customers that explicitly specify a maximum ash content of eight percent? _____

(c) Approximately what percentage of sales of Product 2 are to customers that explicitly specify a maximum ash content of nine percent? _____

If you wish, you can supplement section IV-A with additional pricing data for low ash content variations of product 1 (with less than 8% ash) and product 2 (with less than 9% ash) as defined above. If you do, please indicate the exact specifications of the product. These data should be provided **in addition to, not instead of** the data requested (which are for products as defined, regardless of ash content).

IV-B-19. Does your firm sell **certain activated carbon** over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of **certain activated carbon** in 2006 accounted for by internet sales.

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

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

IV-B-20. Is **certain activated carbon** produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

| Country-pair | United States | China | Other countries ² |
|---------------|---------------|-------|------------------------------|
| United States | | | |
| China | | | |

¹ For any country-pair producing **certain activated carbon** which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

² Please note the country/countries of origin of the **certain activated carbon** that are included in the "other countries" category.

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 certain activated carbon during 2003-2006. 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 **certain activated carbon or reactivated carbon** that each of these customers accounted for in 2006.

| No. | Customer's name | Street address (not P.O. box), city, state, and zip code | Contact person | Area code and telephone number | Share of 2006 sales (%) |
|-----|-----------------|--|----------------|--------------------------------|-------------------------|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |
| 6 | | | | | |
| 7 | | | | | |
| 8 | | | | | |
| 9 | | | | | |
| 10 | | | | | |

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, 2003: Did your firm lose sales of **certain activated carbon** to imports of these products from China?

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)

| Customer name, contact person, phone and fax numbers | Product | Date of quote | Quantity (pounds) | Rejected U.S. price (total value-- dollars) | Country of origin | Accepted import price (total value-- dollars) |
|---|---------|---------------------|----------------------|---|----------------------|---|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |