



UNITED STATES INTERNATIONAL TRADE COMMISSION

WASHINGTON, DC 20436

August 2, 2004

Dear Sir or Madam:

On June 3, 2004, the United States International Trade Commission, at the request of the Committee on Ways and Means of the U.S. House of Representatives, instituted investigation No. 332-460, Foundry Products: Competitive Conditions in the U.S. Market, under authority of section 332(g) of the Trade Act of 1930. To gather information on the foundry industry, the Commission is using questionnaires.

The Commission's records indicate that your firm produced foundry products (metal castings) of iron, steel, aluminum, or copper (including alloys of these metals) in the United States during 1999-2003. Therefore, a Producer questionnaire is enclosed for your completion. Please return the completed questionnaire by **August 23, 2004**. Completion of the questionnaire is mandatory for companies with 50 or more employees.

Questionnaires have been sent on an establishment basis in most cases. Individual firms that operate more than one establishment should complete a questionnaire for each establishment and should not combine information for multiple establishments into a single response. Some of your company's data may not be readily available in the format requested in the questionnaire. In such cases, provide reasonable estimates for the data.

If you have any questions, please contact Judith-Anne Webster (202-205-3489), Deb McNay (202-205-3425), or David Lundy (202-205-3439) of the Commission staff. More copies of the questionnaires will be sent to you if needed or you can obtain the questionnaire on our website (www.usitc.gov).

The Commission is aware of the proprietary nature of much of the information requested in this questionnaire. However, the Commission regularly handles such information and has well developed procedures designed to safeguard the confidentiality of questionnaire responses. Data published in our report will be aggregated and presented in such a manner that the individual operations or responses of any one firm cannot be identified.

If you have any other pertinent information not covered by the questionnaire that you wish to share, please enclose such supplemental information along with your questionnaire response.

Thank you in advance for your assistance in this important study.

Sincerely,

Judith-Anne Webster
Project Leader

Enclosure

Federal Register notice of investigation
Questionnaire instructions
Producer questionnaire

rules. All written submissions must conform with the provisions of section 201.8 of the Commission's rules; any submissions that contain BPI must also conform with the requirements of sections 201.6, 207.3, and 207.7 of the Commission's rules. The Commission's rules do not authorize filing of submissions with the Secretary by facsimile or electronic means, except to the extent permitted by section 201.8 of the Commission's rules, as amended, 67 FR 68036 (November 8, 2002).

In accordance with sections 201.16(c) and 207.3 of the Commission's rules, each document filed by a party to the investigation must be served on all other parties to the investigation (as identified by either the public or BPI service list), and a certificate of service must be timely filed. The Secretary will not accept a document for filing without a certificate of service.

Authority: This investigation is being conducted under authority of title VII of the Tariff Act of 1930; this notice is published pursuant to section 207.21 of the Commission's rules.

By order of the Commission.

Issued: June 8, 2004.

Marilyn R. Abbott,

Secretary to the Commission.

[FR Doc. 04-13359 Filed 6-14-04; 8:45 am]

BILLING CODE 7020-02-P

INTERNATIONAL TRADE COMMISSION

[Investigation No. 332-460]

Foundry Products: Competitive Conditions in the U.S. Market

AGENCY: International Trade Commission.

ACTION: Institution of investigation and scheduling of hearing.

EFFECTIVE DATE: June 8, 2004.

SUMMARY: Following receipt on May 4, 2004 of a request from the U.S. House Committee on Ways and Means under section 332(g) of the Tariff Act of 1930 (19 U.S.C. 1332(g)), the Commission instituted investigation No. 332-460, Foundry Products: Competitive Conditions in the U.S. Market.

FOR FURTHER INFORMATION CONTACT:

(1) Project Leader, Judith-Anne Webster (202-205-3489 or judith-anne.webster@usitc.gov)

(2) Deputy Project Leader, Deborah McNay (202-205-3425 or deborah.mcnay@usitc.gov)

The above persons are in the Commission's Office of Industries. For information on legal aspects of the investigation, contact William Gearhart

of the Commission's Office of the General Counsel at 202-205-3091 or william.gearhart@usitc.gov. Media should contact Peg O'Laughlin at 202-205-1819 or margaret.olaughlin@usitc.gov. General information concerning the Commission may also be obtained by accessing its Internet server (<http://www.usitc.gov>).

Background: As requested by the Committee, the Commission will investigate the current competitive conditions facing producers in the U.S. foundry industry in the U.S. market. The investigation will include an overview of the industry together with a detailed analysis of selected key iron-, steel-, aluminum-, and copper-based cast products which are representative of the major segments of the foundry industry. The Commission's report will provide information for the most recent five-year period, to the extent possible, regarding the following:

1. A profile of the U.S. foundry industry.
2. Trends in U.S. production, shipments, capacity, consumption, and trade in foundry products, as well as financial conditions of domestic producers.

3. A profile of major foreign industries including, but not necessarily limited to, Brazil and China.

4. A description of relevant U.S. and foreign government policies and regulations affecting U.S. and foreign producers as identified during the investigation by the producers and consumers of foundry products, including appropriate investment, tax, and export policies; environmental regulations; and worker health and safety regulations.

5. A comparison of various factors affecting competition between U.S. and foreign producers-such as the availability and cost of raw materials, energy, and labor; level of technology and changes in the manufacturing process; pricing practices; transportation costs; technical advice and service; and an analysis of how these factors affect the industry.

6. An analysis of the purchasing patterns and practices of downstream industries. As requested by the Committee, the Commission will provide its report not later than May 4, 2005.

Public Hearing: A public hearing in connection with this investigation is scheduled to begin at 9:30 a.m. on October 14, 2004, at the U.S. International Trade Commission Building, 500 E Street, SW, Washington, DC. Requests to appear at the public hearing should be filed with the Secretary, no later than 5:15 p.m.,

September 24, 2004, in accordance with the requirements in the "Submissions" section below. In the event that, as of the close of business on September 24, 2004, no witnesses are scheduled to appear, the hearing will be canceled. Any person interested in attending the hearing as an observer or non-participant may call the Secretary (202-205-2000) after September 24, 2004, to determine whether the hearing will be held.

Statements and Briefs: In lieu of or in addition to participating in the hearing, interested parties are invited to submit written statements or briefs concerning this investigation in accordance with the requirements in the "Submissions" section below. Any prehearing briefs or statements should be filed not later than 5:15 p.m., September 30, 2004; the deadline for filing post-hearing briefs or statements is 5:15 p.m., October 22, 2004.

Submissions: All written submissions including requests to appear at the hearing, statements, and briefs should be addressed to the Secretary, United States International Trade Commission, 500 E Street, SW, Washington, DC 20436. All written submissions must conform with the provisions of section 201.8 of the Commission's Rules of Practice and Procedure (19 CFR 201.8); any submission that contains confidential business information must also conform with the requirements of section 201.6 of the Commission's Rules of Practice and Procedure (19 CFR 201.6). Section 201.8 of the rules require that a signed original (or a copy designated as an original) and fourteen (14) copies of each document be filed. In the event that confidential treatment of the document is requested, at least four (4) additional copies must be filed, in which the confidential information must be deleted. Section 201.6 of the rules requires that the cover of the document and the individual pages be clearly marked as to whether they are the "confidential" or "nonconfidential" version, and that the confidential business information be clearly identified by means of brackets. All written submissions, except for confidential business information, will be made available for inspection by interested parties.

In their hearing testimony and written submissions, interested parties should provide information regarding the six topics in the "Background" section of this notice and any other relevant information relating to competitive conditions in the U.S. foundry market.

The Commission's rules do not authorize filing submissions with the Secretary by facsimile or electronic

means, except to the extent permitted by section 201.8 of the Commission's Rules of Practice and Procedure (19 CFR 201.8) (see Handbook for Electronic Filing Procedures, ftp://ftp.usitc.gov/pub/reports/electronic_filing_handbook.pdf). Persons with questions regarding electronic filing should contact the Secretary (202-205-2000 or edis@usitc.gov).

The public record for these investigations may be viewed on the Commission's electronic docket (EDIS) at <http://edis.usitc.gov>. Hearing-impaired individuals are advised that information on this matter can be obtained by contacting our TDD terminal on (202) 205-1810. Persons with mobility impairments who will need special assistance in gaining access to the Commission should contact the Secretary at 202-205-2000.

List of Subjects

Foundry, metal castings, and competition.

By order of the Commission.

Issued: June 8, 2004.

Marilyn R. Abbott,

Secretary to the Commission.

[FR Doc. 04-13358 Filed 6-14-04; 8:45 am]

BILLING CODE 7020-02-P

DEPARTMENT OF JUSTICE

[AAG/A Order No. 009-2004]

Privacy Act of 1974; Systems of Records

AGENCY: United States Trustee Program, Department of Justice.

ACTION: Notice of modifications to systems of records.

SUMMARY: Pursuant to the Privacy Act of 1974 (5 U.S.C. 552a) and Office of Management and Budget Circular No. A-130, the United States Trustee Program ("USTP"), Department of Justice, proposes to modify the following existing Privacy Act systems of record, which were last substantively revised on March 4, 2004, at 69 FR 10255:

JUSTICE/UST-001, Bankruptcy Case Files and Associated Records; JUSTICE/UST-002, Bankruptcy Trustee Oversight Records; JUSTICE/UST-003, U.S. Trustee Program Timekeeping Records; and JUSTICE/UST-004, U.S. Trustee Program Case Referral System.

DATES: These actions will be effective July 26, 2004.

FOR FURTHER INFORMATION CONTACT: For information regarding these changes,

and for general information regarding USTP's Privacy Act systems, contact Anthony J. Ciccone, FOIA/Privacy Counsel, Executive Office for United States Trustees, at (202) 307-1399.

SUPPLEMENTARY INFORMATION: Two new routine uses are being added to the following United States Trustee Program systems of records. They state that information from USTP systems may be disclosed in connection with investigations and/or meetings under 11 U.S.C. 341, so as to facilitate USTP civil and criminal enforcement efforts and compliance with the Bankruptcy Code and related authority.

In accordance with 5 U.S.C. 552a(e)(4) and (11), the public is given a 30-day period in which to comment; and the Office of Management and Budget (OMB), which has oversight responsibility of the Act, requires a 40-day period in which to conclude its review of the system. Therefore, please submit comments by July 15, 2004. The public, OMB, and Congress are invited to submit comments to: Mary Cahill, Management and Planning Staff, Justice Management Division, Department of Justice, 1331 Pennsylvania Ave., NW., Washington, DC 20530 (1400 National Place Building).

In accordance with 5 U.S.C. 552a(r), the Department has provided a report to OMB and Congress.

Dated: June 8, 2004.

Paul R. Cortis,

Assistant Attorney General for Administration.

JUSTICE/UST-001

SYSTEM NAME:

Bankruptcy Case Files and Associated Records.

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ROUTINE USES OF RECORDS MAINTAINED IN THE SYSTEM, INCLUDING CATEGORIES OF USERS AND THE PURPOSES OF SUCH USES:

* * * * *

(N) Release of Information related to Investigations and Proceedings:

Information from these records may be disclosed in the course of investigating the potential or actual violation of any law—whether civil, criminal, or regulatory in nature—or for the preparation of a trial or hearing for such violation. Such information may be disclosed to a federal, state, local, tribal, or foreign agency, or to an individual or organization, if there is reason to believe that such agency, individual, or organization possesses information relating to the investigation, trial, or hearing, and if the dissemination is reasonably necessary to elicit such information or to obtain the

cooperation of a witness or an informant.

(O) Release of Information in connection with Section 341 Meetings:

Information from these records may be disclosed in connection with meetings held under 11 U.S.C. 341 and related proceedings, when the Department of Justice determines that the records are arguably relevant to such meetings or bankruptcy proceedings. Transcripts or other records of such meetings may also be disclosed upon request pursuant to relevant bankruptcy laws or rules.

JUSTICE/UST-002

SYSTEM NAME:

Bankruptcy Trustee Oversight Records

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ROUTINE USES OF RECORDS MAINTAINED IN THE SYSTEM, INCLUDING CATEGORIES OF USERS AND THE PURPOSES OF SUCH USES:

* * * * *

(M) Release of Information related to Investigations and Proceedings:

Information from these records may be disclosed in the course of investigating the potential or actual violation of any law—whether civil, criminal, or regulatory in nature—or for the preparation of a trial or hearing for such violation. Such information may be disclosed to a federal, state, local, tribal, or foreign agency, or to an individual or organization, if there is reason to believe that such agency, individual, or organization possesses information relating to the investigation, trial, or hearing, and if the dissemination is reasonably necessary to elicit such information or to obtain the cooperation of a witness or an informant.

(N) Release of Information in connection with Section 341 Meetings:

Information from these records may be disclosed in connection with meetings held under 11 U.S.C. 341 and related proceedings, when the Department of Justice determines that the records are arguably relevant to such meetings or proceedings. Transcripts or other records of such meetings may also be disclosed upon request pursuant to relevant bankruptcy laws or rules.

JUSTICE/UST-003

1. SYSTEM NAME:

U.S. Trustee Program Timekeeping Records.

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ROUTINE USES OF RECORDS MAINTAINED IN THE SYSTEM, INCLUDING CATEGORIES OF USERS AND THE PURPOSES OF SUCH USES:

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**GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS
FOR PRODUCER QUESTIONNAIRE**

**FOUNDRY PRODUCTS: COMPETITIVE CONDITIONS
IN THE U.S. MARKET**

Investigation No. 332-460

Further Information

If you have any questions concerning the enclosed questionnaire or other matters related to this investigation, you may contact the following members of the Commission's staff:

Judith-Anne Webster (202-205-3489, judith-anne.webster@usitc.gov)

Deborah McNay (202-205-3425, deborah.mcnay@usitc.gov)

David Lundy (202-205-3439, david.lundy@usitc.gov)

GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS
FOR PRODUCER QUESTIONNAIRE

BACKGROUND. The U.S. International Trade Commission (Commission) is conducting this investigation to provide a competitive assessment of the U.S. foundry industry. The investigation is focusing on foundry products and specifically on metal castings of iron, steel, aluminum, and copper (and alloys of these metals), regardless of casting method. This investigation was instituted in response to a request from the Committee on Ways and Means of the U.S. House of Representatives (Committee) received on May 4, 2004.

The Commission has determined that questionnaires are the best method to obtain information on various aspects of the U.S. foundry industry. The Commission has designed the enclosed Producer Questionnaire for this purpose.

DUE DATE OF QUESTIONNAIRE. Return the completed questionnaire to the Commission by no later than **August 23, 2004**. Use of an overnight mail service may be necessary to ensure that your response actually reaches the Commission by this due date.

Additional questionnaires will be supplied promptly upon request (see Further Information section below for contact information), or photocopies of the enclosed questionnaires may be used. Copies of the questionnaire are also be available on the Commission's web site (*http://www.usitc.gov*).

NONDISCLOSURE OF CONFIDENTIAL BUSINESS INFORMATION. The commercial and financial data furnished in response to the enclosed questionnaire that reveal the individual operations of your firm will be treated as confidential business information by the Commission to the extent that such data are not otherwise available to the public and will not be published in a manner that will reveal the individual operations of your firm and will not be disclosed except as may be required by law. Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, nonnumerical characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown. Section 332(g) provides that the Commission may not release information which the Commission considers to be confidential business information (under Commission Rule 201.6 (19 CFR 201.6)) unless the party submitting the confidential business information had notice, at the time of submission, that such information would be released by the Commission, or such party subsequently consents to the release of the information. The Committee has requested that the Commission provide a non-confidential (public) report.

In addition, by signing the certification on the cover page of the enclosed questionnaire, the signing official authorizes 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 in investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. All contract personnel will sign non-disclosure agreements.

VERIFICATION. The information submitted in the enclosed questionnaire is subject to audit and verification by the Commission. To facilitate verification of data, please keep all your workpapers and supporting documents used in the preparation of the questionnaire response(s).

FURTHER INFORMATION. If you have any questions concerning this questionnaire or other matters related to this investigation, please contact Judith-Anne Webster (202/205-3489, judith-anne.webster@usitc.gov), Deborah McNay (202/205-3425, deborah.mcnay@usitc.gov) or David Lundy (202/205-3439, david.lundy@usitc.gov). Additional questionnaires will be supplied promptly upon request, or photocopies of this questionnaire may be used. Address all correspondence to:

U.S. International Trade Commission
Minerals, Metals, Machinery, and Miscellaneous Manufactures Division, Room 511
500 E Street SW. Washington, DC 20436
fax: 202/205-2217

INFORMATION FOR THE HEARING IMPAIRED. Hearing-impaired individuals can obtain information regarding this investigation via TDD terminal (202/205-1810).

GENERAL INSTRUCTIONS

1. Please note that many questions in the questionnaire ask for separate information on rough castings and machined castings (see definitions below). If your records do not separate information for these products, then you will have to make allocations. For example, your establishment may have employees that work producing rough castings and other employees that machine castings—data for employees are to be allocated between these operations. Other questions require information on castings in general and no distinction between rough and machined castings is necessary.
2. Please report the requested data for your establishment located in the United States, including those operated by your firm or wholly-owned subsidiaries of your firm, that produce(s) castings (as defined below). **Questionnaires have been sent on an establishment basis in most cases. Individual firms that operate more than one establishment should complete a questionnaire for each establishment and should not combine information for multiple establishments into a single response.** Do not include data from a joint venture in your report unless you are reporting for it in its entirety. Otherwise, please forward a copy of this questionnaire to the joint venture for a separate response. Report data only for your plants in the United States in which you produce castings (as defined on page 3).
3. Answer all questions. If the answer to any question is zero, so indicate; if it is not available, indicate N/A rather than leave the space blank. If the information requested is not readily available from your records, **please furnish carefully prepared estimates.**

DEFINITIONS

1. **Firm.** An individual proprietorship, partnership, joint venture, association, corporation (including all divisions, any subsidiary corporations, and parent corporations), business trust, cooperative, trustees in bankruptcy, or receivers under decree of any court, owning or controlling one or more establishments, as defined below.
2. **Establishment.** Each plant of a firm in the United States in which **rough castings** (as defined below) are produced and all auxiliary facilities operated in conjunction with (whether or not physically separate from) such production facilities, e.g., warehouses, shipping facilities, and the like.

3. **United States.** The 50 States, Puerto Rico, and the District of Columbia.
4. **Castings.** This investigation covers cast products which are formed by pouring molten metal into molds or dies and allowing the metal to solidify, forming near net shape products. (The terms “metal castings” (or “castings”) and foundry products are used interchangeably.)

Excluded from coverage are castings for rolling, extruding, forging, or similar processing, such as slabs, billets, etc.

Rough (also know as raw) castings. Metal castings as released from the mold. Also included in this category are castings that have been deburred (or any other process to remove gates, sprues, risers, overpourings, and related items), cleaned (removal of mold/core material or other foreign material), coated, or heat treated.

Machined castings. Castings that have been subjected to grinding, tapping, threading, milling, or other machining. Partially machined castings should be included in this category.

Iron-based casting. Includes ductile iron, gray iron, compacted graphite iron, and all other iron-based types.

Steel-based casting. Includes all steel grades, such as alloy steel and stainless steel.

Copper-based casting. Includes all copper and copper alloys, such as bronze, brass, etc.

Aluminum-based casting. Includes all aluminum and aluminum alloys.

5. **Related firm.** An entity that your firm solely or jointly owns, manages, or otherwise controls; a firm that solely or jointly owns, manages, or otherwise controls your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.
6. **PRWs (production and related workers).** Production and related workers include working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storing, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for the plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.
7. **Shipments.** Shipments of products produced in your U.S. establishment. Quantities reported should be net of returns. Values should be net values.

U.S. shipments. Commercial shipments and company transfers within the United States.

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

8. **Intracompany and intercompany transfers.** Sales of finished or rough castings within or between your firm's plants, divisions, and/or related companies. Arm's length transactions between a joint venture and one of its partners are not considered transfers.

9. **Subsidiary.** A company controlled by another company which owns all or a majority of its shares.
10. **Average number employed.** Add the number of employees, both full-time and part-time, for the 12-pay periods ending closest to the 15th of the month and divide that total by 12.
11. **Hours worked.** Include time paid for sick leave, holidays, vacation time, and other time not worked. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight-time hours.
12. **Wages paid.** Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.
13. **Fiscal year.** The 12-month period between settlement of your firm's financial accounts.

**PRODUCER QUESTIONNAIRE
FOUNDRY PRODUCTS**

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Industries, Room 511
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than August 23, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission (Commission) in connection with its investigation concerning foundry products (Inv. No. 332-460). The information requested in the questionnaire is requested under the authority of section 332(g) of the Tariff Act of 1930 (19 U.S.C. § 1332 (g)), notice of which was published in the Federal Register of June 15, 2004. 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)). Further information on this questionnaire can be obtained from Judith-Anne Webster (202-205-3489, *judith-anne.webster@usitc.gov*), Deborah McNay (202-205-3425, *deborah.mcnay@usitc.gov*), or David Lundy (202-205-3439, *david.lundy@usitc.gov*).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Did your establishment produce ROUGH (also know as raw) iron-, steel-, aluminum-, or copper-based (including all related alloys) metal castings (as defined in the instructions) in the United States at any time during 1999-2003?</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 instructions carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission. Section 332(g) provides that the Commission may not release information which the Commission considers to be confidential business information, unless the party submitting the confidential business information had notice, at the time of submission, that such information would be released by the Commission, or such party subsequently consents to the release of the information. The Committee on Ways and Means of the U.S. House of Representatives, the requestor of this investigation, has requested that the Commission provide a non-confidential (public) report.

The undersigned acknowledges 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 in investigation 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. INTRODUCTION AND 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. 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 Minerals, Metals, Machinery, and Miscellaneous Manufactures Division, U.S. International Trade Commission, 500 E Street SW, Washington, DC 20436.

Please note that many questions ask for separate information on rough castings and machined castings (the terms "metal castings" (or "castings") and foundry products are used interchangeably; see definitions in instructions). If your records do not separate information for these products, then you will have to make allocations. For example, your establishment may have employees that work producing rough castings and other employees that machine castings—data for employees are to be allocated between these operations. Other questions require information on castings in general and no distinction between rough and machined castings is necessary.

IF THE INFORMATION REQUESTED IS NOT READILY AVAILABLE FROM YOUR RECORDS, CAREFULLY PREPARED ESTIMATES ARE ACCEPTABLE.

Attach additional pages if space provided is not sufficient. Also, if there is any other information you feel is relevant to the Commission's investigation, please include on additional pages.

I-1. Please provide the name of the person at your organization who should be contacted regarding this questionnaire.

Name: _____ Phone No. _____

Title: _____ E-mail address: _____

I-2. Please report below the actual number of hours required and the cost to your establishment of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-3. Provide the name and address of the establishment covered by this questionnaire.

I-4. If your establishment is publically traded or part of a publically-traded firm, please specify the stock exchange and trading symbol.

I-5. Is your establishment owned, in whole or in part, by any other firm?

No Yes

If yes, list the following information.

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

I-6. Please provide average annual production capacity of rough castings of your establishment.

ROUGH CASTINGS					
Item	Calendar years				
	1999	2000	2001	2002	2003
Quantity (short tons)					
CAPACITY:					
Iron-based castings					
Steel-based castings					
Aluminum-based castings					
Copper-based castings					
Other castings					
Total					

END OF PART I

PART II. PRODUCTION, SHIPMENTS AND RELATED INFORMATION
(QUESTIONS II-1 through II-20)

II-1. Please indicate in the boxes below all the **ROUGH CASTING** metal types you produced at your establishment at any time during 1999-2003. If you produce rough castings that cover more than one metal type, then photocopy the blank template of part II as many times as needed to respond for all the metal types that apply to your establishment. Use the metal type number shown below in the spaces provided for both the rough and machined casting questions.

**Indicator box
(check all
that apply)**

	Metal type number	Castings metal type
<input type="checkbox"/>	1.	Gray iron castings
<input type="checkbox"/>	2.	Ductile iron castings
<input type="checkbox"/>	3.	All other iron-based castings
<input type="checkbox"/>	4.	Steel-based castings
<input type="checkbox"/>	5.	Aluminum-based (including alloys) castings
<input type="checkbox"/>	6.	Copper-based (including alloys) castings

If you produce castings of more than one metal type (see list above) at your establishment, please provide separate responses for questions II-2 through II-20 of PART II for each metal type you produce.

II-2. How do you classify your establishment (indicate for each item)?

METAL TYPE NUMBER _____ (specify, see list on p. 4)

Jobbing (Job shop) Yes _____ No _____ Don't know _____

Captive producer Yes _____ No _____ Don't know _____

Other (specify) _____

II-3. In general, how do you classify the number of products manufactured at your establishment and the quantity of those items produced (check one)? Please classify quantity in each product run without regard to recent production gains or losses.

METAL TYPE NUMBER _____ (specify, see list on p. 4)

Check one of the boxes below:

Limited number of products in high quantity runs

Broad number of products in low quantity runs

Other (specify) _____

II-4. Check which of the following activities are performed at your establishment in relation to your casting production and the share performed in-house.

METAL TYPE NUMBER _____ (specify, see list on p. 4)

Activity	Check this box if activity performed	How much performed in-house (percent)
Design of rough castings	<input type="checkbox"/>	
Pattern making	<input type="checkbox"/>	
Mold making, expended type	<input type="checkbox"/>	
Mold/die making, permanent type	<input type="checkbox"/>	
Machining of rough castings	<input type="checkbox"/>	
Downstream manufacture of products containing your castings	<input type="checkbox"/>	
Other: _____	<input type="checkbox"/>	

II-5. Please list the main rough casting products manufactured at your establishment.

METAL TYPE NUMBER _____ (specify, see list on p. 4)

II-6. Please indicate which type of casting process you use (check all that apply).

METAL TYPE NUMBER _____ (specify, see list on p. 4)

- Sand
- Lost wax (investment)
- Lost foam
- Die cast
- Centrifugal
- Other (specify) _____

II-7. Please report your firm's production, shipments, and employment related to **ROUGH CASTINGS** in your U.S. establishment during the specified periods.

METAL TYPE NUMBER _____ (specify, see list on p. 4)

ROUGH CASTINGS					
Item	Calendar years				
	1999	2000	2001	2002	2003
	Quantity (short tons)				
PRODUCTION:					
U.S. SHIPMENTS:					
Commercial shipments					
Internal consumption and transfers to related firms¹					
INVENTORY (end-of-period):					
EXPORT SHIPMENTS:					
	Value (\$1,000)				
PRODUCTION:					
U.S. SHIPMENTS:					
Commercial shipments					
Internal consumption and transfers to related firms¹					
INVENTORY (end-of-period):					
EXPORT SHIPMENTS:					
AVERAGE NUMBER OF PRODUCTION RELATED WORKERS (PRWs)					
AVERAGE NUMBER OF OTHER CASTINGS EMPLOYEES²					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (\$1,000)					
<p>¹ 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 the basis (e.g., cost, cost plus, etc.) below:</p> <p>_____</p>					
<p>² All other employees supporting rough castings activities (include managers, designers, and other office workers, etc.).</p>					

II-8. Please indicate the outlet of your **ROUGH CASTINGS** produced at your establishment.

METAL TYPE NUMBER _____ (specify, see list on p. 4)

Outlet	Percent of shipments in 2003 by quantity
In-house machining	
Machining subcontractor (your company retains ownership)	
Machine shops/other fabricators (your company does not retain ownership)	
Distributors	
Original equipment manufacturers	
Other (specify) _____	

II-9. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the period for which data are being reported, explain below:

On what basis is your accounting data prepared?

GAAP (accrual basis)

A comprehensive basis of accounting other than GAAP (describe) _____

II-10. Please report the revenue and related cost information requested below on the sales of **ROUGH CASTINGS** you produced in your U.S. establishment. Do not report resales of purchased rough castings. 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. Reporting should be on the basis of full-accrual (GAAP) accounting. If your firm was involved in tolling operations (either as a toller or as a tollee), please contact John Ascienzo of the Commission staff (202-205-3175, john.ascienzo@usitc.gov).

METAL TYPE NUMBER _____ (specify, see list on p. 4)

ROUGH CASTINGS					
(Value in \$1,000, except quantities)					
Item	Fiscal years				
	1999	2000	2001	2002	2003
Net sales quantities (short tons):¹					
Commercial domestic and export sales					
Internal consumption for production of machined castings ²					
Other internal consumption or transfers to related firms ³					
Total net sales quantities					
Net sales values (\$1,000):²					
Commercial domestic and export sales					
Internal consumption for production of machined castings ²					
Other internal consumption or transfers to related firms ³					
Total net sales values					
Cost of goods sold (for all sales, internal consumption and transfers):					
Raw materials					
Direct labor (including benefits)					
Energy cost					
Other factory cost					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative expense					
Operating income or (loss)					
Other income and expense:					
Interest expense					
All other expense and income items, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether commercial domestic, commercial export, internal consumption, or transfers to related parties) and costs relating to your U.S. manufacturing operations. Also, the values should be net of any discounts, returns, allowances, and prepaid freight. ² Report data relating to rough castings consumed internally by your firm (or by a subcontractor or toller) to produce machined castings. ³ Report data relating to rough castings consumed internally for purposes other than the production of machined castings, and also report domestic or export shipments made to firms that control your firm, are controlled by your firm, or are controlled by the same entity that controls your firm.					

II-11. Provide cost shares for your purchased metal raw materials for **ROUGH CASTINGS** production at your establishment.

METAL TYPE NUMBER _____ (specify, see list on p. 4)	Percent of total raw material costs by value (\$1,000) for rough casting operations				
	Fiscal years				
Item	1999	2000	2001	2002	2003
Primary metals in scrap form					
Primary metals in other forms¹					
Other (specify)² _____					
Total	100%	100%	100%	100%	100%

¹ Ingots, pigs, etc.
² Alloying metals, etc.

II-12. Provide cost shares for your primary energy sources for **ROUGH CASTINGS** production at your establishment.

METAL TYPE NUMBER _____ (specify, see list on p. 4)	Percent of total energy costs by value (\$1,000) for rough casting operations				
	Fiscal years				
Item	1999	2000	2001	2002	2003
Electricity					
Natural gas					
Metallurgical coke¹					
Other (specify) _____					
Total	100%	100%	100%	100%	100%

¹Although also considered a raw material, please include this item only in this table.

II-13. For your firm's employees (managers, designers, administrative, marketing, production, and other employees) involved in the production of **ROUGH CASTINGS** at your establishment, provide costs for the items shown below.

METAL TYPE NUMBER _____ (specify, see list on p. 4) Item	Employment costs (value in \$1,000) for fiscal years:				
	1999	2000	2001	2002	2003
Salary and wages (including overtime) ¹					
Health benefits ²					
Pension and profit sharing costs					
Other costs ³					
Employee training ⁴					
Total employment costs					

¹ Include direct labor, overtime, indirect labor, holiday and vacation pay, sick leave, jury duty, and office wages (administrative).
² Include health benefits, disability, dental, vision, and hospitalization benefits.
³ Include unemployment insurance, social security, business insurance, workman's compensation, etc.
⁴ Include direct costs of training, not salaries of employees taking training.

II-14. Report your company's capital expenditures and research and development expenditures for **ROUGH CASTINGS**, and the values of the property, plant, and equipment used in the production of castings at your establishment.

(Value in \$1,000)					
METAL TYPE NUMBER _____ (specify, see list on p. 4) Item	Fiscal years				
	1999	2000	2001	2002	2003
Capital expenditures:					
Machinery, equipment, and fixtures:					
Environmentally related ¹					
Other					
Other (land, building, and related improvements)					
Research and development expenditures					
Property, plant and equipment at end of year:					
Original cost					
Book value					

¹ Expenditures that are not mostly for environmentally related purposes should be included in "Other machinery, equipment, and fixtures" category.

II-15. Please provide the following information regarding your total debt for **ROUGH CASTING** operations at your establishments.

METAL TYPE NUMBER _____ (specify, see list on p. 4)	Fiscal year				
Item	1999	2000	2001	2002	2003
Total debt (\$1,000)					
Ratio of debt to equity (percent)					

II-16. Please report the revenue and related cost information requested below on the sales of **MACHINED CASTINGS** by your U.S. establishment. Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. 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. Reporting should be on the basis of full-accrual (GAAP) accounting. If you have questions, please contact John Ascienzo of the Commission staff (202-205-3175, *john.ascienzo@usitc.gov*).

METAL TYPE NUMBER _____ **(specify, see list on p. 4)**

MACHINED CASTINGS (Value in \$1,000, except quantities)					
Item	Fiscal years				
	1999	2000	2001	2002	2003
Total net sales quantities, including commercial domestic and export sales, machined castings internally consumed for any purpose, and transfers to related firms (short tons)¹					
Total net sales values, including commercial domestic and export sales, machined castings internally consumed for any purpose, and transfers to related firms (\$1,000)¹					
Cost of goods sold (for all commercial sales, internal consumption, and transfers):					
Rough castings produced by your firm²					
Rough castings purchased from any other party					
In-house machining costs					
Subcontracted machining costs					
Other machining costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative expense³					
Operating income or (loss)					
¹ Include only sales (whether commercial domestic, commercial export, internal consumption, or transfers to related parties) and costs relating to your U.S. manufacturing operations. Also, the values should be net of any discounts, returns, allowances, and prepaid freight. ² This value should agree with the financial data reported in this questionnaire for your operations on rough castings. ³ Do not include any costs reported for your sales of rough castings.					

II-17. Provide the share of shipments to the channels of distribution for your **MACHINED CASTINGS** from your establishment.

METAL TYPE NUMBER _____ (specify, see list on p. 4)

Distribution channel	Percent of 2003 shipments of machined castings by quantity
Distributors	
Original equipment manufacturers	
In-house for use in downstream products	
Other (specify) _____	

II-18. For the **TOTAL** net sales values of your establishment, please show the percentage shares for the items below.

METAL TYPE NUMBER _____ (specify, see p. 4)	Percent of total sales by value (\$1,000)				
	Fiscal years				
Item	1999	2000	2001	2002	2003
Rough castings					
Machined castings					
Downstream product containing your castings					
Other (specify) _____					
Total	100%	100%	100%	100%	100%

II-19. Indicate the share of the final end market destination for your castings produced at your establishment.

METAL TYPE NUMBER _____ (specify, see p. 4) Type of end market	Percent of shipments (on a quantity basis) during 1999-2003
Motor vehicles:	
Automobile (including light duty trucks, SUVs, vans, etc.)	
Trucks	
Other (buses, motor homes, etc.)	
Farm and garden machinery and equipment	
Mining and oil/gas field machinery and equipment	
Construction machinery and equipment	
Refrigeration, air conditioning, and heating equipment	
Plumbing ¹	
Railway equipment	
Industrial machinery	
Machine tools	
Soil pipe/pressure pipe	
Valve and pipe fittings ¹	
Pumps and compressors ¹	
Household appliances	
Aircraft (including related engines)	
Construction/municipal castings	
Ships and boats	
Other (specify _____)	
Unknown	
TOTAL	100%
¹ If these products are contained in a downstream product, classify in the downstream market (e.g., air conditioning equipment used in an automobile should be included in the automobile market).	

II-20. What is the proportion of civilian and military uses of your castings produced at your establishment?

METAL TYPE NUMBER _____ (specify, see p. 4)	Percent of shipments (on a quantity basis) during 1999-2003
User	
Civilian	
Military	
Unknown	
TOTAL	100%

END OF PART II

If you produce castings of more than one metal type (see list on p. 4) at your establishment, please provide separate responses for questions II-2 through II-20 of PART II for each metal types you produce.

PART III. COMPETITIVENESS ISSUES

III-1. Has your establishment experienced any problems in hiring and retaining qualified employees for its castings production?

- No Yes

If yes, describe the difficulties you face (check all that apply):

- Labor shortage Lack of skilled labor Retention
- Relatively low wages/lack of benefits Other (specify)_____

III-2. Where does your establishment obtain its funding? (Check as many as applicable.)

- Company cash flow Secured debt
- Unsecured debt Issuance of equity

III-3. In the past 5 years, has your establishment experienced any of the following (check all that apply)?

- Denial of bank loans Lowering of credit rating
- Cancellation of expansion projects Delay or termination of proposed capital investment
- Reduction in the size of capital investments
- Other (specify)_____

If yes to any of the above, please provide specific examples and the reasons for the difficulties.

III-4. Indicate percentage (by value) of your castings sales sold through:

Item	Percent of sales
Contracts of 1 year or less	
Contracts of over 1 year	
Spot sales	
Other (specify) _____	
Total	100 %

III-5. Have your business practices changed over the past 5 years?

No Yes, check the appropriate box(es) and describe the changes below:

- | | |
|--|--|
| <input type="checkbox"/> Fewer discounts | <input type="checkbox"/> More discounts |
| <input type="checkbox"/> Shorter lead times | <input type="checkbox"/> Longer lead times |
| <input type="checkbox"/> Fewer spot sales, more contract sales | <input type="checkbox"/> More spot sales, fewer contract sales |
| <input type="checkbox"/> Shorter contract period | <input type="checkbox"/> Longer contract period |
| <input type="checkbox"/> Smaller minimum orders | <input type="checkbox"/> Larger minimum orders |
| <input type="checkbox"/> Less flexibility in delivery times | <input type="checkbox"/> More flexibility in delivery times |
| <input type="checkbox"/> Less flexibility in product specification | <input type="checkbox"/> More flexibility in product specification |
| <input type="checkbox"/> Other (specify) _____ | |

Description of changes:

III-6. Please estimate your establishment's average lead times (in weeks) to meet delivery commitments for castings, in each of the past 5 years.

Item	1999	2000	2001	2002	2003
Average lead-times to ship castings for which you have a pattern (number of weeks)					
Average lead-times to ship castings that need a pattern made (number of weeks)¹					

¹Assume all design, customer approval, etc. has been completed.

If lead times have changed in the past 5 years, what are the major reasons?

- | | |
|---|---|
| <input type="checkbox"/> Change in productivity | <input type="checkbox"/> Change in number of shifts |
| <input type="checkbox"/> Change in order level | <input type="checkbox"/> Change in product |
| <input type="checkbox"/> Other (specify) _____ | |

III-10. Has your establishment outsourced to domestic or foreign firms any supporting operations or services (such as pattern making, mold making, design, machining, etc.) related to the production of castings during 1999-2003? If so, please list operations that were outsourced and the countries (including the United States) to which these operations were outsourced.

Outsourced operation (specify)	Country	Year(s)	Amount outsourced as percent of total cost	Reason (use all letter codes from below that apply)

Reasons for outsourcing:

- A. Lower cost than in-house
- B. Better quality than in-house
- C. Need to decrease lead time
- D. Supplement U.S.-supplied operations/services
- E. Shortage of skilled labor
- F. Other (specify) _____

III-11. Please list below any major customers that have moved production to a foreign country during the past 5 years, the result of which has been the direct loss of castings sales for your establishment. In the first table, please provide contact information for each customer. In the second (continuation) table, provide the date (month and year), foreign country (if known), general product information, and the average annual value of sales each customer identified in the first table represented.

Number	Customer Name	Contact Person	Mailing Address	Telephone number	Fax number
1					
2					
3					
4					

Question III-11. *Continued*

Number	Date (Mo/Yr)	Foreign country to which customer's production moved	Customer's product line	Product your company furnished	Annual value of sales for your establishment (\$1,000)
1					
2					
3					
4					

III-12. Please select the top five internal issues impacting the viability of your establishment's operations and rank order these issues in terms of importance.

Issue	Identify top 5 only Rank order (1-5; 1 being most important)
Labor wages	
Healthcare costs	
Employment taxes	
Availability of skilled labor	
Training costs	
Cost of capital	
Government regulations (OSHA, environmental, etc.)	
Insurance costs (not related to employee benefits)	
Cost of raw materials	
Availability of raw materials	
Energy costs	
Transportation costs	
Other (specify) _____	

III-13. How are prices determined for your sales of metal castings?

- Negotiated between producer and customer for each individual job.
- Negotiated between producer and customer on a contract of 1 year or less.
- Negotiated between producer and customer on a contract of more than 1 year.
- Price set by producer.
- Price set by customer.
- Price set by imported product price or by imported product offer price
- Other (specify) _____.

III-14. In general, are you able to pass on any cost increases related to the items below in pricing arrangements with your customers?

- | | | |
|-----------------------|------------------------------|-----------------------------|
| Metals | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Energy | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Other (specify) _____ | <input type="checkbox"/> Yes | <input type="checkbox"/> No |

III-15. Comparing 2003 prices with those of 1999, have the prices of U.S.-produced castings generally increased, decreased, or remained the same (check one)?

- Increased Decreased Remained the same (skip rest of question)

Please estimate the percent increase (decrease).

- | | |
|--|--|
| <input type="checkbox"/> 0-10 percent | <input type="checkbox"/> 31-40 percent |
| <input type="checkbox"/> 11-20 percent | <input type="checkbox"/> 41-50 percent |
| <input type="checkbox"/> 21-30 percent | <input type="checkbox"/> 50 percent or greater |

III-16. During 1999-2003, have you used any of the following pricing practices to get, maintain, or increase sales? Check all that apply.

- Lowered prices to meet customer's demands
- Provided rebates to customers based on amount of sales
- Discounts and/or other price reduction methods
- Extended customer's payment terms
- Other (specify) _____

III-17. Please indicate the five most important factors your establishment must consider when competing for business and rank order these factors in importance relative to U.S. and foreign producers.

Factor	Identify top 5 factors only Rank order (1-5; 1 being most important)	
	When competing against U.S. castings producers	When competing against foreign castings producers
Price (delivered)		
Delivery time		
Quality of castings		
Transportation cost		
Technical services provided to customer		
Financing terms		
Warranty terms		
Supplier relationship		
Standards certification (ISO or similar)		
Other (specify) _____		

III-18. List up to the top five countries that provide the principal competition for your products in the U.S. castings market and whether rough or machined castings are imported.

Country (list)	Casting imported (check all that apply)		Check if imports from country are a competitive concern
	<input type="checkbox"/> Rough	<input type="checkbox"/> Machined	
	<input type="checkbox"/> Rough	<input type="checkbox"/> Machined	<input type="checkbox"/>
	<input type="checkbox"/> Rough	<input type="checkbox"/> Machined	<input type="checkbox"/>
	<input type="checkbox"/> Rough	<input type="checkbox"/> Machined	<input type="checkbox"/>
	<input type="checkbox"/> Rough	<input type="checkbox"/> Machined	<input type="checkbox"/>
	<input type="checkbox"/> Rough	<input type="checkbox"/> Machined	<input type="checkbox"/>

Question III-19. *Continued from previous page*

III-19b. Please identify in rank order up to five factors of competition considered most important in contributing to the foreign competitor's advantage by specifying the factor number from the previous table. Provide a description of the advantage and which country(ies) it applies to. If the foreign advantage refers to just rough castings or just machined castings, so indicate.

Example: Factor 10: Preferential income tax rate for new investments (specify country(ies)).

III-19c. Please identify in rank order up to five factors of competition considered most important in contributing to the foreign competitor's disadvantage (i.e., the U.S. advantage) by specifying the factor number from the previous table. Provide a description of the U.S. advantage and which country(ies) it applies to. If the advantage refers to just rough castings or just machined castings, so indicate.

III-20. Typically, how involved is your establishment in your customers' product development and design process?

<u>Item</u>	<u>Very much</u>	<u>Some</u>	<u>Not at all</u>
Customers' product development process	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product design	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Has this changed during 1999-2003? If so, how? _____

Other comments, if any: _____

III-21. What government policies have had the greatest impact on the operation of your castings business?

Policy	Rank all (1 being most important)
Federal and state income taxes	
Federal depreciation schedule	
OSHA regulations	
Environmental regulations	
Trade policies, such as North American Free Trade Agreement	
Other (specify) _____	

Describe how these policies affect the ability of your company to compete.

III-22. Has your casting production utilized any Federal, State or Local Government programs (e.g., training assistance for employees)?

- No Yes

If yes, please list:

III-23. Has your establishment made any of the following changes to your castings operations in the past 5 years? (Select all that apply.)

- | | |
|---|---|
| <input type="checkbox"/> Upgraded customer service | <input type="checkbox"/> Design changes/performance improvements |
| <input type="checkbox"/> Introduced value-added services
(i.e., assembly, engineering, design, etc.) | <input type="checkbox"/> Switched production to niche products |
| <input type="checkbox"/> Switched to just-in-time production/
reduced inventories | <input type="checkbox"/> Established a relationship with an overseas
foundry (own/joint venture) |
| <input type="checkbox"/> Merged/partnered with other domestic
producers | <input type="checkbox"/> Automated facilities (i.e., robotics) |
| <input type="checkbox"/> Improved flexibility/lead times | <input type="checkbox"/> Adoption of new technology |

III-24. Has your establishment benefitted from any technological or process improvements in the past 5 years?

- No Yes

If so, please describe and include nature of benefit (i.e., lowered amount of energy used, improved productivity, etc.).

III-25. What do you anticipate will be your establishment's major challenges, aside from competition from imported castings, over the next 5 years (select all that apply)?

- Lack of skilled labor
- Ability to obtain capital
- Meeting environmental/labor regulations
- Healthcare/insurance/labor costs
- Adoption of new technology or process improvements by domestic competitors
- Customers moving or sourcing offshore
- Funds to invest in new technology/equipment
- Other (specify)_____

END OF PART III

PART IV. PRODUCT-SPECIFIC QUESTIONS

IV-1. Please indicate all the product groups below that cover the **ROUGH CASTINGS** you produced at any time during 1999-2003. If you produce rough castings that cover more than one product group, then photocopy the blank template of part IV as many times as needed to include all the product groups that apply to your establishment. Use the product group number shown below in the spaces provided for both the rough and machined casting questions. **Provide a complete part IV for each product group that applies to your establishment.**

Indicator box	Product Group Number	Product Group
<input type="checkbox"/>	1.	Any ductile iron casting used as camshafts or crankshafts in <u>spark-ignition, rotary, and compression ignition</u> internal combustion engines.
<input type="checkbox"/>	2.	Any aluminum or aluminum alloy casting used as engine components in <u>spark-ignition and rotary</u> internal combustion engines EXCEPT CYLINDER HEADS AND ENGINE BLOCKS (e.g., intake manifold, exhaust manifold, pistons, connecting rods, etc.) for on-highway trucks, buses, passenger vehicles and light trucks.
<input type="checkbox"/>	3.	Any aluminum or aluminum alloy casting used in suspension or steering systems (control arms, hanger brackets, etc.) for on-highway trucks, buses, passenger vehicles and light trucks.
<input type="checkbox"/>	4.	Any gray iron casting used in gear boxes (including transmissions, differentials, and transfer cases) and drive-axles (including transaxles) and related parts for on-highway trucks, passenger vehicles, light trucks, buses, off-highway dumpers, and agricultural and non-agricultural tractors.
<input type="checkbox"/>	5.	Any copper or copper alloy casting used in hand operated and check-type taps, cocks, and valves.
<input type="checkbox"/>	6.	Any steel casting used in hand operated and check-type taps, cocks, and valves.
<input type="checkbox"/>	7.	Any ductile iron casting used in bearing housings and plain shaft bearings.
<input type="checkbox"/>	8.	Any gray iron cast compressor housings used for air and other gas compressors, including refrigerating equipment and conditioning compressors, towed air compressors, turbochargers, superchargers, refrigerate recovery compressors, and similar equipment.
<input type="checkbox"/>	9.	Any gray iron casting used in pumps for liquids.
<input type="checkbox"/>	10.	Any gray iron casting used in gear boxes (including but not limited to transmissions, differentials, transfer cases, drive-axles with differentials, and transaxles) and other speed changers and related parts for bulldozing, leveling, scraping, shoveling, excavating, tunneling, boring, drilling, rock cutting, and similar construction and mining machinery; plows, harrows, seeders, planters and similar agricultural machinery; and haymaking, baling, grass mowing and similar harvesting/threshing machines. This product group does not include any items included in product group 4.
<input type="checkbox"/>	NONE OF THE ABOVE (SKIP THE REST OF PART IV).	

IV-2. Please report your firm's shipments, exports, and employment related to the production of **ROUGH CASTINGS** for the product group(s) chosen above in your U.S. establishment during the specified periods.

PRODUCT GROUP NUMBER _____ (specify, see list on p. 30)

ROUGH CASTINGS					
Item	Calendar years				
	1999	2000	2001	2002	2003
	Quantity (short tons)				
PRODUCTION:					
U.S. SHIPMENTS:					
Commercial shipments					
Internal consumption and transfers to related firms ¹					
INVENTORY (end-of-period):					
EXPORT SHIPMENTS:					
	Value (\$1,000)				
PRODUCTION:					
U.S. SHIPMENTS:					
Commercial shipments					
Internal consumption and transfers to related firms ¹					
INVENTORY (end-of-period):					
EXPORT SHIPMENTS:					
AVERAGE NUMBER OF PRODUCTION RELATED WORKERS (PRWs)					
AVERAGE NUMBER OF OTHER CASTINGS EMPLOYEES²					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (\$1,000)					
¹ 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 the basis (e.g., cost, cost plus, etc.) below: _____					
² All other employees supporting rough castings activities (include managers, designers, and other office workers, etc.).					

IV-3. Please report the revenue and related profit information requested below on the sales of the **ROUGH CASTINGS** for the product group you produced in your U.S. establishment. Do not report resales of purchased 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. Reporting should be on the basis of full-accrual (GAAP) accounting. If your firm was involved in tolling operations (either as a toller or as a tollee), please contact John Ascienzo of the Commission staff at 202-205-3175.

ROUGH CASTINGS (Value in \$1,000, except quantities)					
PRODUCT GROUP NUMBER _____ (specify, see p. 30)	Fiscal years				
Item	1999	2000	2001	2002	2003
Net sales quantities (short tons):¹					
Commercial domestic and export sales					
Internal consumption for production of machined castings ²					
Other internal consumption or transfers to related firms ³					
Total net sales quantities					
Net sales values (\$1,000):²					
Commercial domestic and export sales					
Internal consumption for production of machined castings ²					
Other internal consumption or transfers to related firms ³					
Total net sales values					
Operating income or (loss)					
¹ Include only sales (whether commercial domestic, commercial export, internal consumption, or transfers to related parties) and costs relating to your U.S. manufacturing operations. Also, the values should be net of any discounts, returns, allowances, and prepaid freight. ² Report data relating to rough castings consumed internally by your firm (or by a subcontractor or toller) to produce machined castings. ³ Report data relating to rough castings consumed internally for purposes other than the production of machined castings, and also report domestic or export shipments made to firms that control your firm, are controlled by your firm, or are controlled by the same entity that controls your firm.					

IV-4. For this product group, please provide the following for your establishment.

ROUGH CASTINGS (Value in \$1,000)					
PRODUCT GROUP NUMBER _____ (specify, see p. 30)	Fiscal years				
Item	1999	2000	2001	2002	2003
Machinery, equipment, and fixtures capital expenditures					
Research and development expenditures					

IV-5. Please indicate the outlet of the **ROUGH CASTINGS** for this product group produced at your establishment.

PRODUCT GROUP NUMBER _____ (specify, see p. 30)

Outlet	Percent of 2003 shipments by quantity
In-house machining	
Machining subcontractor (your company retains ownership)	
Machine shops/other fabricators (your company does not retain ownership)	
Distributors	
Original equipment manufacturers	
Other (specify) _____	

IV-6. Please report the revenue and related cost information requested below on the sales of **MACHINED CASTINGS** for this product group by your U.S. establishment. 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. Reporting should be on the basis of full-accrual (GAAP) accounting. If you have questions, please contact John Ascienzo of the Commission staff (202-205-3175, john.ascienzo@usitc.gov).

PRODUCT GROUP NUMBER _____ (specify, see p. 30)

MACHINED CASTINGS (Value in \$1,000, except quantities)					
Item	Fiscal years				
	1999	2000	2001	2002	2003
Total net sales quantities, including commercial domestic and export sales, machined castings internally consumed for any purpose, and transfers to related firms (short tons)¹					
Total net sales values, including commercial domestic and export sales, machined castings internally consumed for any purpose, and transfers to related firms (\$1,000)¹					
Operating income or (loss)²					
<p>¹ Include only sales (whether commercial domestic, commercial export, internal consumption, or transfers to related parties) and costs relating to your U.S. manufacturing operations. Also, the values should be net of any discounts, returns, allowances, and prepaid freight.</p> <p>² Do not include any costs already reported for your sales of rough castings.</p>					

IV-7. Provide the share of shipments to the distribution channels for **MACHINED CASTINGS** for this product group.

PRODUCT GROUP NUMBER _____ (specify, see p. 30)	
Outlet	Percent of shipments in 2003 of machined castings by quantity
Distributors	
Original equipment manufacturers	
In-house for use in downstream products	
Other (specify) _____	

IV-8. List the top five countries that provide the principal competition for your products in the U.S. castings market and type of product that is imported.

PRODUCT GROUP NUMBER _____ (specify, see p. 30)			Check if imports from country are a competitive concern
Country (list)	Type of casting imported (check all that apply)		
	<input type="checkbox"/> Rough	<input type="checkbox"/> Machined	<input type="checkbox"/>
	<input type="checkbox"/> Rough	<input type="checkbox"/> Machined	<input type="checkbox"/>
	<input type="checkbox"/> Rough	<input type="checkbox"/> Machined	<input type="checkbox"/>
	<input type="checkbox"/> Rough	<input type="checkbox"/> Machined	<input type="checkbox"/>
	<input type="checkbox"/> Rough	<input type="checkbox"/> Machined	<input type="checkbox"/>

IV-9. Identify the share of shipments to the final market for the castings produced at your establishment in this product group. (Complete for each product group.)

PRODUCT GROUP NUMBER _____ (specify, see p. 30) Type of market	Estimated percent of shipments (on a quantity basis) during 1999-2003
Motor vehicles:	
Automobile (including light duty trucks, SUVs, vans, etc.)	
Trucks	
Other (buses, motor homes, etc.)	
Farm and garden machinery and equipment	
Mining and oil/gas field machinery and equipment	
Construction machinery and equipment	
Refrigeration, air conditioning, and heating equipment	
Plumbing¹	
Railway equipment	
Industrial machinery	
Machine tools	
Soil/pressure pipe	
Valve and pipe fittings¹	
Pumps and compressors¹	
Household appliances	
Aircraft (including related engines)	
Construction/municipal castings	
Ships and boats	
Other	
Unknown	
TOTAL	100%
¹ If these products are contained in a downstream product, classify in the downstream market (e.g., air conditioning equipment used in an automobile should be included in the automobile market).	

IV-10. What is the consumption trend of this product group in the U.S. market for the past 5 years?

- Remained the same Increased Decreased

If a change is indicated, note the reasons for this shift:

- Material substitution (e.g., aluminum replacing iron or plastic replacing copper)
- Change in price Imports of downstream products
- Customers shut down production Reduced demand for downstream final product

IV-11. Have any new suppliers for this product group entered into the market? _____ Yes _____ No

If yes, please provide the company name and location:

IV-12. Do suppliers of these castings need to be qualified by customers (such as being an Approved Manufacturer)? Yes _____ No _____. Is this an important factor in marketing these castings (check one below)?

- Not very important Important Very important

IV-13. Comparing 2003 prices with those of 1999, have prices of U.S.-produced castings of this product group generally increased, decreased, or remained the same (check one)? Please estimate the percent increase or decrease.

- Increased Decreased Remained the same (skip rest of question)

By what percent have prices increased (decreased):

- 0-10 percent 31-40 percent
- 11-20 percent 41-50 percent
- 21-30 percent 50 percent or above

IV-15. Indicate how you responded to import competition for this product group (if applicable).

PRODUCT GROUP NUMBER _____ (specify, see p. 30)	
Nature of response	Check all that apply
Took no or few actions because:	
Had already shifted production to more advanced types of castings	<input type="checkbox"/>
Had already shifted production to other lines of castings	<input type="checkbox"/>
Lacked capital funds to counter foreign competition	<input type="checkbox"/>
Other (please specify) _____	<input type="checkbox"/>
Took the following actions:	
Lowered prices or suppressed price increases	<input type="checkbox"/>
Reduced or dropped plans to expand capacity	<input type="checkbox"/>
Cut back or eliminated production	<input type="checkbox"/>
Closed production lines	<input type="checkbox"/>
Shifted to other cast products	<input type="checkbox"/>
Implemented cost-reduction efforts	<input type="checkbox"/>
Improved product quality	<input type="checkbox"/>
Imported product instead	<input type="checkbox"/>
Opened a plant in foreign country	<input type="checkbox"/>
Other (please specify) _____	<input type="checkbox"/>

