APPENDIX VII

SALES DATABASE SUMMARIES
General Information:

<table>
<thead>
<tr>
<th>Market</th>
<th>United States</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data Set Name</td>
<td>(e.g.: &quot;UGIUS03&quot;)</td>
</tr>
<tr>
<td>Date Submitted</td>
<td>___ / ___ / 20__</td>
</tr>
</tbody>
</table>

Variables in the Data Set:

<table>
<thead>
<tr>
<th>Short Description</th>
<th>Variable Name</th>
<th>Unit of Measure in which Reported</th>
<th>Unit of Measure in which Incurred</th>
<th>Conversion Factor (if any)</th>
<th>Currency</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Sample: Domestic Inland Freight)</td>
<td>DINLFTWU</td>
<td>lbs</td>
<td>#lbs</td>
<td>2.2046 lbs/lb</td>
<td>USD</td>
</tr>
</tbody>
</table>

Gross Unit Price

GRSU/PRU

ADJUSTMENTS, DISCOUNTS AND REBATES

Billing Adjustments (specify each unique type)

BILLADJ(1-a)/U

Early Payment Discounts

EARLYPYU

Quantity Discounts

QTYDISU

Other Discounts (specify each unique type)

OTHDIS(1-a)/U

Rebates (specify each unique type)

REBATE(1-a)/U

MOVEMENT EXPENSES

Domestic Inland Freight (Plant to Warehouse)

DINLFTWU

Warehouse Expense

DWAREHU

Domestic Inland Freight (Warehouse to Port)

DINLFTPU

Inland Insurance

INSUREU

Brokerage & Handling in Country of Manufacture

DBROKU

Brokerage & Handling in the United States

UBROKU

International Freight

INTFNU

Marine Insurance

MARNINU

U.S. Inland Freight (Port to Warehouse)

INLPFWU

U.S. Warehouse Expense

USWAREHU

U.S. Inland Freight (Warehouse to Customer)

INLPWCU

U.S. Inland Insurance

USINSURU

Other U.S. Transportation Expenses (specify each unique type)

USOTHR(1-a)/U

U.S. Customs Duty

USDUTYU

DUTY DRAWBACK

Duty Drawback

DITYDRAWU

DIRECT SELLING EXPENSES

Commissions

COMMU

Credit Expense

CREDITU

Interest Revenue

INTREVU

Advertising

ADVERTU

Warranty

WARRU

Technical Service Expense

TECHSERU

Royalties

ROYALU

Other Direct Selling Expenses (specify each unique type)

DIRSEL(1-a)/U

INDIRECT SELLING EXPENSES:

Indirect Selling Expense Incurred in Country of Manufacture

DINDIRSU

Indirect Selling Expenses Incurred in the United States

INDIRSU

Inventory Carrying Costs Incurred in Country of Exportation

INVCARU

Inventory Carrying Costs Incurred in the United States

INVCARU

VALUE ADDED TAX

Value Added Tax

TAXU

PACKING

Packing

PACKU

U.S. Repacking Expense

REPACKU

DIFFER FIELDS

Variable Cost of Manufacturing

VCOMU

Total Cost of Manufacturing

TCOMU

FURTHER MANUFACTURING

U.S. further manufacturing

FURMANU

ENTERED VALUE

ENTVALU

Notes:

1. Generally, this will be the same as that reported for Quantity Unit of Measure (QTYUNITU) in the Department's Section C Questionnaire. However, note that all data in all fields in all databases should be reported in consistent units.

2. This will be the factor by which the unit of measure in which the price/expense/revenue was incurred was multiplied in order to arrive at the amount reported in the unit of measure and the database (e.g., theoretical to actual weight; short tons to metric tons; etc.). If multiple factors are required (e.g., if theoretical short tons are converted to actual metric tons), include a separate column for each stage of the conversion.

3. Note that references to "specify each unique type" mean that a separate line should be included for each individual field reported in the sales database.
### General Information:

<table>
<thead>
<tr>
<th>Market (Home Market or Specify 3rd Country)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data Set Name (e.g., &quot;UGHIM03&quot;)</td>
</tr>
<tr>
<td>Date Submitted (8 digits) __ / __ / 20__</td>
</tr>
</tbody>
</table>

### Variables in the Data Set:

<table>
<thead>
<tr>
<th>Short Description</th>
<th>Variable</th>
<th>Unit of Measure in which Reported</th>
<th>Unit of Measure in which Incurred</th>
<th>Conversion Factor (if any)</th>
<th>Currency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Unit Price</td>
<td>GRSUPRH</td>
<td>lbs.</td>
<td>kilos</td>
<td>2.2046 lbs./kilo</td>
<td>Won</td>
</tr>
</tbody>
</table>

#### ADJUSTMENTS, DISCOUNTS AND REBATES

- Billing Adjustments (specify each unique type) BILLADJ(1-n)H
- Early Payment Discounts EARLYPYH
- Quantity Discounts QTYDISH
- Other Discounts (specify each unique type) OTHDIS(1-n)H
- Rebates (specify each unique type) REBATEH(1-n)H

#### MOVEMENT EXPENSES

- Inland Freight (Plant to Warehouse) INLFTWH
- Warehouse Expense WAREHSH
- Inland Freight (Warehouse to Customer) INLFTCH
- Inland Insurance INSUREH

#### DIRECT SELLING EXPENSES

- Commissions COMMH
- Credit Expense CREDITH
- Interest Revenue INTREVH
- Advertising ADVERTH
- Warranty WARRH
- Technical Service Expense TECHSERH
- Royalties ROYALH
- Other Direct Selling Expenses (specify each unique type) DIRSELH(1-n)H

#### INDIRECT SELLING EXPENSES:

- Indirect Selling Expenses INDIRSH
- Inventory Carrying Costs INVCABH

#### PACKING

- Packing PACKH

#### DFMER FIELDS

- Variable Cost of Manufacturing VCOMIH

### Notes:

1. Generally, this will be the same as that reported for Quantity Unit of Measure (QTYUNITH) in the Department's Section B Questionnaire. However, note that all data in all fields in all databases should be reported in consistent units.

2. This will be the factor by which the unit of measure in which the price/expense/revenue was incurred was multiplied in order to arrive at the amount reported in the unit of measure column and the database (e.g., theoretical to actual weight; short tons to metric tons; etc.). If multiple factors are required (e.g., if theoretical short tons are converted to actual metric tons), include a separate column for each stage of the conversion.

3. Note that references to "specify each unique type" mean that a separate line should be included for each individual field reported in the sales database.