

U.S. PRODUCERS' QUESTIONNAIRE

CERTAIN STANDARD STEEL FASTENERS FROM CHINA AND TAIWAN

This questionnaire must be received by the Commission by no later than October 9, 2009

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning certain standard steel fasteners ("CSSF") from China and Taiwan (inv. Nos. 701-TA-472 and 731-TA-1171-1172 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced certain standard steel fasteners ("CSSF"), modified standard fasteners (as defined in the instruction booklet), specialty/patented fasteners, or other fasteners at any time since January 1, 2006?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

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 means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout these investigations 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 these investigations 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

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 50 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-3a. Do you support or oppose the petition with respect to imports from China?

Support Oppose Take no position

I-3b. Do you support or oppose the petition with respect to imports from Taiwan?

Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

I-4. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

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

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

No Yes--List the following information

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

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

No Yes--List the following information

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

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

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

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

No Yes--List the following information.

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

Products produced using the same workers and share of total production in 2008 (in percent):

<u>Product</u>	<u>Percent</u>
<u>CSSF</u>	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2006, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of CSSF?

No Yes--Name firm(s): _____.

II-7. Does your firm produce CSSF in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-8. Since January 1, 2006, has your firm imported CSSF?

No Yes--**COMPLETE AND RETURN A U.S. 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 CSSF in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
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					
Value ² of transfers					
Export shipments:³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
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). <hr/>					
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 each of the periods noted above: <hr/>					
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? 					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-10. 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-11. Report the value of your firm's U.S. shipments of the specified merchandise during the specified periods. (See definitions in the instruction booklet.)

Value (in \$1,000)				
Product	Calendar years			January-June
	2006	2007	2008	2009
Fasteners less than 6mm in diameter				
CSSF				
Modified standard fasteners				
Specialty/Patented fasteners				
Automotive				
Aerospace				
Other				
Other ¹				
¹ Please list other: _____				

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

II-12. Other than direct imports, has your firm otherwise purchased CSSF since January 1, 2006? (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			January-June	
	2006	2007	2008	2008	2009
PURCHASES FROM U.S. IMPORTERS² OF CSSF FROM--					
China:					
<i>Quantity</i>					
<i>Value</i>					
Taiwan:					
<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/>					
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/>					

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

II-13a. **COMPARABILITY OF FASTENERS LESS THAN 6MM IN DIAMETER AND CSSF.**—
Since January 1, 2006, has your firm produced **FASTENERS LESS THAN 6MM IN DIAMETER?**

- No Yes---Please describe the differences and similarities between FASTENERS LESS THAN 6MM IN DIAMETER and CSSF 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-13b. **COMPARABILITY OF MODIFIED STANDARD FASTENERS AND CSSF.**--Since January 1, 2006, has your firm produced **MODIFIED STANDARD FASTENERS?**

No

Yes---Please describe the differences and similarities between MODIFIED STANDARD FASTENERS and CSSF 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-13c. **COMPARABILITY OF SPECIALTY/PATENTED FASTENERS AND CSSF.**—Since January 1, 2006, has your firm produced **SPECIALTY/PATENTED FASTENERS?**

No

Yes---Please describe the differences and similarities between SPECIALTY/PATENTED FASTENERS and CSSF 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 III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to John Ascienzo (202-205-3175, john.ascienzo@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

() _____
Phone number E-mail 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 CSSF:

- 2. Does your firm prepare profit/loss statements for CSSF:
 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, 10 Qs,
 Monthly, quarterly, semi-annually, annually
- 4. Accounting basis: GAAP, cash, tax, or 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 CSSF, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

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

PART III.--FINANCIAL INFORMATION--Continued

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

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of CSSF from any related firm?

- 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 CSSF 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.

PART III.--FINANCIAL INFORMATION--Continued

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 (i.e., costs reported in question III-11, 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 John Ascienzo (202-205-3175, John.Ascienzo@usitc.gov).

III-10. Nonrecurring charges.--For each annual and interim period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's fastener operations.

Item	Fiscal years ended--			January-June	
	_____	_____	_____	2008	2009
Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)					
1.					
2.					
3.					
4.					
5.					
6.					
7.					

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on CSSF.--Report the revenue and related cost information requested below on the fastener operations of your U.S. establishment(s).¹ Do not report resales of CSSF. 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.² Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact John Ascienzo at (202) 205-3175 before completing this section of the questionnaire.

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2008	2009
Net sales quantities: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses					
Operating income (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 Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. ³ 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. ⁴ COGS should include costs associated with internal consumption and transfers to related firms.					

PART III.--FINANCIAL INFORMATION--Continued

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of CSSF. 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. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Item	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. Other (describe: _____)			
E. Total current assets (lines 1.A. through 1.D.)			
2. Property, plant, and equipment			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
3. Other non-current assets (describe: _____)			
4. Total assets (lines 1.E., 2.C., and 3)			

III-13. Capital expenditures and research and development expenses.--Report your firm's capital expenditures and research and development expenses on CSSF. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-June	
	_____	_____	_____	2008	2009
Capital expenditures					
Research and development expenses					

PART III.--FINANCIAL INFORMATION--Continued

III-14. Since January 1, 2006, 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 CSSF from China or Taiwan?

- 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 CSSF from China or Taiwan?

PART IV.—SELLING PRICE DATA

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244, gerald.benedick@usitc.gov)

IV-1. **Contact information**--Who should be contacted regarding the requested selling price data information?

Company contact:

()

This section requests quarterly selling quantity and value data during January 2006-June 2009 for your firm's U.S. commercial shipments of the following fastener products that it produced domestically and shipped to U.S. distributors *unrelated to your firm by ownership*:

Product 1.—Heavy hex nut, A563, type 1 steel, Grade C, ¾ inch diameter and 10 threads per inch.

Product 2.—Heavy hex structural bolt, A325, type 1 steel, ¾ inch diameter by 2 inches long, 10 threads per inch, and not fully threaded.

Product 3.—Hex cap screw, Grade 5, type 1 steel, ½ inch diameter by 1-1/2 inches long, 13 threads per inch, fully threaded, and zinc-blue electroplated.

Product 4.—Hex cap screw, Grade 8, type 1 steel, 5/8 inch diameter by 2 inches long, 18 threads per inch, fully threaded, and zinc phosphate and oil coating.

Please note that total dollar selling values should be on a delivered basis to distributors' U.S. receiving locations. For any sales that were on a f.o.b. U.S. producers' selling location(s), add to the f.o.b. price all U.S.-inland freight (actual and/or estimated) for U.S. shipments (1) direct from your plants and (2) for shipments from your U.S. warehouses (if not located at the plant), the U.S. freight from the U.S. plant(s) to your warehouse and from the warehouse to distributors. Report the resulting effective delivered value (*do not report transactions where you cannot report values, either actual or adjusted, on a delivered basis*). Total dollar delivered values should reflect the *final net* amount paid by distributors (i.e., should be net of all deductions for discounts, rebates, allowances, etc.). See instruction booklet.

PART IV.—SELLING PRICE DATA--Continued

Selling price data.--Report below the quarterly selling price data¹ for the specified pricing products² produced and sold by your U.S. firm to distributors.

(Quantity in pieces, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, and the value of returned goods), delivered to distributors' U.S. receiving locations; the latter actual and/or adjusted.

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

Please report below for each of the imported products 1 and 2 produced domestically by your firm the actual/estimated U.S. transportation costs to distributors' receiving locations as a percentage of the delivered price during the period, January-June 2009. Include U.S. freight costs (actual and/or estimated) direct from your U.S. plant(s) and, for any sales from your U.S. warehouses (if not located at the plant), the U.S. freight costs from the U.S. plant(s) to your warehouse(s) and then the freight costs from the warehouse(s) to distributors' locations. *Report only for the sales price data reported in the table above and only during January-June 2009.*

Product 1 during January-June 2009: _____ Percent

Product 2 during January-June 2009: _____ Percent

PART IV.—SELLING PRICE DATA--Continued

Selling price data.—Continued

(Quantity in pieces, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, and the value of returned goods), delivered to distributors' U.S. receiving locations; the latter actual and/or adjusted.
² Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: _____

Product 4: _____

Please report below for each of the imported products 3 and 4 produced domestically by your firm the actual/estimated U.S. transportation costs to distributors' receiving locations as a percentage of the delivered price during the period, January-June 2009. Include U.S. freight costs (actual and/or estimated) direct from your U.S. plant(s) and, for any sales from your U.S. warehouses (if not located at the plant), the U.S. freight costs from the U.S. plant(s) to your warehouse(s) and then the freight costs from the warehouse(s) to distributors' locations. *Report only for the sales price data reported in the table above and only during January-June 2009.*

Product 3 during January-June 2009: _____ Percent

Product 4 during January-June 2009: _____ Percent

PART V.--PRICING PRACTICES

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244, gerald.benedick@usitc.gov)

V-1. **Contact information.**--Who should be contacted regarding the requested pricing practices information?

Company contact: _____
 Name and title
 () _____
 Phone number E-mail address

Unless otherwise instructed, please answer all questions in part V based on your firm's total U.S. sales of its U.S.-produced CSSF to all U.S. customers during January 2006-June 2009. If your responses differ by sales to different types of U.S. customers (distributors, end users, or types of distributors/end users), by product specifications of the CSSF that you produce domestically, or for any other reasons, please attach a separate response.

V-2. **Length of sales period.**--Please estimate below the share of your firm's total U.S. commercial shipment quantity of its U.S.-produced CSSF during 2008 that was on a (1) long-term basis (multiple deliveries for more than 12 months after the sales agreement), (2) short-term basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the sales agreement). The three different sales bases include both oral agreements and written contracts.

Type of sale	Share of 2008 U.S. commercial shipment quantity (percent)
Long-term	_____
Short-term	_____
Spot	_____
TOTAL	<u>100 percent</u>

V-3. **Long-term sales provisions.**--Please answer the following questions with respect to your firm's sales of its U.S.-produced CSSF on a typical long-term basis during January 2006-June 2009.

- (a) What is the average duration of an agreement/contract? _____
- (b) Can prices be renegotiated during the agreement/contract period? Yes No
- (c) Does the agreement/contract fix quantity, price, or both? Quantity Price Both
- (d) Does the agreement/contract have a meet or release provision? Yes No

PART V.--PRICING PRACTICES--Continued

V-4. **Short-term sales provisions.**--Please answer the following questions with respect to your firm's sales of its U.S.-produced CSSF on a typical short-term basis during January 2006-June 2009.

- (a) What is the average duration of an agreement/contract? _____
- (b) Can prices be renegotiated during the agreement/contract period? Yes No
- (c) Does the agreement/contract fix quantity, price, or both? Quantity Price Both
- (d) Does the agreement/contract have a meet or release provision? Yes No

V-5. **Price setting.**--How did your firm determine the prices that it charged for domestic sales of its U.S.-produced CSSF during January 2006-June 2009? If differences existed by long-term and short-term sales bases, answer separately for each. For each applicable sales basis, discuss the process in negotiating/ determining prices including (1) the role of quantity sold in arriving at prices, (2) the role of any price quote/bid process, (3) the role of price lists, (4) the role of public price data, (5) the role of CSSF bundled with other products your firm sells, and (6) any other factors. If there were differences in determining prices by types of customers, please identify such customers and describe these differences.

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 only sample pages.

- (a) Long-term sales Short-term sales (Check as appropriate)

(Check below as appropriate)

- Contracts Oral agreements Your firm's price lists
- Other--Please describe: _____

Discuss: _____

PART V.--PRICING PRACTICES--Continued

V-5. **Price setting**-- *Continued*

(b) Spot sales:

(Check below as appropriate)

Contracts Oral agreements Your firm's price lists

Other--Please describe: _____

Discuss: _____

V-6. **Discount policy/practice**--Please indicate and describe your firm's discount policies/practices (*check all that apply*) involving its U.S.-produced CSSF during January 2006-June 2009; include in your discussion any discounts applied to CSSF bundled with other products your firm sells. Please include discounts that your firm offered even though it may not have a stated discount policy. The one exception--do NOT include any payment discounts covered in V-7a.

Quantity discounts per shipment/order Annual total volume discounts

No discounts Other--Please describe: _____

V-7. **Pricing terms**--

Report below for your firm's U.S. commercial shipments of its U.S.-produced CSSF during January 2006-June 2009.

(a) What were your firm's typical payment terms (*e.g.*, 2/10 net 30 days, net 30 days, etc.)?

(b) On what basis did your firm typically quote prices? (Check one)

F.o.b. from seller's location(s)--Please specify U.S. shipment point(s): _____

Delivered

PART V.--PRICING PRACTICES--Continued

V-7. Pricing terms.-- Continued

(c) If f.o.b--

Who typically arranged the U.S.-inland freight? (Check one)

- Your firm Your customers

How was freight accounted for? (Check below as applicable)

- Your firm prepaid the freight Your firm shipped freight collect and arranged freight
 Your firm shipped freight collect but did not arrange freight
 Other--Please describe: _____

V-8. Shipping information.--

Report below for your firm's U.S. commercial shipments of its U.S.-produced CSSF during January 2006-June 2009.

(a) What was the approximate average percentage of U.S.-inland transportation costs to the total delivered price of CSSF to your customers? _____ percent. **Include transportation costs to your warehouse if selling from that location instead of/in addition to direct shipments from your U.S. plant(s)**

(b) What approximate proportion of your shipments occurred within 100 miles of your production facility(ies) (add, as applicable, distance to your U.S. warehouses from your plant(s) prior to such sales)? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

V-9. Lead times.--What was the average lead time between your U.S. customers' orders and the date of delivery for your firm's 2008 U.S. commercial shipments of its U.S.-produced CSSF from its inventory and, if applicable, directly from its U.S. production? Also report the percentage shares of your firm's 2008 U.S. commercial shipments of its domestic CSSF that was shipped from its inventory and directly from its production.

Source	Share of U.S. commercial shipments in 2008 (Percent)	Lead time (days)
From inventory		
Produced to order		
Total	100 %	

PART V.--PRICING PRACTICES--Continued

V-10. **Geographical shipments.**--Based on the quantity of your firm's U.S. commercial shipments in 2008 of its U.S.-produced CSSF, as reported in response to question II-8 above, please indicate the approximate percentage share for which each of the following geographic markets account.

Geographic area	Share of U.S. commercial shipments in 2008 (percent)
Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
Central Southwest. --AR, LA, OK, and TX.	
Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY.	
Pacific Coast. --CA, OR, and WA.	
Other. --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	
Note.--These shares should be calculated from all reported U.S. commercial shipments in 2008 (lines D, F, and H) from question II-9	

V-11. **Product/marketing changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of CSSF in the United States during January 2006-June 2009?

No Yes

If yes, please describe and quantify if possible. Discuss the time periods any such changes occurred, and the impact of any such changes on your firm's U.S. sales prices and quantities of its U.S.-produced CSSF.

V-12. **End uses.**—Based on your firm's U.S. sales of its U.S.-produced CSSF during January 2006-June 2009, identify the principal direct downstream products associated with such sales and, to the extent possible, report the approximate percentage share of the total cost to produce each downstream product that was accounted for by the subject product.

Downstream product	Share of total cost (percent)

PART V.—PRICING PRACTICES--Continued

V-13. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices and quantities of its U.S.-produced CSSF during January 2006-June 2009? Identify the principal raw materials, the change in prices of each raw material, the time period(s) involved, and the factor(s) that you believe were responsible for such changes.

Description of raw material price changes:

Impact on quantity and price of your shipments to the U.S. market:

V-14. **Changes in other factors affecting supply.**--Have changes occurred in any other factors (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the selling prices and quantities of your firm's U.S.-produced CSSF in the U.S. market during January 2006-June 2009?

- No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment prices and volumes.

Description of changes in other supply factors:

Impact on quantity and price of your shipments to the U.S. market:

PART V.—PRICING PRACTICES--Continued

V-15. **Cyclical/seasonal U.S. supply.**—Was your firm's U.S. production of CSSF subject to any cyclical/seasonal supply fluctuations, product cycles, or other U.S. competitive conditions of supply distinctive to CSSF during January 2006-June 2009?

- No Yes

If yes—

(a) Please check below the type(s) of supply fluctuations and then discuss the nature and timing of these fluctuations and how they affected your U.S. production during January 2006-June 2009.

- Cyclical (longer than one year for complete cycle)
 Seasonal (within one year for complete cycle)
 Product cycle (completed within one year, or longer than one year—Check one)
 Other competitive condition(s) (specify _____)

(b) Explain how any U.S. cyclical/seasonal/other supply fluctuations affected your firm's prices and shipment quantities of its U.S.-produced CSSF to the U.S. market at any time(s) during January 2006-June 2009.

PART V.—PRICING PRACTICES--Continued

V-16. **Cyclical/seasonal U.S. demand.**—Was total U.S. demand for CSSF subject to any cyclical/seasonal fluctuations, product cycles, or other U.S. competitive conditions of demand distinctive to CSSF during January 2006-June 2009?

No Yes

If yes—

(a) Please check below the type(s) of demand fluctuations and then discuss the nature and timing of these fluctuations during January 2006-June 2009. In addition indicate whether any business cycles result from changes in the overall economy and/or specific downstream sectors.

- Cyclical (longer than one year for complete cycle)
- Seasonal (within one year for complete cycle)
- Product cycle (completed within one year, or longer than one year—Check one)
- Other competitive condition(s) (specify _____)

(b) Explain how any U.S. cyclical/seasonal/other demand fluctuations affected your firm's prices and shipment quantities of its U.S.-produced CSSF to the U.S. market at any time(s) during January 2006-June 2009.

PART V.—PRICING PRACTICES--Continued

V-17. Demand trends.--

(a) How did total demand WITHIN the United States for CSSF change during January 2006-June 2009? What principal factors affected changes in demand?

Increased No Change Decreased Fluctuated

(b) How did demand OUTSIDE the United States (if known) for CSSF change during January 2006-June 2009? What principal factors affected changes in demand? If applicable, identify specific foreign countries that you refer to.

Increased No Change Decreased Fluctuated

PART V.—PRICING PRACTICES--Continued

V-18. Substitutes in demand in the U.S. market.—

Substitution in demand refers to products that can, based on market price considerations and household-consumer/industrial-user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a vis the price of the other product—some consumers/industrial users may require greater price changes than others before they switch among the alternative products.

Please list in descending order of importance any products, other than subject CSSF, that may be substituted for the CSSF. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for CSSF, and the length of any time lag of such an effect.

Substitute product	Description of applications and end uses	Have changes in the prices of this substitute affected the price of CSSF during January 2006-June 2009?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

V-19. Changes in substitutes in the U.S. market.--Have there been any changes in the number or types of products that can be substituted for CSSF or changes in the relative importance of existing substitutes during January 2006-June 2009?

No Yes--Please explain.

PART V.—PRICING PRACTICES--Continued

V-20. **Interchangeability.**—Were CSSF produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications) in the U.S. market during January 2006-June 2009? 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	Taiwan	Canada	Other countries
United States					
China					
Taiwan					
Canada					

¹ For each country-pair producing CSSF which was *sometimes* or *never* interchangeable during January 2006-June 2009, please explain the factors that limit or preclude interchangeable use and identify the associated country pair(s):

PART V.—PRICING PRACTICES--Continued

V-21. **Factors other than price.**--Were differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between CSSF produced in the United States and in other countries a significant factor in your firm's U.S. sales of its CSSF during January 2006-June 2009? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Taiwan	Canada	Other countries
United States					
China					
Taiwan					
Canada					

¹ For each country-pair for which factors other than price *always* or *frequently* were a significant factor in your firm's U.S. sales of its U.S.-produced CSSF during January 2006-June 2009, please identify the advantages or disadvantages imparted by such factors and identify the associated country pair(s):

PART VI.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for CSSF during January 2006-June 2009 (for each customer identify with a D for distributor and EU for enduser). For each such customer, please also provide the name and telephone number of a contact person and provide the share of the quantity of your firm's total U.S. commercial shipments of CSSF that each of these customers accounted for in 2008.

No.	Customer's name	Customer type (D or EU)	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2008 commercial shipments (%)
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

PART VII.--COMPETITION FROM IMPORTS--Continued

VII-3. **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 2006, did your firm lose sales of CSSF to imports of these products from China and/or Taiwan?

No Yes

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 (1,000 pieces)	Rejected U.S. price (total delvd. value-- dollars)	Country of origin	Competing import price (total delvd. value— dollars)