

U.S. PURCHASERS' QUESTIONNAIRE

WIRE DECKING FROM CHINA

This questionnaire must be received by the Commission by no later than March 17, 2010

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 wire decking from China (inv. No. 701-TA466 and 731-TA-1162 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Ioana Mic (202-205-3196).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm purchased wire decking (as defined in the instruction booklet) from <u>any</u> source 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 submitting 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 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____hours _____dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

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

PART I.--GENERAL INFORMATION--Continued

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing wire decking from China into the United States or which are engaged in exporting wire decking from China to the United States?

No Yes--List the following information

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of wire decking?

No Yes--List the following information

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

PART II.--PURCHASES

II-1. Who should be contacted regarding the requested purchase information?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-2. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of wire decking. Report based on delivery date, not order date.

(Quantity in 1,000 pounds, value in \$1,000)				
Item	2006	2007	2008	2009
Purchases of product produced in the United States:				
Quantity				
Value				
Purchases of product produced in China:				
Quantity				
Value				
Purchases of product produced in all other countries:¹				
Quantity				
Value				
¹ Please identify these countries: _____				

II-3. If the relative shares of your firm's total purchases of wire decking from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-4. If your firm has purchased wire decking from only one country, please explain the reasons for doing so.

PART II.--PURCHASES--Continued

II-5. **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for wire decking since 2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of wire decking that each of these customers accounted for in 2009.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2009 purchases (%)
1					
2					
3					
4					
5					

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Who should be contacted regarding the requested information on market characteristics and purchasing practices?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Which of the following best describes your firm as a purchaser of wire decking (check all that apply, noting the specific end uses)?

- OEM (_____)
- Retailer (_____)
- Distributor (_____)
- Other (_____)

III-3. (a) If your firm is a distributor or reseller of wire decking, what are the major types of consumers to which you sell wire decking?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase wire decking?

III-4. If your firm is an end user of wire decking, list in order of quantity of wire decking consumed, the top 3 products for which your firm purchases wire decking as a component part or input. Please indicate what percentage of the total cost is accounted for by wire decking.

Product you produce	Percent of cost accounted for by wire decking

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-5. (a) If your firm is an end user of wire decking, has the demand for your firm's final products incorporating wire decking changed since January 1, 2006?

- Increased No change Decreased Fluctuated

(b) Has this had any effect on your firm's demand for wire decking?

- No Yes--Please describe the effect on your demand for wire decking.

III-6. (a) Can other products be substituted for wire decking?

- No Yes--Please list these substitute products in order of importance.

(i) _____

(ii) _____

(iii) _____

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

(c) Have changes in the prices of these products affected the price for wire decking?

- No Yes--To what degree do changes in their prices affect the price for wire decking? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of wire decking or final end use?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-7. Are you aware whether the wire decking you are purchasing is U.S.-produced or imported?

- Always Usually Sometimes Rarely Never

III-8. Do you know the manufacturer of the wire decking that you purchase?

- Always Usually Sometimes Rarely Never

III-9. To your knowledge, are your customers aware of and/or interested in the country of origin of the goods you supply them?

- Always Usually Sometimes Rarely Never

III-10. Is buying a product that is produced in the United States an important factor in your firm's purchases of wire decking (please check ALL that apply)?

- No
 Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of wire decking.
 Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of wire decking.
 Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of wire decking.

III-11. **Conditions of competition.**--

(a) Is the wire decking market subject to business cycles or conditions of competition distinctive to wire decking?

- No Yes--Please explain and provide estimates of the duration of any such cycle.

(b) Has the emergence of new markets for wire decking since 2006 affected the business cycles or conditions of competition distinctive to wire decking?

- No Yes--Please explain any such changes.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-12. Have you made significant changes in your purchasing patterns (e.g., frequency) since 2006?

No Yes-- Please describe.

III-13. How many suppliers do you generally contact before making a purchase? _____ firms

III-14. Have you changed suppliers since 2006?

No Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

III-15. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2006?

No Yes--Please identify the firms.

III-16. (a) Do you require the product you purchase to be "R-Mark" certified?

No Yes-- _____ percent of purchases in 2009 Yes--All purchases

(b) Is there any product you purchase for which "R-Mark" certified product is not available?

No Yes--For what proportion of your purchases is there no "R-Mark" certified product available? _____ percent of purchases in 2009

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-16. (c) Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the wire decking they sell to your firm with a certification **other than the “R-Mark” certification**?

- No
- Yes--_____ percent of purchases in 2009
- Yes--All purchases

Please provide a general description of the certification or qualification process.

(d) Please estimate the time it takes to certify or qualify a new supplier. _____ days

III-17. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

III-18. Since 2006, have any domestic or foreign producers failed in their attempts to certify or qualify their wire decking with your firm or have any producers lost their approved status?

- No
- Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

Name of firm	Location of firm	Why it failed

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-19. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for wire decking.

	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Coating quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product is galvanized.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-19. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase wire decking for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

(i) _____

(ii) _____

(iii) _____

Other factors or comments: _____

III-20. What characteristics does your firm consider when determining the quality of wire decking?

III-21. If you purchased wire decking from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

III-22. How often is the type of coating applied to the wire decking an important factor in your purchasing decision?

- Always Usually Sometimes Rarely Never

III-23. How often is the quality of coating applied to the wire decking an important factor in your purchasing decision?

- Always Usually Sometimes Rarely Never

III-24. How often does your firm purchase the wire decking that is offered at the lowest price?

- Always Usually Sometimes Rarely Never

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-25. (a) How often does your firm consider purchasing wire decking that is “used”?

- Always Usually Sometimes Rarely Never

(b) If you did not answer “Never” to part (a), for what proportion of your purchases do you consider purchasing wire decking that is “used”?

(c) How has this proportion changed since January 1, 2006?

- Increased No change Decreased Fluctuated--Explain

III-26. Please list the names of any firms you considered price leaders in the wire decking market since 2006. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier.

III-27. Please describe how the above firm(s) exhibited price leadership.

PART V.—SUPPLIER IDENTIFICATION

IV-1. Who should be contacted regarding the requested information on product comparisons?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

IV-2. Please indicate the countries of origin for wire decking for which your firm has actual marketing/pricing knowledge.

- United States
- China
- Other countries (Please specify: _____)

IV-3. Is wire decking produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	China	Other countries
United States		
China		
¹ For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's purchases of wire decking, identify the country-pair and report the advantages or disadvantages imparted by such factors: _____ _____ _____ _____ _____ _____ _____ _____ _____		

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

IV-5. Do you or your customers ever specifically order wire decking from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why wire decking from these countries is preferred over product from other countries (please note the specific product in your response).

IV-6. Are certain grades/types/sizes of wire decking available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

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

IV-7. If you purchased wire decking from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

IV-8. (a) How often does domestically produced wire decking meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(b) How often does imported subject wire decking from China meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(c) How often does imported nonsubject wire decking (*i.e.*, wire decking from countries other than China) meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>