

U.S. PURCHASERS' QUESTIONNAIRE

FRONTSEATING SERVICE VALVES (FSVs) FROM CHINA

This questionnaire must be received by the Commission by no later than January 8, 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 antidumping investigation concerning FSVs from China (inv. No. 731-TA-1148 (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 Nancy Bryan (202-205-2088).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm purchased FSVs (as defined in the instruction booklet) from <u>any</u> source at any time since January 1, 2005?
<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 this investigation 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 this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ <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 FSVs from China into the United States or which are engaged in exporting FSVs 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 FSVs?

No Yes--List the following information.

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

PART II.—TRADE AND RELATED INFORMATION

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. Did your firm change the amounts of its purchases (or do you plan to change the amounts of your purchases) of FSVs produced in China because of the filing of the petition in this investigation?

No Yes—Supply specific details as to the time, nature, and amounts of any such changes in imports or orders from China, also indicating whether any increases in such imports replaced or will replace (or whether any decreases in such imports were replaced by or will be replaced by) FSVs produced in the United States and/or imported from nonsubject countries.

II-3. Did your firm change the amounts of its purchases (or do you plan to change the amounts of your purchases) of FSVs from China because of the Department of Commerce's preliminary determinations of sales at less value of FSVs from China?

No Yes—Supply specific details as to the time, nature, and amounts of any such changes in imports or orders from China, also indicating whether any increases in such imports replaced or will replace (or whether any decreases in such imports were replaced by or will be replaced by) FSVs produced in the United States and/or imported from nonsubject countries.

II-4. Since January 1, 2005, have prices in the U.S. market for FSVs generally increased, decreased, or stayed the same?

Increased Decreased Stayed the same

PART II.—TRADE AND RELATED INFORMATION--Continued

II-5. If you checked “Increased” or “Decreased” in response to the previous question, please list (in order of importance) what you believe are the principal reasons why prices changed.

II-6. Report, as indicated below, your firm’s purchases (either directly or through a sales agent or broker) of FSVs. Report based on delivery date, not order date.

<i>(Quantity in number of valves, value in dollars)</i>					
Item	2005	2006	2007	Jan.-Sept. 2007	Jan.-Sept. 2008
Purchases of product produced in the United States:					
<i>Quantity</i>					
<i>Value</i>					
Purchases of product produced in China:					
<i>Quantity</i>					
<i>Value</i>					
Purchases of product produced in all other countries:¹					
<i>Quantity</i>					
<i>Value</i>					
¹ Please identify these countries: _____					

II-7. If the relative shares of your firm’s total purchases of FSVs 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

PART II.—TRADE AND RELATED INFORMATION--Continued

II-8. If your firm has purchased FSVs from *only one* country, please explain the reasons for doing so.

II-9. If your firm has purchased FSVs from *more than one* country, please explain the reasons for doing so. Please specify by country, including the United States, and both subject and nonsubject countries.

II-10. Please indicate, in order of importance, what you believe have been the principal reasons for any increases in U.S. imports of FSVs from China since 2005.

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 FSVs (check all that apply, noting the specific end uses if known)?

- END USER** (please describe end use: _____)
- DISTRIBUTOR** (please describe end use: _____)
- Other** (please describe: _____)

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

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

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

Product you produce	Percent of cost accounted for by FSVs

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

III-5. (a) If your firm is an end user of FSVs, has the demand for your firm's final products incorporating FSVs changed since January 1, 2005?

- Increased No change Decreased

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

(c) How, if at all, did the change in Seasonal Energy Efficiency requirements (SEER) that took effect in January 2006 affect your firm's demand for FSVs at the time the change took effect and since?

(d) How, if at all, has the downturn in the housing market affected your firm's demand for FSVs? Please indicate time period affected.

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

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

(i) _____

(ii) _____

(iii) _____

(b) For each possible substitute product listed above, please address below if they are functional economic substitutes for frontseating service valves (i.e., can frontseating service valves be replaced in their end use application by the substitute product without loss of performance and price competitiveness)?

(i) _____

(ii) _____

(iii) _____

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

III-6. (c) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(d) Have changes in the prices of these products affected the price for FSVs?

No Yes--To what degree do changes in their prices affect the price for FSVs? 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 FSVs or final end use?

III-7. (a) Does your firm currently purchase forged FSVs, or does your firm plan on buying forged FSVs in the future? What are your reasons for doing so?

No—Please explain below: Yes—Please explain below:

(b) Under what circumstances (i.e., availability, price, quality) would your firm buy forged valves?

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

III-7. (c) How does the quality and price of forged FSVs compare to the quality and price of bar stock valves?

III-8. Are you aware whether the FSVs you are purchasing is U.S.-produced or imported?

- Always Usually Sometimes Never

III-9. Do you know the manufacturer of the FSVs that you purchase?

- Always Usually Sometimes Never

III-10. To your knowledge, are your buyers aware of and/or interested in the country of origin of the FSVs you supply them?

- Always Usually Sometimes Never

III-11. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

- No Yes-- Please describe.

III-12. How many suppliers do you generally contact before making a purchase?

III-13. Have you changed suppliers since January 1, 2005?

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

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

III-14. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- No Yes--Please identify the firms.

III-15. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the FSVs they sell to your firm?

- No Yes--_____ percent of purchases in 2007 Yes--All purchases

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

III-16. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-17. Since January 1, 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their FSVs 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. Also, please provide as an attachment to this questionnaire any documentation to the FSV vendor notifying it of its failure to certify or qualify, or any notification of disqualification you sent to the supplier.

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

III-18. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for FSVs.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	-	-	-
Delivery terms.....	-	-	-
Delivery time	-	-	-
Discounts offered	-	-	-
Extension of credit	-	-	-
Price	-	-	-
Minimum qty requirements.....	-	-	-
Packaging.....	-	-	-
Product consistency	-	-	-
Quality meets industry standards	-	-	-
Quality exceeds industry standards.	-	-	-
Product range	-	-	-
Reliability of supply.....	-	-	-
Technical support/service	-	-	-
U.S. transportation costs	-	-	-
Availability of consigned inventory.	-	-	-
Frequency of price changes.....	-	-	-
Willingness to negotiate price or price terms.....	-	-	-
Willingness of supplier to accept raw material cost increase risk.....	-	-	-
Other:			
_____	-	-	-
_____	-	-	-

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

III-18. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase FSVs for any one order (examples include current availability, extension of credit, prearranged contracts, lower price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

(i) _____

(ii) _____

(iii) _____

Other factors or comments: _____

III-19. Does your firm purchase FSVs on a consigned inventory basis?

No Yes-- _____ percent of purchases in 2007

Please identify the firms that offer your firm consigned inventory and specify the terms and delivery schedules offered by each supplier on consigned inventory purchases and the extent to which such inventories are important for your firm's purchases of FSVs.

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

III-21. How often does your firm purchase the FSVs that are offered at the lowest price?

Always Usually Sometimes Never

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

III-22. Do the contract terms for FSVs (e.g., how prices are set and adjusted, and how raw material cost fluctuations are addressed) differ between the domestic producer and those of importers from China?

- No Yes--Please explain any specific differences in contract terms between U.S. and Chinese FSV suppliers and the extent to which they are important for your firm's purchases of FSVs.

III-23. Please indicate your firm's rating (if any) of defective parts per million (DPPMs) for each supplier from which you purchased FSVs in 2007.

III-24. Please list the names of any firms you considered price leaders in the FSVs market during January 2005-June 2008. 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. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

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

III-25. Please describe how the above firm(s) exhibited price leadership.

III-26. Does your firm purchase FSVs over the internet?

- No Yes-- Please describe, noting the estimated percentage of your firm's total purchases of FSVs in 2007 accounted for by internet purchases.

PART IV.--PRODUCT COMPARISONS

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 FSVs for which your firm has actual marketing/pricing knowledge.

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

IV-3. Are FSVs 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 “O” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	China	Other countries (specify)--			
United States					
China					
¹ For any country-pair producing FSVs which are <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: _____ _____ _____ _____ _____ _____ _____ _____					

PART IV.--PRODUCT COMPARISONS--Continued

IV-4. Do you or your customers ever specifically order FSVs 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 FSVs from these countries are preferred over product from other countries (please note the specific product in your response).

IV-5. Are certain grades/types/sizes of FSVs 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-6. If you purchased FSVs 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, more favorable terms resulting in lower total cost of FSVs, willingness to enter into consignment arrangements, willingness of suppliers to accept raw material cost fluctuations or currency exchange risk, etc.

IV-7. Please list in order of importance the major reasons why you believe subject imports have increased substantially since January 2005:

- (1) _____
(2) _____
(3) _____

Other factors or comments: _____

PART IV.--PRODUCT COMPARISONS--Continued

IV-8. For the factors listed below, please rate how FSVs produced in each country you identified in your response to the first question in Part IV compares with FSVs produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please type an "X" for each quality in each product comparison indicating whether the product from the first source is superior, comparable, or inferior compared with the product from the second source.

Quality	Product from compared to product from			Product from compared to product from			Product from compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	-	-	-	-	-	-	-	-	-
Delivery terms	-	-	-	-	-	-	-	-	-
Delivery time	-	-	-	-	-	-	-	-	-
Discounts offered	-	-	-	-	-	-	-	-	-
Extension of credit.....	-	-	-	-	-	-	-	-	-
Lower price ¹	-	-	-	-	-	-	-	-	-
Minimum quantity requirements	-	-	-	-	-	-	-	-	-
Packaging	-	-	-	-	-	-	-	-	-
Product consistency	-	-	-	-	-	-	-	-	-
Quality meets industry standards	-	-	-	-	-	-	-	-	-
Quality exceeds industry standards	-	-	-	-	-	-	-	-	-
Product range.....	-	-	-	-	-	-	-	-	-
Reliability of supply	-	-	-	-	-	-	-	-	-
Technical support/service	-	-	-	-	-	-	-	-	-
Availability of consigned inventory.....	-	-	-	-	-	-	-	-	-
Frequency of price changes.....	-	-	-	-	-	-	-	-	-
Willingness to negotiate price reductions.	-	-	-	-	-	-	-	-	-
Willingness to offer more favorable sales terms.....	-	-	-	-	-	-	-	-	-
Willingness to assume foreign exchange risk.....	-	-	-	-	-	-	-	-	-
Other:									
_____	-	-	-	-	-	-	-	-	-
_____	-	-	-	-	-	-	-	-	-

¹ A rating of "superior" on lower price indicates that the first country generally has lower prices than the second country.

PART IV.--PRODUCT COMPARISONS--Continued

IV-9. (a) How often do domestically produced FSVs meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Never

(b) How often do imported subject FSVs meet minimum quality specifications for your uses or your customers' uses?

From China:

Always Usually Sometimes Never

(c) How often does FSVs imported from countries other than China meet minimum quality specifications for your uses or your customers' uses?

From: _____

Always Usually Sometimes Never

From: _____

Always Usually Sometimes Never

PART V.—SUPPLIER IDENTIFICATION

V-1. Please provide the names and addresses of your firm's five largest suppliers of FSVs purchased during January 2005-September 2008. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of FSVs that each of these suppliers accounted for in 2007.

No.	Supplier's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 purchases (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					