

U.S. IMPORTERS' QUESTIONNAIRE
ALUMINUM EXTRUSIONS FROM CHINA

This questionnaire must be received by the Commission by no later than February 8, 2011
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 aluminum extrusions from China (inv. Nos. 701-TA-475 and 731-TA-1177 (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)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm imported aluminum extrusions (as defined in the instruction booklet) from <u>any country</u> at any time since January 1, 2008?
<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 proceedings in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout these proceedings 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 proceedings or related proceedings for which this information is submitted, or in internal audits and proceedings 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 40 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. **OMB statistics**--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. **OMB feedback**--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. **Establishments covered**--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. **Ownership**--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. **Related importers/exporter.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing aluminum extrusions from China into the United States or which are engaged in exporting aluminum extrusions from China to the United States?

No Yes--List the following information

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

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of aluminum extrusions?

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

I-6. **FTZ or bonded warehouses.**--Please indicate whether your firm enters aluminum extrusions into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-7. **Temporary importation under bond.**--Please indicate whether your firm imports aluminum extrusions under the TIB (temporary importation under bond) program.

No Yes

PART I.--GENERAL INFORMATION--Continued

I-8. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

- No Yes--Please specify below.

I-9. **Use of estimates.**--In completing this form, did your firm use any estimates in supplying the requested data? (answer this question after completing all other sections)

- No Yes--Please indicate the question(s) which include estimates, the nature of the estimates and how they were derived.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Ed Petronzio** (202-708-4727, edward.petronzio@usitc.gov).

Contact info.--Please identify the individual to be contacted regarding your firms' responses to the questions in section II.

Name and title: _____
E-mail: _____ Telephone: () _____

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of aluminum extrusions since January 1, 2008.

- | | |
|---|---|
| <i>(check as many as appropriate)</i> | <i>(please describe in some detail)</i> |
| <input type="checkbox"/> office or warehouse openings, expansions, or acquisitions | _____ |
| <input type="checkbox"/> office or warehouse closings, consolidations, or relocations..... | _____ |
| <input type="checkbox"/> prolonged shutdowns or curtailments of import operations .. | _____ |
| <input type="checkbox"/> other (e.g., changes in technology, revised labor agreements, et cetera) | _____ |

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of aluminum extrusions from China for delivery after December 31, 2010?

- No Yes--Indicate when such orders are to be delivered and the quantities involved.

II-4. **Reasons for importing.**--If your firm also produces aluminum extrusions in the United States, please indicate your reasons for importing this product. If your reasons differ by source or type of product, please elaborate.

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

II-5. **IMPORTS FROM CHINA.**—Did your firm import aluminum extrusions from China any time since January 1, 2008?

- No. Yes-- Report your firm's imports, shipments and inventories of aluminum extrusions imported from China during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2008	2009	2010
Beginning-of-period inventories (quantity) (A)			
Imports: ¹			
Quantity (B)			
Value (C)			
U.S. shipments:			
Commercial shipments:			
Quantity (D)			
Value (E)			
Internal consumption/company transfers:			
Quantity (F)			
Value ² (G)			
Export shipments: ³			
Quantity (H)			
Value (I)			
Scrap or loss (quantity) (J)			
End-of-period inventories (quantity) (K)			
Channels of distribution: (quantity)			
U.S. shipments to wholesalers/distributors (L)			
U.S. shipments to end users (M)			
U.S. shipments by type of finish:			
U.S. shipments of mill finished extrusions:			
Quantity (N)			
Value (O)			
U.S. shipments of painted extrusions:			
Quantity (P)			
Value (Q)			
U.S. shipments of all anodized extrusions (including bright-dipped):			
Quantity (R)			
Value (S)			
U.S. shipments of bright-dipped extrusions:			
Quantity (T)			
Value (U)			
¹ Please explain any increase, decrease, or other trend in your reported imports (lines B & C): _____ ² Are your sales to related firms (including internal consumption) valued at fair market value? <input type="checkbox"/> Yes. <input type="checkbox"/> No. Please describe: _____ ³ Identify your principal export markets: _____			

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

II-6. **IMPORTS FROM CANADA**.--Did your firm import aluminum extrusions from Canada any time since January 1, 2008?

- No. Yes-- Report your firm's imports, shipments and inventories of aluminum extrusions imported from Canada during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2008	2009	2010
Beginning-of-period inventories (quantity) (A)			
Imports: ¹			
Quantity (B)			
Value (C)			
U.S. shipments:			
Commercial shipments:			
Quantity (D)			
Value (E)			
Internal consumption/company transfers:			
Quantity (F)			
Value ² (G)			
Export shipments: ³			
Quantity (H)			
Value (I)			
Scrap or loss (quantity) (J)			
End-of-period inventories (quantity) (K)			
Channels of distribution: (quantity)			
U.S. shipments to wholesalers/distributors (L)			
U.S. shipments to end users (M)			
U.S. shipments by type of finish:			
U.S. shipments of mill finished extrusions:			
Quantity (N)			
Value (O)			
U.S. shipments of painted extrusions:			
Quantity (P)			
Value (Q)			
U.S. shipments of all anodized extrusions (including bright-dipped):			
Quantity (R)			
Value (S)			
U.S. shipments of bright-dipped extrusions:			
Quantity (T)			
Value (U)			
¹ Please explain any increase, decrease, or other trend in your reported imports (lines B & C): _____			
² Are your sales to related firms (including internal consumption) valued at fair market value? <input type="checkbox"/> Yes. <input type="checkbox"/> No. Please describe: _____			
³ Identify your principal export markets: _____			

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

II-7. **IMPORTS FROM ALL OTHER SOURCES COMBINED**.--Did your firm import aluminum extrusions from sources other than China and Canada any time since January 1, 2008?

- No. Yes-- Report your firm's imports, shipments and inventories of aluminum extrusions imported from all other sources other than China and Canada combined during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2008	2009	2010
Beginning-of-period inventories (quantity) (A)			
Imports: ^{1 2}			
Quantity (B)			
Value (C)			
U.S. shipments:			
Commercial shipments:			
Quantity (D)			
Value (E)			
Internal consumption/company transfers:			
Quantity (F)			
Value ² (G)			
Export shipments: ³			
Quantity (H)			
Value (I)			
Scrap or loss (quantity) (J)			
End-of-period inventories (quantity) (K)			
Channels of distribution: (quantity)			
U.S. shipments to wholesalers/distributors (L)			
U.S. shipments to end users (M)			
U.S. shipments by type of finish:			
U.S. shipments of mill finished extrusions:			
Quantity (N)			
Value (O)			
U.S. shipments of painted extrusions:			
Quantity (P)			
Value (Q)			
U.S. shipments of all anodized extrusions (including bright-dipped):			
Quantity (R)			
Value (S)			
U.S. shipments of bright-dipped extrusions:			
Quantity (T)			
Value (U)			
¹ Please explain any increase, decrease, or other trend in your reported imports (lines B & C): _____ ² Please indicate the source of these imports: _____ ³ Are your sales to related firms (including internal consumption) valued at fair market value? <input type="checkbox"/> Yes. <input type="checkbox"/> No. Please describe: _____ ⁴ Identify your principal export markets: _____			

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

II-8. Reconciliation of import data.--

- (a) Please note that the quantities reported in questions II-5 through II-7 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

A + B - D - F - H - J = K Do these data reconcile? Yes No--(Please correct these data before submitting questionnaire)

D + F = L + M Do these data reconcile? Yes No--(Please correct these data before submitting questionnaire)¹

D + F = N + P + R Do these data reconcile? Yes No--(Please correct these data before submitting questionnaire)

E + G = O + Q + S Do these data reconcile? Yes No--(Please correct these data before submitting questionnaire)

T < R and U < S Do these data reconcile? Yes No--(Please correct these data before submitting questionnaire)

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line K of year 2008 should equal line A of year 2009). Do these data reconcile for each adjacent calendar year?

Yes. No--(Please correct these data before submitting questionnaire.
Note that you may use the quantities reported under scrap or loss (line J) to account for any unexplained discrepancies between your import, shipment and inventory data.)

¹Note.--If your firm uses your imports as "internal consumption" for use in the manufacture of some downstream product, you will report your internal consumption within the channel of distribution break out as shipments to end users.

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

II-9. **Standardized versus custom extrusions.**--Please estimate the share of your firms U.S. shipments that are standardized extrusions versus customer-specific in each year. (See definitions in the instruction booklet.)

China

	Share of U.S. Shipments (lines D & F)		
	2008 (percent)	2009 (percent)	2010 (percent)
U.S. shipments of imports from <u>China</u> (question II-5, for lines D+F combined):			
Standardized			
Custom			
Total, China	100%	100%	100%

Canada

	Share of U.S. Shipments (lines D & F)		
	2008 (percent)	2009 (percent)	2010 (percent)
U.S. shipments of imports from <u>Canada</u> (question II-6, for lines D+F combined):			
Standardized			
Custom			
Total, Canada	100%	100%	100%

All other sources

	Share of U.S. Shipments (lines D & F)		
	2008 (percent)	2009 (percent)	2010 (percent)
U.S. shipment of imports from <u>All other sources</u> (question II-7, for lines D+F combined):			
Standardized			
Custom			
Total, AOS	100%	100%	100%

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

II-10. **Market Sectors for Aluminum Extrusions.**--Please indicate market sectors of your firm's U.S. shipments of imports of aluminum extrusions, estimate the share of U.S. shipments accounted for by each market sector, and provide descriptions of the products your firm supplies for each market sector.

Imports from.--	Market sector (Check all that apply, see instruction booklet for definitions)	Estimated share of U.S. shipments in 2010 ¹ (percent)	Description of imported products
China	<input type="checkbox"/> Building and Construction		
	<input type="checkbox"/> Transportation		
	<input type="checkbox"/> Engineered Products		
	<input type="checkbox"/> Other Market Sectors		
	Subtotal (if applicable)	100%	
Canada	<input type="checkbox"/> Building and Construction		
	<input type="checkbox"/> Transportation		
	<input type="checkbox"/> Engineered Products		
	<input type="checkbox"/> Other Market Sectors		
	Subtotal (if applicable)	100%	
All other sources	<input type="checkbox"/> Building and Construction		
	<input type="checkbox"/> Transportation		
	<input type="checkbox"/> Engineered Products		
	<input type="checkbox"/> Other Market Sector		
	Subtotal (if applicable)	100%	

¹ Please estimate these shares off of the quantity of your firm's overall U.S. shipments (lines D, F, & H in question II-5 (China), II-6 (Canada), and II-7 (All other sources)) in 2010. The estimated shares reported should sum to 100% by source.

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

II-11. **Further Processing.**--Does your firm provide or arrange for the provision of further processing of imported aluminum extrusions in the United States before shipment to the final customer/consumer?

- No. Yes--Please indicate the processing provided and describe the services in detail in the narrative section provided.

Finishing operations:

- | | | |
|----------------------|------------------------------|---|
| Painting | <input type="checkbox"/> No. | <input type="checkbox"/> Yes--via Internal capacity
<input type="checkbox"/> Yes--via an External (<i>i.e.</i> , tolling) arrangement |
| Anodizing | <input type="checkbox"/> No. | <input type="checkbox"/> Yes--via Internal capacity
<input type="checkbox"/> Yes--via an External (<i>i.e.</i> , tolling) arrangement |
| Other finishes | <input type="checkbox"/> No. | <input type="checkbox"/> Yes--via Internal capacity
<input type="checkbox"/> Yes--via an External (<i>i.e.</i> , tolling) arrangement |
| Fabrication services | <input type="checkbox"/> No. | <input type="checkbox"/> Yes--via Internal capacity
<input type="checkbox"/> Yes--via an External (<i>i.e.</i> , tolling) arrangement |

Describe these services/arrangements in detail:

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

II-12. If your firm changed HTS classifications for specific types of aluminum extrusions imported during 2010, please provide the information requested below. For each type of specific type of aluminum extrusion, specify the prior or new HTS classification used, and provide the quantity and value of each specific items imported in 2010 under each HTS classification.

Specific products involved	Prior HTS item used	2010 items under prior HTS item		New HTS item used	2010 imports under new HTS item	
		Quantity (pounds)	Value (\$1,000)		Quantity (pounds)	Value (\$1,000)

II-13. During 2010, did your firm import aluminum extrusions from China by any of the following means:

- Transshipment via Canada No Yes
- Transshipment via Mexico No Yes
- Transshipment via any other country No Yes

If you responded yes to any of the above, please identify the foreign exporter(s) that supplied your firm in the manner(s) identified.

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from James Fetzer (202-708-5403, james.fetzer@usitc.gov)

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III? Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: _____ Telephone: () _____
Fax: () _____

PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers during January 2008–December 2010 of the following products you imported from China and Canada:

Product 1.-- Mullions & Split-Mullions, Anodized Finish, Unworked, Alloy 6063 – Size: 1.75” x 3” to 3” x 8”, Weight: 0.6 lb/ft to 7 lb/ft

Product 2.-- Door/Window Frames & Sashes, Painted Finish, Unworked, Alloy 6063 – Size: CCD: 0.75” to 6”, Weight: 0.2 lb/ft to 2 lb/ft

Product 3.-- Hand Rails, Painted Finish, Unworked, Alloy 6063 – Size: CCD: 0.5” to 6”, Weight: 0.15 lb/ft to 8.25 lb/ft

Product 4.-- Tub and shower components, Anodized and Bright Dip Finishes, Unworked, Alloys 6063 & 6463 – Size: CCD: 0.6” to 3”, Weight: 0.1 lb/ft to 1 lb/ft

Product 5.-- Shower door and enclosure extrusions of alloys 6063 and 6463, with T-5 and T-6 temper, having unique solid and semi-hollow shapes extruded from proprietary dies with small cross-section diameters from .5” to 3”, thin walls ranging from .040-.06” with thickness tolerances to within .004”, cut tolerances to within 1/32”, and requiring high quality “jewelry-grade” surface finishes free of blemishes. The finish requirements for the finished aluminum extrusion include custom-colored anodizing or painting, chemical etching, mechanical and/or chemical polishing to create “bright dip” finish, and mechanical brushing to create various “brushed” or “etched” appearances

Product 6.-- Pipe, Mill Finish, Unworked, Alloy 6061 – Size: 1” to 5” Schedule 40 @ 0.5 lb/ft to 5 lb/ft

Product 7.-- Heat Sink, 6063 T6 aluminum with an overall width of 18.624 +/- .160 inches wide, 1.75 +/- .06 inches thick by 18.260 +/- .005 inches long with 41 fins. Surface finish of black anodized on denoted surfaces with rest of surfaces free and clear of any finish. Overall flatness of .001 in/in is required with a 32 surface finish. 20 tapped 6-32 holes, 10.125 x.3 holes, and 72 4-40 tapped holes in specified locations without any break through allowed.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2a. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

China

(Quantity in pounds, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
2010:				
January-March				
April-June				
July-September				
October-December				
	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
2010:				
January-March				
April-June				
July-September				
October-December				

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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: _____

Product 3: _____

Product 4: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2a. **Pricing data.**—Continued

China

(Quantity in pounds, value in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
2010:				
January-March				
April-June				
July-September				
October-December				
	Product 7			
	Quantity	Value		
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
2010:				
January-March				
April-June				
July-September				
October-December				

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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 5: _____

Product 6: _____

Product 7: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2b. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from Canada and sold by your firm.

Canada

<i>(Quantity in pounds, value in dollars)</i>				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
2010:				
January-March				
April-June				
July-September				
October-December				
	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
2010:				
January-March				
April-June				
July-September				
October-December				

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.
² Pricing product definitions are provided on the first page of Part III.

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: _____

Product 3: _____

Product 4: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2a. **Pricing data.**—Continued

Canada

(Quantity in pounds, value in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
2010:				
January-March				
April-June				
July-September				
October-December				
	Product 7			
	Quantity	Value		
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
2010:				
January-March				
April-June				
July-September				
October-December				

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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 5: _____

Product 6: _____

Product 7: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

When responding to questions, please indicate when your response varies by finished heat sinks and other aluminum extrusions.

III-3. **Price setting.**—

(a) How does your firm determine the prices that it charges for sales of aluminum extrusions (*check all that apply*)? 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 only submit some sample pages.

Transaction by transaction Contracts

Set price lists Reverse internet auction sales

Other--Please describe: _____

(b) Does your firm use mechanisms to adjust the price charged for sales of aluminum extrusions to purchasers to reflect changes in your primary aluminum costs?

No Yes-Please describe the mechanisms used and how quickly they adjust the price charges for sales of aluminum extrusions.

(c) Do variations or changes in the LME, SHME, or other aluminum benchmarks affect your overall prices and price lists?

No Yes-Please explain.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-4. (a) **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts Annual total volume discounts No discounts

Other--Please describe _____

(b) **Rebates and extended credit.**-- Please indicate and describe your firm's extended discount and rebate policies (*check all that apply*).

Extended credit Rebates

Other--Please describe _____

III-5. **Pricing terms for aluminum extrusions.**--

(a) What are your firm's typical sales terms for aluminum extrusions imported from China (*e.g., 2/10 net 30 days*)? _____.

(b) On what basis are your prices of imported aluminum extrusions from China usually quoted? (check one) F.o.b.--Please specify point: _____ Delivered

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of aluminum extrusions imported from China in 2010 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-7. **Long-term contract provisions.**--If you sell aluminum extrusions imported from China on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have metal costs that are based on a particular benchmark? No
 Yes (please specify benchmark(s)): _____
- (e) Does the contract have a meet-or-release provision? Yes No

III-8. **Short-term contract provisions.**--If you sell aluminum extrusions imported from China on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have metal costs that are based on a particular benchmark? No
 Yes (please specify benchmark(s)): _____
- (e) Does the contract have a meet-or-release provision? Yes No

III-9. **Lead times.**--What is your share of sales of aluminum extrusions imported from China both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of aluminum extrusions?

<u>Source</u>	<u>Share of sales,</u> <u>2010</u>	<u>Lead time</u>
From your U.S. inventory	_____	_____ days
From foreign manufacturers' inventory	_____	_____ days
Produced to order	_____	_____ days
Total	100 %	

PART III.--PRICING AND RELATED INFORMATION--Continued

III-10. Shipping information.—

- (a) What is the approximate percentage of the total delivered cost of aluminum extrusions imported from China that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) When you sell aluminum extrusions imported from China, from where is it shipped? (check one) point of importation or storage facility
- (d) What proportion of your sales of aluminum extrusions imported from China are delivered within 100 miles of your point of shipment (provide the percentages)? _____ percent.
 Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-11. Geographical shipments--What is the geographic market area in the United States served by your firm's shipments of aluminum extrusions imported from any source? (check all that apply)

Geographic area	√ if applicable
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
Central Southwest. —AR, LA, OK, and TX.	<input type="checkbox"/>
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
Pacific Coast. —CA, OR, and WA.	<input type="checkbox"/>
Other. —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>

III-12. End uses—Describe the end uses of the aluminum extrusions that you import from China. For each end-use product, what percentage of the total cost is accounted for by aluminum extrusions?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-13. Substitutes--

Can other products be substituted for aluminum extrusions?

No

Yes--Please list in order of importance any products that may be substituted for aluminum extrusions and fill out the following table.

Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for aluminum extrusions?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes-- Yes—please explain. _____ _____ _____
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes-- Yes—please explain. _____ _____ _____
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes-- Yes—please explain. _____ _____ _____
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes-- Yes—please explain. _____ _____ _____
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes-- Yes—please explain. _____ _____ _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-14. **Finishing.**--If your firm sells finished aluminum extrusions, would your customers accept unfinished aluminum extrusions if finished extrusions were not available?

- N/A--Firm does not sell finished aluminum extrusions
- Yes--Most all customers would accept unfinished aluminum extrusions if finished aluminum extrusions were not available--please explain below
- Yes--Some customers would accept unfinished aluminum extrusions if finished aluminum extrusions were not available--please explain below
- No--Customers would **not** accept unfinished aluminum extrusions if finished aluminum extrusions were not available--please explain below
- Other--Please explain.

III-15. **Demand trends.**--

(a) How has the demand within the United States for aluminum extrusions changed since January 1, 2008? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States (if known) for aluminum extrusions changed since January 1, 2008? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

PART III.--PRICING AND RELATED INFORMATION--Continued

III-16. **Product changes.**--Have there been any significant changes in the product range or marketing of aluminum extrusions since January 1, 2008?

No Yes-- Please describe.

III-17. **Business cycles.**--Please respond to the following questions related to business cycles

(a) Is the aluminum extrusions market subject to business cycles or conditions of competition (including seasonal business) distinctive to aluminum extrusions?

No (skip to question IV-18.) Yes-- Please describe below and then answer part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for aluminum extrusions since January 1, 2008?

No Yes-- Please describe.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-18. Supply constraints.—

- (a) Has your firm refused, declined, or been unable to supply aluminum extrusions since January 1, 2008 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.) for **non-price** reasons?

No Yes-- Please provide the following data.

Type of supply constraint	When this occurred	Which purchasers were affected by the constraint	Why did the supply constraint occur
1. _____ _____ _____			
2. _____ _____ _____			
3. _____ _____ _____			

- (b) Has your firm refused, declined, or been unable to supply aluminum extrusions since January 1, 2008 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.) because of **price**?

No Yes-- Please describe.

III-19. Raw materials.--Please describe any trends in the prices of raw materials used to produce aluminum extrusions and whether your firm expects these trends to continue.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-21. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between aluminum extrusions produced in the United States and in other countries a significant factor in your firm's sales of the products? 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	China	Canada	Other countries
United States			
China			
Canada			

¹ For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of certain aluminum extrusions, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III.--PRICING AND RELATED INFORMATION--Continued

III-22. **Customer Identification.**--Please identify below the names and addresses of your firm's 10 largest customers for aluminum extrusions during 2008-2010. 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 aluminum extrusions from China that each of these customers accounted for in 2010.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2010 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--ALTERNATIVE PRODUCTS

Further information on this part of the questionnaire can be obtained from **Ed Petronzio** (202-708-4727, edward.petronzio@usitc.gov).

IV-1. Please identify the individual to be contacted regarding the confidential information requested in part IV?

Name and title: _____
E-mail: _____ Telephone: (____) _____

IV-2. **Imports of Heat Sink Blanks or Finished Heat Sinks.**--Please indicate whether your firm has imported any of these specific types of aluminum extrusions from China since January 1, 2008.

- Heat sink blanks.**--Please provide data on your imports of heat sink blanks (see instruction booklet for definitions) from China in questions IV-3 and IV-4 below. (These data should be included in, *i.e.*, a subset of, the data provided in response question II-5)
- Finished heat sinks.**--Please provide data on your imports of finished heat sinks (see instruction booklet for definitions) from China in question IV-5 below. (These data should be included in, *i.e.*, a subset of, the data provided in response question II-5)
- None of the above.**--You may skip the remaining questions in this section of the questionnaire.

PART IV.--ALTERNATIVE PRODUCTS --Continued

IV-3. **HEAT SINK BLANKS FROM CHINA.**—Report your firm’s imports, shipments and inventories of heat sink blanks imported from China during the specified periods. (See instruction booklet definition.)

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2008	2009	2010
Beginning-of-period inventories (quantity) (A)			
Imports: ¹			
Quantity (B)			
Value (C)			
U.S. shipments:			
Commercial shipments:			
Quantity (D)			
Value (E)			
Internal consumption/company transfers:			
Quantity (F)			
Value ² (G)			
Export shipments: ³			
Quantity (H)			
Value (I)			
Scrap or loss (quantity) (J)			
End-of-period inventories (quantity) (K)			
Channels of distribution: (quantity)			
U.S. shipments to wholesalers/distributors (L)			
U.S. shipments to end users (M)			
¹ Please explain any increase, decrease, or other trend in your reported imports (lines B & C):			
² Are your sales to related firms (including internal consumption) valued at fair market value?			
<input type="checkbox"/> Yes. <input type="checkbox"/> No. Please describe: _____			
³ Identify your principal export markets: _____			

IV-4. **Partially fabricated.**--Are any of the imports reported above partially fabricated heat sink blanks (e.g., already cut-to-length, or otherwise partially transformed into the final product)?

No Yes-- Please describe.

PART IV.--ALTERNATIVE PRODUCTS --Continued

IV-3. **FINISHED HEAT SINKS FROM CHINA**.--Report your firm's imports, shipments and inventories of finished heat sinks imported from China during the specified periods. (See instruction booklet definition.)

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2008	2009	2010
Beginning-of-period inventories (quantity) (A)			
Imports: ¹			
Quantity (B)			
Value (C)			
U.S. shipments:			
Commercial shipments:			
Quantity (D)			
Value (E)			
Internal consumption/company transfers:			
Quantity (F)			
Value ² (G)			
Export shipments: ³			
Quantity (H)			
Value (I)			
Scrap or loss (quantity) (J)			
End-of-period inventories (quantity) (K)			
Channels of distribution: (quantity)			
U.S. shipments to wholesalers/distributors (L)			
U.S. shipments to end users (M)			
¹ Please explain any increase, decrease, or other trend in your reported imports (lines B & C):			
² Are your sales to related firms (including internal consumption) valued at fair market value?			
<input type="checkbox"/> Yes. <input type="checkbox"/> No. Please describe: _____			
³ Identify your principal export markets: _____			

PART IV.--ALTERNATIVE PRODUCTS --Continued

IV-5. **Comparability of finished heat sinks to other aluminum extrusions.**--Compare each of the following.

- (a) Please rank and then describe the similarities and/or differences between the physical characteristics and end uses of finished heat sinks with all other types of aluminum extrusions (including heat sink blanks).

Physical characteristics

- Finished heat sinks are FULLY comparable to all other types of aluminum extrusions (including heat sink blanks) in terms of physical characteristics.
 - Finished heat sinks are MOSTLY comparable to all other types of aluminum extrusions (including heat sink blanks) in terms of physical characteristics.
 - Finished heat sinks are SOMEWHAT comparable to all other types of aluminum extrusions (including heat sink blanks) in terms of physical characteristics.
 - Finished heat sinks are NOT AT ALL comparable to all other types of aluminum extrusions (including heat sink blanks) in terms of physical characteristics.
 - No familiarity with the products in question.
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End Uses

- Finished heat sinks are FULLY comparable to all other types of aluminum extrusions (including heat sink blanks) in terms of end uses.
 - Finished heat sinks are MOSTLY comparable to all other types of aluminum extrusions (including heat sink blanks) in terms of end uses.
 - Finished heat sinks are SOMEWHAT comparable to all other types of aluminum extrusions (including heat sink blanks) in terms of end uses.
 - Finished heat sinks are NOT AT ALL comparable to all other types of aluminum extrusions (including heat sink blanks) in terms of end uses.
 - No familiarity with the products in question.
-
-
-

PART IV.--ALTERNATIVE PRODUCTS --Continued

(b) Please rank and then describe the interchangeability between finished heat sinks with all other types of aluminum extrusions (including heat sink blanks).

- Finished heat sinks are FULLY interchangeable with all other types of aluminum extrusions (including heat sink blanks).
- Finished heat sinks are MOSTLY interchangeable with all other types of aluminum extrusions (including heat sink blanks).
- Finished heat sinks are SOMEWHAT interchangeable with all other types of aluminum extrusions (including heat sink blanks).
- Finished heat sinks are NOT AT ALL interchangeable with all other types of aluminum extrusions (including heat sink blanks).
- No familiarity with the products in question.

(c) Please rank the comparability of and then describe the differences, if any, in the manufacturing processes involved with finished heat sinks to all other types of aluminum extrusions (including heat sink blanks).

- The manufacturing processes for finished heat sinks are FULLY comparable to those used in the manufacture of other types of aluminum extrusions (including heat sink blanks).
- The manufacturing processes for finished heat sinks are MOSTLY comparable to those used in the manufacture of other types of aluminum extrusions (including heat sink blanks).
- The manufacturing processes for finished heat sinks are SOMEWHAT comparable to those used in the manufacture of other types of aluminum extrusions (including heat sink blanks).
- The manufacturing processes for finished heat sinks are NOT AT ALL comparable to those used in the manufacture of other types of aluminum extrusions (including heat sink blanks).
- No familiarity with the products in question.

PART IV.--ALTERNATIVE PRODUCTS --Continued

(d) Please rank the comparability of and then describe the differences, if any, in the channels of distribution involved with finished heat sinks to all other types of aluminum extrusions (including heat sink blanks).

- The channels of distribution for finished heat sinks are FULLY comparable to those used in the manufacture of other types of aluminum extrusions (including heat sink blanks).
- The channels of distribution for finished heat sinks are MOSTLY comparable to those used in the manufacture of other types of aluminum extrusions (including heat sink blanks).
- The channels of distribution for finished heat sinks are SOMEWHAT comparable to those used in the manufacture of other types of aluminum extrusions (including heat sink blanks).
- The channels of distribution for finished heat sinks are NOT AT ALL comparable to those used in the manufacture of other types of aluminum extrusions (including heat sink blanks).
- No familiarity with the products in question.

(e) Please rank and then describe the interchangeability in customers' perceptions of finished heat sinks compared to all other types of aluminum extrusions (including heat sink blanks).

- Customers' perceptions of finished heat sinks are FULLY comparable to those of all other types of aluminum extrusions (including heat sink blanks).
- Customers' perceptions of finished heat sinks are MOSTLY comparable to those of all other types of aluminum extrusions (including heat sink blanks).
- Customers' perceptions of finished heat sinks are SOMEWHAT comparable to those of all other types of aluminum extrusions (including heat sink blanks).
- Customers' perceptions of finished heat sinks are NOT AT ALL comparable to those of all other types of aluminum extrusions (including heat sink blanks).
- No familiarity with the products in question.

PART IV.--ALTERNATIVE PRODUCTS --Continued

(f) Please rank and then describe any differences in prices for finished heat sinks compared to all other types of aluminum extrusions (including heat sink blanks).

- Prices of finished heat sinks are FULLY comparable to prices of all other types of aluminum extrusions (including heat sink blanks).
- Prices of finished heat sinks are MOSTLY comparable to prices of all other types of aluminum extrusions (including heat sink blanks).
- Prices of finished heat sinks are SOMEWHAT comparable to prices of all other types of aluminum extrusions (including heat sink blanks).
- Prices of finished heat sinks are NOT AT ALL comparable to prices of all other types of aluminum extrusions (including heat sink blanks).
- No familiarity with the products in question.
