

**U.S. PURCHASERS' QUESTIONNAIRE**

**PRODUCT FROM COUNTRY**

**This questionnaire must be received by the Commission by no later than INSERT DATE**

*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/antidumping** investigation concerning **PRODUCT** from **COUNTRY** (inv. No. **701/731-TA-xxx (Preliminary/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 **ECONOMIST** (202-205-xxxx).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased <b>PRODUCT</b> (as defined in the instruction booklet) from <u>any</u> source at any time since January 1, 2004?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (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)</p>
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**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 **PRODUCT** from **COUNTRY** into the United States or which are engaged in exporting **PRODUCT** from **COUNTRY** 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 **PRODUCT**?

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 **PRODUCT**. Report based on delivery date, not order date.

<i>(Quantity in SPECIFY UNITS, value in \$1,000)</i>				
Item	2004	2005	2006	Jan.-Mar. 2007
<b>Purchases of product produced in the United States:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Purchases of product produced in COUNTRY:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Purchases of product produced in all other countries:<sup>1</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<sup>1</sup> Please identify these countries: _____				

**PART II.--PURCHASES--Continued**

II-3. If the relative shares of your firm's total purchases of **PRODUCT** 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.

<b>Country</b>	<b>Increase/decrease</b>	<b>Reason</b>

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

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

- END USER TYPE 1** ( \_\_\_\_\_ )
- END USER TYPE 2** ( \_\_\_\_\_ )
- DISTRIBUTOR** ( \_\_\_\_\_ )
- Other ( \_\_\_\_\_ )

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

\_\_\_\_\_  
\_\_\_\_\_

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

\_\_\_\_\_  
\_\_\_\_\_

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

<b>Product you produce</b>	<b>Percent of cost accounted for by <b>PRODUCT</b></b>

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

III-5. (a) If your firm is an end user of **PRODUCT**, has the demand for your firm's final products incorporating **PRODUCT** changed since January 1, 2004?

- Increased                       No change                       Decreased

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

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III-6. (a) Please list in order of importance any products that may be substituted for **PRODUCT**.

- (i) \_\_\_\_\_  
(ii) \_\_\_\_\_  
(iii) \_\_\_\_\_

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

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(c) Have changes in the prices of these products affected the price for **PRODUCT**?

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

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

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

- Always                       Usually                       Sometimes                       Never

III-8. Do you know the manufacturer of the **PRODUCT** that you purchase?

- Always                       Usually                       Sometimes                       Never

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

- Always                       Usually                       Sometimes                       Never

III-10. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

- No                       Yes-- Please describe.

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III-11. How many suppliers do you generally contact before making a purchase?

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III-12. Have you changed suppliers since January 1, 2004?

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

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

III-13. 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.

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III-14. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the **PRODUCT** they sell to your firm?

- No             Yes--\_\_\_\_\_ percent of purchases in 2006             Yes--All purchases

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

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III-15. 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.

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III-16. Since January 1, 2004, have any domestic or foreign producers failed in their attempts to certify or qualify their **PRODUCT** 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.

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

III-17. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for **PRODUCT**.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
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 .....	-	-	-
Other (specify):			
_____ .....	-	-	-
_____ .....	-	-	-
_____ .....	-	-	-

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

III-17. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase **PRODUCT** 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-18. What characteristics does your firm consider when determining the quality of **PRODUCT**?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-19. How often does your firm purchase the **PRODUCT** that is offered at the lowest price?

Always       Usually       Sometimes       Never

III-20. Please list the names of any firms you considered price leaders in the **PRODUCT** market during January 2004-March 2007. 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-21. Please describe how the above firm(s) exhibited price leadership.

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III-22. Does your firm purchase **PRODUCT** over the internet?

- No       Yes-- Please describe, noting the estimated percentage of your firm's total purchases of **PRODUCT** in 2006 accounted for by internet purchases.

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**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 **PRODUCT** for which your firm has actual marketing/pricing knowledge.

- United States
- COUNTRY**
- Other countries (Please specify: \_\_\_\_\_)

IV-3. Is **PRODUCT** 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.<sup>1</sup>

Country-pair	United States	<b>COUNTRY 1</b>	<b>COUNTRY 2</b>	<b>COUNTRY 3</b>	Other countries
United States					
<b>COUNTRY 1</b>					
<b>COUNTRY 2</b>					
<b>COUNTRY 3</b>					

<sup>1</sup> For any country-pair producing **PRODUCT** which is *sometimes* or *never* 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 **PRODUCT** 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 **PRODUCT** from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-5. Are certain grades/types/sizes of **PRODUCT** 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.

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IV-6. If you purchased **PRODUCT** 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.

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**PART IV.--PRODUCT COMPARISONS--Continued**

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

- Always                       Usually                       Sometimes                       Never

(b) How often does imported subject **PRODUCT** meet minimum quality specifications for your uses or your customers' uses?

**COUNTRY**

- Always                       Usually                       Sometimes                       Never

**COUNTRY**

- Always                       Usually                       Sometimes                       Never

**COUNTRY**

- Always                       Usually                       Sometimes                       Never

(c) How often does imported nonsubject **PRODUCT** meet minimum quality specifications for your uses or your customers' uses?

From: \_\_\_\_\_

- Always                       Usually                       Sometimes                       Never

From: \_\_\_\_\_

- Always                       Usually                       Sometimes                       Never

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 **PRODUCT** purchased during 2004-06. 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 **PRODUCT** that each of these suppliers accounted for in 2006.

No.	Supplier's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2006 purchases (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					