

U.S. PRODUCERS' QUESTIONNAIRE

CRYSTALLINE SILICON PHOTOVOLTAIC CELLS AND MODULES FROM CHINA

This questionnaire must be received by the Commission by no later than November 2, 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 **Crystalline Silicon Photovoltaic Cells and Modules** ("CSPV cells and modules") from China (Inv. Nos. 701-TA-481 and 731-TA-1190 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).**

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced CSPV cells and modules (as defined in the instruction booklet) at any time since January 1, 2008?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</p>

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 this proceeding 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 this proceeding 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 proceeding 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 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **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. **Petition support**--Do you support or oppose the petition?

Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

I-4. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. **Related importers/exporters**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing CSPV cells and modules from China into the United States or that are engaged in exporting CSPV cells and modules from China to the United States?

No Yes--List the following information.

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

I-6. **Related producers**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of CSPV cells and modules?

No Yes--List the following information.

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Christopher Cassise (202-708-5408, chris.cassise@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

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

Name and title: _____

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

E-mail: _____ Telephone: (____) _____

Fax: (____) _____

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of CSPV cells and modules since January 1, 2008.

(check as many as appropriate) (please describe)

plant openings _____

plant closings..... _____

relocations _____

expansions _____

acquisitions..... _____

consolidations..... _____

prolonged shutdowns or
production curtailments _____

revised labor agreements..... _____

other (*e.g.*, technology) _____

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

II-3. **Same equipment, machinery, and workers.**--Has your firm since 2008 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of CSPV cells and modules and/or using the same production and related workers employed to produce CSPV cells and modules?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and CSPV cells and modules in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

(Quantity in kilowatts)					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
Overall Production Capacity					
Production of: CSPV cells and modules					
Other (specify) _____					
Other (specify) _____					

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

II-5. **Tolling.**--Since January 1, 2008, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of CSPV cells and modules?

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

II-6. **Foreign trade zone.**--Does your firm produce CSPV cells and modules in a foreign trade zone (FTZ)?

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

II-7. **Importer.**--Since January 1, 2008, has your firm imported CSPV cells and/or modules?

- No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-8. **CSPV Cells**--Since January 1, 2008, has your firm manufactured **CSPV Cells**?

No Yes—Please complete questions II-12 & II-13 below

II-9. **CSPV Modules**--Since January 1, 2008, has your firm manufactured **CSPV Modules**?

No Yes—Please complete questions II-14 & II-15 below

II-10. **Internal consumption of CSPV Cells**—If your firm manufactures CSPV Modules, were the CSPV modules manufactured using CSPV cells produced in-house by your firm?

No Yes

II-11. **Internal consumption of CSPV Cells**—If your firm manufactures CSPV modules using CSPV cells that were *not* produced in house by your firm, please specify the source of the CSPV cells (purchased or transferred domestically, imported, etc.) and any other relevant information.

Please note that integrated producers of CSPV modules (those U.S. producers that produce CSPV cells to be used in the production of their CSPV modules) should report data regarding their CSPV cell production in questions II-12 & II-13 (while reporting any cells used in downstream production of modules as “internal consumption”) and report data regarding their CSPV module production in questions II-14 & II-15.

Please note that assemblers of CSPV modules (those U.S. firms that purchase or import CSPV cells from an unrelated firm and assemble CSPV modules should report data regarding their production in questions II-14 & II-15 (while indicating the various sources of their CSPV cells in the production data).

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

II-12. **Trade data: CSPV Cells in Units** .--Report your firm's production capacity, production, shipments, and inventories, related to the production of **CSPV Cells** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

ATTENTION: Please report quantity of CSPV Cells in 1,000 units (unit=number of cells) and values in \$1,000

Quantity (in 1,000 units) and value (in \$1,000)					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
Beginning-of-period inventories (1,000 units)					
Average production capacity ¹ (quantity)					
Production (1,000 units)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments: ³					
Quantity of export shipments to related firms					
Value of export shipments to related firms					
Quantity of export shipments to unrelated firms					
Value of export shipments to unrelated firms					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to installers (quantity)					
U.S. shipments to utilities/developers (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					

¹ The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:

³ Identify your principal export markets: _____.

⁴ Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____.

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

II-13. **Trade data: CSPV Cells in Kilowatts.**--Report your firm's production capacity, production, shipments, and inventories, related to the production of **CSPV Cells** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

ATTENTION: Please report quantity of CSPV Cells in kilowatts

Item	Quantity (in kilowatts)				
	Calendar years			January-June	
	2008	2009	2010	2010	2011
Beginning-of-period inventories (quantity)					
Average production capacity ¹ (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments: Quantity of commercial shipments					
Internal consumption: Quantity of internal consumption					
Transfers to related firms: Quantity of transfers					
Export shipments: ³					
Quantity of export shipments to related firms					
Quantity of export shipments to unrelated firms					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to installers (quantity)					
U.S. shipments to utilities/developers (quantity)					
¹ The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).					
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-14. **Trade data: CSPV Modules in Units.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **CSPV Modules** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

ATTENTION: Please report quantity in 1,000 units (unit=number of modules) and values in \$1,000

Quantity (in 1,000 units) and value (in \$1,000)					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
Beginning-of-period inventories (quantity)					
Average production capacity ¹ (quantity)					
Module production using--					
U.S. produced CSPV cells manufactured by your firm (quantity)					
U.S. produced CSPV cells manufactured by another U.S. firm (quantity)					
Chinese-sourced CSPV cells (quantity)					
Other foreign-sourced CSPV cells (quantity)					
Total production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments: ³					
Quantity of export shipments to related firms					
Value of export shipments to related firms					
Quantity of export shipments to unrelated firms					
Value of export shipments to unrelated firms					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to installers (quantity)					
U.S. shipments to utilities/developers (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					

¹ The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:

³ Identify your principal export markets: _____.

⁴ Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

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

II-15. **Trade data: CSPV Modules in Kilowatts.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **CSPV Modules** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

ATTENTION: Please report quantity of CSPV Modules in kilowatts

Item	Quantity (in kilowatts)				
	Calendar years			January-June	
	2008	2009	2010	2010	2011
Beginning-of-period inventories (quantity)					
Average production capacity ¹ (quantity)					
Module production using--					
U.S. produced CSPV cells manufactured by your firm (quantity)					
U.S. produced CSPV cells manufactured by another U.S. firm (quantity)					
Chinese-sourced CSPV cells (quantity)					
Other foreign-sourced CSPV cells (quantity)					
Total production (quantity)					
U.S. shipments:					
Commercial shipments: Quantity of commercial shipments					
Internal consumption: Quantity of internal consumption					
Transfers to related firms: Quantity of transfers					
Export shipments: ³					
Quantity of export shipments to related firms					
Quantity of export shipments to unrelated firms					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to installers (quantity)					
U.S. shipments to utilities/developers (quantity)					
¹ The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>					
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: <hr/>					
³ Identify your principal export markets: _____ 					
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? 					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-16. **Related firms.**--If you reported transfers to related firms in questions II-13-16, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-17. **Other than direct imports**, has your firm otherwise *purchased CSPV cells* since January 1, 2008? (A purchase is a transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product. An import is a transaction to buy from a foreign producer where your firm is the importer of record or consignee.)

No Yes--Report such purchases below for the specified periods.¹

(Quantity in 1,000 units (unit-number of cells) and kilowatts, value in \$1,000)					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
China:					
Quantity (1,000 units)					
Quantity (kilowatts)					
Value (\$1,000)					
All other countries:					
Quantity (1,000 units)					
Quantity (kilowatts)					
Value (\$1,000)					
PURCHASES FROM DOMESTIC PRODUCERS:²					
Quantity (1,000 units)					
Quantity (kilowatts)					
Value (\$1,000)					
PURCHASES FROM OTHER SOURCES:²					
Quantity (1,000 units)					
Quantity (kilowatts)					
Value(\$1,000)					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.					

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

II-18. **Other than direct imports**, has your firm otherwise *purchased CSPV modules* since January 1, 2008? (A purchase is a transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product. An import is a transaction to buy from a foreign producer where your firm is the importer of record or consignee.)

No Yes--Report such purchases below for the specified periods.¹

(Quantity in 1,000 units (unit=number of modules) and kilowatts, value in \$1,000)					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
China:					
Quantity (1,000 units)					
Quantity (kilowatts)					
Value (\$1,000)					
All other countries:					
Quantity (1,000 units)					
Quantity (kilowatts)					
Value (\$1,000)					
PURCHASES FROM DOMESTIC PRODUCERS:²					
Quantity (1,000 units)					
Quantity (kilowatts)					
Value					
PURCHASES FROM OTHER SOURCES:²					
Quantity (1,000 units)					
Quantity (kilowatts)					
Value					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **Charles Yost** (202-205-3432, **Charles.yost@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: (____) _____

III-2. **Accounting system.**--Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below: _____

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____

2. Does your firm prepare profit/loss statements for the subject merchandise:
 Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes CSPV Cells and Modules, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

PART III.--FINANCIAL INFORMATION--Continued

III-4. **Allocation basis.**--Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses for CSPV cells and modules separately.

For CSPV cells (question III-10): _____

For CSPV modules (question III-11): _____

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

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

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

Yes—Continue to question III-7 below. No--Continue to question III-9 below.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of CSPV cells and modules that your firm receives from related parties.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No—Please contact **Charles Yost** (202-205-3432, Charles.yost@usitc.gov).

III-9. **Nonrecurring charges.**--For each annual and interim period for which financial results are reported in questions III-10 and III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from questions III-10 and III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's CSPV cells and modules operations.

Item	Fiscal years ended--		
	_____	_____	_____
Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-10.)			
1.			
2.			
3.			
4.			
5.			
6.			
7.			

PART III.--FINANCIAL INFORMATION--Continued

III-10. **Operations on CSPV cells.**--Report the revenue and related cost information requested below only on the CSPV cell operations of your U.S. establishment(s).¹ Do not report resales of purchased products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Charles Yost at (202) 205-3432 before completing this section of the questionnaire.

Note: If your firm uses CSPV cells that it manufactures in the production of modules, all internal consumption or transfers should be reported as part of COGS at cost in questions III-11 and III-12.

Quantity (in 1,000 units and kilowatts) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2010	2011
Net sales quantities in 1,000 units: ³					
Commercial sales ("CS")					
Net sales quantities in kilowatts: ³					
Commercial sales ("CS")					
Net sales values: ³					
Commercial sales					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.
³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment and export quantities and values reported in Part II of this questionnaire.
⁴ COGS should include costs associated with commercial sales (CS) as well as export shipments in question II-8.

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Operations on CSPV modules.**--Report the revenue and related cost information requested below only on the CSPV modules operations of your U.S. establishment(s).¹ Do **not report resales** of purchased products. Note that **internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.**² Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Charles Yost at (202) 205-3432 before completing this section of the questionnaire.

Quantity (in 1,000 units and kilowatts) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2010	2011
Net sales quantities in 1,000 units: ³					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities					
Net sales quantities in kilowatts: ³					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Total cost of goods sold (COGS): ⁴					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.
³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment and export quantities and values reported in Part II of this questionnaire.
⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8. Provide a breakout of COGS in question III-12.

PART III.--FINANCIAL INFORMATION--Continued

III-12. **Operations on CSPV modules.**—Provide a breakout of the components of COGS for the CSPV modules operations of your U.S. establishment(s) reported in question III-11.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2010	2011
CSPV cells produced by your firm ¹					
CSPV cells purchased or transferred from affiliated firm(s) in China					
CSPV cells purchased from any other source					
All other direct materials					
Total raw materials					
Direct labor					
Other factory costs					
Total COGS ²					
¹ This may correspond to the CSPV cells reported as internally consumed or intra-firm transfers in question III-10. Report at cost. ² Total COGS should reconcile with the total reported in question III-11.					

III-13. **Asset values.**--Report the assets associated with the production, warehousing, and sale of CSPV cells and modules. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for CSPV cells and modules in the normal course of business, please estimate this information based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Note: Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)			
Item	Fiscal years ended--		
	<u>2008</u>	<u>2009</u>	<u>2010</u>
CSPV cells:			
Total current assets			
Property, plant, and equipment:			
Original cost			
Less: Accumulated depreciation			
Book value			
All other non-current assets			
Total CSPV cell assets			
CSPV modules:			
Total current assets			
Property, plant, and equipment:			
Original cost			
Less: Accumulated depreciation			
Book value			
All other non-current assets			
Total CSPV module assets			

PART III.--FINANCIAL INFORMATION--Continued

III-14. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on CSPV cells and modules. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-June	
	_____	_____	_____	2010	2011
CSPV cells:					
Capital expenditures					
Research and development expenses					
CSPV modules:					
Capital expenditures					
Research and development expenses					

III-15. **Data consistency and reconciliation.**--

Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year: Calendar year (_____) or Fiscal year (_____)

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-8 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-8?

Yes No--Please explain _____

PART III.--FINANCIAL INFORMATION--Continued

III-16. **Effects of imports.**--Since January 1, 2008, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of CSPV cells and modules from **China**?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-17. **Anticipated effects of imports.**--Does your firm anticipate any negative impact of imports of CSPV cells and modules from China?

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Nannette Christ (202-205-3263, Nannette.Christ@usitc.gov)**

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

Name and title: _____

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

E-mail: _____ Telephone: _____

Fax: _____

PRICE DATA

IV-2. This question requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since January 1, 2008 of the following products produced by your firm.

Product 1.-- Crystalline silicon module, with a peak power wattage of between 226 to 230, inclusive, P-max or Wp

Product 2.-- Crystalline silicon module, with a peak power wattage of between 231 to 235, inclusive, P-max or Wp

Product 3.-- Crystalline silicon module, with a peak power wattage of between 236 to 240, inclusive, P-max or Wp

Product 4.-- Crystalline silicon module, with a peak power wattage of between 241 to 245, inclusive, P-max or Wp

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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm. **Please note that value is requested in ACTUAL DOLLARS not \$1,000s dollars.**

(Quantity in units, 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				
2011:				
January-March				
April-June				

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 IV.

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

Product 1: _____

Product 2: _____

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

IV-2. **Pricing data.**—Continued

(Quantity in units, value in dollars)				
Period of shipment	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				
2011:				
January-March				
April-June				

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 IV.

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

Product 3: _____

Product 4: _____

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

IV-3. **Price setting.**—For each of the channels of distribution listed below, how does your firm determine the prices that it charges for sales of CSPV cells and modules (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Channels of Distribution	Transaction by transaction	Contracts	Set price lists	Other	If other, describe
Distributors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Installers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Utility Co./Developer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-4. **Discount policy.**-- For each of the channels of distribution listed below, please indicate and describe your firm's discount policies (*check all that apply*).

Channels of Distribution	Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
Distributors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Installers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Utility Co./Developer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Pricing terms for CSPV cells and modules.**--

(a) What are your firm's typical sales terms for its U.S.-produced CSPV cells and modules?

Net 30 days	Net 60 days	2/10 net 30 days	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your prices of domestic CSPV cells and modules usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced CSPV cells and modules in 2010 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2010 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

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

IV-7. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for CSPV cells and modules (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

IV-8. **Lead times.**--What is your share of sales 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 your U.S.-produced CSPV cells and modules?

<u>Source</u>	<u>Share of 2010 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

IV-9. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of CSPV cells and modules that is accounted for by U.S. inland transportation costs? _____ %
- (b) Who generally arranges the transportation to your customers' locations?
 Your firm Purchaser (*check one*)
- (c) Indicate the approximate percentage of your sales of CSPV cells and modules that are delivered the following distances from your production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

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

IV-10. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of CSPV cells and modules? (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"/>

IV-11. **End uses.**--List the end uses of the CSPV cells and modules that you manufacture. For each end-use product, what percentage of the total cost is accounted for by CSPV cells and modules and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	CSPV cells and modules (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

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

IV-12. **Substitutes.**-- Can other products be substituted for CSPV cells and modules?

No Yes--Please fill out the table.

	Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for CSPV cells and modules?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

IV-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for CSPV cells and modules has changed since January 1, 2008. Describe the principal factors that have affected these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of CSPV cells and modules since January 2008?

No Yes--Please describe and quantify if possible.

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

IV-15. **Business cycles.**--

(a) Is the CSPV cells and modules market subject to business cycles or conditions of competition (including seasonal business) distinctive to CSPV cells and modules?

No (skip to question IV-17.) 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 CSPV cells and modules since January 1, 2008?

No Yes-- Please describe.

IV-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply CSPV cells and modules 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.)?

No Yes-- Please describe.

IV-17. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce CSPV cells and modules and whether your firm expects these trends to continue.

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

IV-18. **Interchangeability.**--Are CSPV cells and modules produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Mexico	Japan	Other countries
United States				
China	X			
Mexico	X	X		
Japan	X	X	X	
For any country-pair producing CSPV cells and modules that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>				

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

IV-19. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between CSPV cells and modules produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Mexico	Japan	Other countries
United States				
China	X			
Mexico	X	X		
Japan	X	X	X	
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 sales of CSPV cells and modules, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>				

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

IV-20. **Customer Identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for CSPV cells and modules since January 1, 2008. Indicate the share of the quantity of your firm's total shipments of CSPV cells and modules that each of these customers accounted for in 2010.

Customer's name	Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2010 sales (%)
1				Street Address City ' State Zip Code	
2				Street Address City ' State Zip Code	
3				Street Address City ' State Zip Code	
4				Street Address City ' State Zip Code	
5				Street Address City ' State Zip Code	
6				Street Address City ' State Zip Code	
7				Street Address City ' State Zip Code	
8				Street Address City ' State Zip Code	
9				Street Address City ' State Zip Code	
10				Street Address City ' State Zip Code	

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

IV-22. COMPETITION FROM IMPORTS--LOST SALES.—

Since January 1, 2008: Did your firm lose sales of CSPV cells and modules to imports of these products from China?

No Yes

THE TABLE BELOW IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

If you indicated “yes” above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (units)	Quantity (total watts)	Rejected U.S. price (total value--dollars)	Country of origin	Competing import price (total value—dollars)
Firm Contact Phone Fax							
Firm Contact Phone Fax							
Firm Contact Phone Fax							
Firm Contact Phone Fax							