

## U.S. IMPORTERS' 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 antidumping and countervailing duty 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 imported CSPV cells and modules (as defined in the instruction booklet) from <u>any country</u> at any time since January 1, 2008?</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 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.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone: ( )

\_\_\_\_\_  
Fax ( )

\_\_\_\_\_  
E-mail address

**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-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters CSPV cells and modules into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones      No             Yes

Bonded warehouses      No             Yes

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports CSPV cells and modules under the TIB (temporary importation under bond) program.

No             Yes

I-10. **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. \_\_\_\_\_

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**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](mailto: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 parts I 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 importation of CSPV cells and modules since January 1, 2008.

*(check as many as appropriate) (please describe)*

office/warehouse openings..... \_\_\_\_\_  
\_\_\_\_\_

office/warehouse closings ..... \_\_\_\_\_  
\_\_\_\_\_

relocations ..... \_\_\_\_\_  
\_\_\_\_\_

expansions ..... \_\_\_\_\_  
\_\_\_\_\_

acquisitions..... \_\_\_\_\_  
\_\_\_\_\_

consolidations..... \_\_\_\_\_  
\_\_\_\_\_

prolonged shutdowns or  
importation curtailments ..... \_\_\_\_\_  
\_\_\_\_\_

revised labor agreements ..... \_\_\_\_\_  
\_\_\_\_\_

other..... \_\_\_\_\_  
\_\_\_\_\_

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of CSPV cells and/or modules from China for delivery after June 30, 2011?

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

Imports of cells from China:		Date of delivery
Quantity of imports	units	
Value of imports		
Imports of modules from China:		
Quantity of imports	units	
Value of imports		

II-4. **Reasons for importing.**--If your firm also produces CSPV cells and modules in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5. **IMPORTS OF CSPV CELLS FROM CHINA.**—Report your firm's imports and your firm's shipments and inventories of CSPV cells imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

<b>(Quantity in 1,000 units (unit=number of cells) and kilowatts, value in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-June</b>	
	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2010</b>	<b>2011</b>
<b>Beginning-of-period inventories</b> ( <i>kilowatts</i> )					
<b>Imports:<sup>1</sup></b>					
<i>Quantity</i> of imports ( <i>units</i> )					
<i>Quantity</i> of imports ( <i>kilowatts</i> )					
<i>Value</i> of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments ( <i>units</i> )					
<i>Quantity</i> of commercial shipments ( <i>kilowatts</i> )					
<i>Value</i> of commercial shipments					
<b>Internal consumption/company transfers:</b>					
<i>Quantity</i> of internal consumption ( <i>units</i> )					
<i>Quantity</i> of internal consumption ( <i>kilowatts</i> )					
<i>Value</i> <sup>2</sup> of internal consumption					
<b>Export shipments:<sup>3</sup></b>					
<i>Quantity</i> of export shipments ( <i>units</i> )					
<i>Quantity</i> of export shipments ( <i>kilowatts</i> )					
<i>Value</i> of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>kilowatts</i> )					
<b>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>kilowatts</i> )					
U.S. shipments to installers ( <i>kilowatts</i> )					
U.S. shipments to utilities/developers ( <i>kilowatts</i> )					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-6. **IMPORTS OF CSPV MODULES FROM CHINA.**—Report your firm’s imports and your firm’s shipments and inventories of CSPV modules imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

<b>(Quantity in 1,000 units (unit=number of modules) and kilowatts, value in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-June</b>	
	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2010</b>	<b>2011</b>
<b>Beginning-of-period inventories</b> (kilowatts)					
<b>Imports:<sup>1</sup></b>					
Quantity of imports (units)					
Quantity of imports (kilowatts)					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments (units)					
Quantity of commercial shipments (kilowatts)					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption (units)					
Quantity of internal consumption (kilowatts)					
Value <sup>2</sup> of internal consumption					
<b>Export shipments:<sup>3</sup></b>					
Quantity of export shipments (units)					
Quantity of export shipments (kilowatts)					
Value of export shipments					
<b>End-of-period inventories<sup>4</sup></b> (kilowatts)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (kilowatts)					
U.S. shipments to installers (kilowatts)					
U.S. shipments to utilities/developers (kilowatts)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-7. **IMPORTS OF CSPV CELLS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of CSPV cells imported from **all other countries combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER COUNTRIES COMBINED**

<i>(Quantity in 1,000 units (unit=number of cells) and kilowatts, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> ( <i>kilowatts</i> )					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports ( <i>units</i> )					
Quantity of imports ( <i>kilowatts</i> )					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments ( <i>units</i> )					
Quantity of commercial shipments ( <i>kilowatts</i> )					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption ( <i>units</i> )					
Quantity of internal consumption ( <i>kilowatts</i> )					
Value <sup>2</sup> of internal consumption					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments ( <i>units</i> )					
Quantity of export shipments ( <i>kilowatts</i> )					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>kilowatts</i> )					
<b>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>kilowatts</i> )					
U.S. shipments to installers ( <i>kilowatts</i> )					
U.S. shipments to utilities/developers ( <i>kilowatts</i> )					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____ _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-8. **IMPORTS OF CSPV MODULES FROM NONSUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of CSPV modules imported from **all other countries combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER COUNTRIES COMBINED**

<i>(Quantity in 1,000 units (unit=number of modules) and kilowatts, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> ( <i>kilowatts</i> )					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports ( <i>units</i> )					
Quantity of imports ( <i>kilowatts</i> )					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments ( <i>units</i> )					
Quantity of commercial shipments ( <i>kilowatts</i> )					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption ( <i>units</i> )					
Quantity of internal consumption ( <i>kilowatts</i> )					
Value <sup>2</sup> of internal consumption					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments ( <i>units</i> )					
Quantity of export shipments ( <i>kilowatts</i> )					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>kilowatts</i> )					
<b>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>kilowatts</i> )					
U.S. shipments to installers ( <i>kilowatts</i> )					
U.S. shipments to utilities/developers ( <i>kilowatts</i> )					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

**PART III.--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)**

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**

III-2. These questions requests quarterly price and quantity 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 you imported from China, Mexico, or Japan:

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

III-2a. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm. **Please note that value is requested in ACTUAL DOLLARS not \$1,000s dollars.**

**China**

(Quantity in units, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011</b>				
January-March				
April-June				

<sup>1</sup> 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.

<sup>2</sup> 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: \_\_\_\_\_

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

III-2b. **Price data** *continued*.--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm.

**China**

(Quantity in units, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011</b>				
January-March				
April-June				

<sup>1</sup> 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.

<sup>2</sup> 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 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

III-2c. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Mexico and sold by your firm. **Please note that value is requested in ACTUAL DOLLARS not \$1,000s dollars.**

**Mexico**

(Quantity in units, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011</b>				
January-March				
April-June				

<sup>1</sup> 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.

<sup>2</sup> 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: \_\_\_\_\_

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

III-2d. **Price data** *continued*.--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Mexico and sold by your firm.

**Mexico**

(Quantity in units, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011</b>				
January-March				
April-June				

<sup>1</sup> 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.

<sup>2</sup> 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 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

III-2e. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Japan and sold by your firm. **Please note that value is requested in ACTUAL DOLLARS not \$1,000s dollars.**

**Japan**

(Quantity in units, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011</b>				
January-March				
April-June				

<sup>1</sup> 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.

<sup>2</sup> 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: \_\_\_\_\_



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

III-2f. **Price data** *continued*.--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Japan and sold by your firm.

**Japan**

(Quantity in units, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011</b>				
January-March				
April-June				

<sup>1</sup> 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.

<sup>2</sup> 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 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

III-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"/>	

III-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./Developers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

(a) What are your firm's typical sales terms for CSPV cells and modules imported from China?

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 imported CSPV cells and modules from China usually quoted (*check one*)?

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

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of CSPV cells and modules imported from China in 2010 were 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>
<b>Long-term contracts</b> (multiple deliveries for more than 12 months)	_____ %
<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	_____ %
<b>Spot sales</b> (for a single delivery)	_____ %
<b>Total</b>	<b>100 %</b>

III-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"/>

III-8. **Lead times.**--What is your share of sales of CSPV cells and modules 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 CSPV cells and modules?

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

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

**III-9. Shipping information.—**

- (a) What is the approximate percentage of the total delivered cost of CSPV cells and modules imported from China that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations?  
 Your firm    Purchaser (*check one*)
- (c) When you sell CSPV cells and modules imported from China, from where is it shipped?  
 Point of importation  Storage facility  (*check one*)
- (d) Indicate the approximate percentage of your sales of CSPV cells and modules imported from China that are delivered the following distances from your U.S. point of shipment.

<b>Distance from your U.S. point of shipment</b>	<b>Share</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b>	<b>100</b> %

- III-10. **Geographical shipments**--What is the geographic market area in the United States served by your firm's shipments of CSPV cells and modules imported from any source? (check all that apply)

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

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

III-11. **End uses**-Describe the end uses of the CSPV cells and modules that you import from China. 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%

III-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"/>	

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

III-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
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Product changes.**--Have there been any significant changes in the product mix or marketing of CSPV cells and modules since January 1, 2008?

No             Yes-- Please describe.

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III-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 and then answer part (b).

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(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.

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

III-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.

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III-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.

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

III-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 *always* or *frequently* 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:

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

III-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	