

U.S. PURCHASERS' QUESTIONNAIRE

**CERTAIN STILBENIC OPTICAL BRIGHTENING AGENTS (CSOBAs)
FROM CHINA AND TAIWAN**

This questionnaire must be received by the Commission by no later than January 17, 2012

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation(s) concerning CSOBAs from China and Taiwan (inv. No. 731-TA-1186-1187(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 Aimee Larsen (202-205-3179, Aimee.Larsen@usitc.gov).

<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 CSOBAs (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 2009?</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 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 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:	_____ E-mail address
	_____ Fax	

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. **OMB statistics.**--Please report 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>
_____	_____	_____
_____	_____	_____

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing CSOBAs from China and/or Taiwan into the United States or which are engaged in exporting CSOBAs from China and/or Taiwan to the United States?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing CSOBAs from countries other than China and/or Taiwan into the United States or which are engaged in exporting CSOBAs from countries other than China and/or Taiwan to the United States?

No Yes--List the following information.

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

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of CSOBAs?

No Yes--List the following information.

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

PART II.—PURCHASES

Contact information.--Please identify the individual that Commission staff may contact regarding the confidential information submitted in parts II to IV.

Name	
Title	
Email	
Telephone	
Fax	

II-1. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of CSOBAs. Report based on delivery date, not order date.

Quantity (in pounds) and value (in \$1,000)			
Item	2009	2010	2011
Purchases of CSOBAs produced in-- The United States:			
<i>Quantity</i>			
<i>Value</i>			
China:			
<i>Quantity</i>			
<i>Value</i>			
Taiwan:			
<i>Quantity</i>			
<i>Value</i>			
All other countries:¹			
<i>Quantity</i>			
<i>Value</i>			
¹ Please identify these countries:			

PART II.—PURCHASES--Continued

II-2. **Changes in purchasing patterns.**—Please indicate how the relative levels of your firm's purchases of CSOBAs from different sources have changed in the last three years.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Taiwan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-3. **Share of purchases and uses of CSOBAs.**—

(a) What percentage of CSOBAs purchases in 2011 was used in the following uses?

Paper	Pulp	Other:	Total
			100%

(b) Do the types of CSOBAs used differ by these applications (paper or pulp)?

No Yes--Please describe.

(c) Has there been a change in the use (quantity and/or type) of CSOBAs used in pulp during the period of review?

No Yes--Please describe.

PART II.—PURCHASES--Continued

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

II-5. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for CSOBAs since 2009. Also, provide the share of the quantity of your firm's total purchases of CSOBAs that each of these suppliers accounted for in 2011.

No.	Supplier's name	City and state	Share of quantity of 2011 purchases
1			%
2			%
3			%
4			%
5			%

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of CSOBAs (check all that apply)?

- End user
- Distributor
- Other (Describe: _____)

III-2. **Competition for sales.**--If you are a distributor or reseller of CSOBAs, do you compete for sales to your customers with the manufacturers or importers from which you purchase CSOBAs?

- No Yes--Please describe.

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

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

	Product(s) you produce	Share of total CSOBA purchases (percent)	Share of total cost in each of the product(s) you produce accounted for by		Total
			CSOBAs (percent)	Other inputs (percent)	
1.		%			100%
2.		%			100%
3.		%			100%

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

III-5. Demand for end use products.--

(a) If your firm is an end user of CSOBAs, has the demand for your firm's final products incorporating CSOBAs changed since 2009?

- Increased No change Decreased Fluctuated

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

- No Yes--Please describe.

III-6. Substitutes.--Can other products be substituted for CSOBAs?

- No Yes--Please fill out the table below.

	Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for CSOBAs?		
			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.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued

III-7. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for CSOBAs has changed since January 1, 2009. 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"/>	

III-8. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of CSOBAs (check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of CSOBAs.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of CSOBAs.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of CSOBAs.

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

III-9. Conditions of competition.--

(a) Is the CSOBAs market subject to business cycles or conditions of competition other than the changes in the overall economy?

No Yes--Please explain and estimate the duration of any such cycle.

(b) Have the business cycles or conditions of competition for CSOBAs changed since 2009?

No Yes--Please explain any such changes.

III-10. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving CSOBAs based on the producer of the CSOBAs you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the producer and why this information is important
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-11. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving CSOBAs based on the country of origin of the CSOBAs you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the source and why this information is important
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Purchasing frequency.**--

(a) How frequently do you make purchases (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Have you made significant changes in your purchasing patterns (e.g., frequency) since 2009?

No Yes—Please describe.

III-13. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? _____ firms

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

III-14. Supplier negotiations.--

(a) Do purchases of CSOBAs usually involve negotiations between supplier and purchaser?

- No Yes--Please describe these negotiations, noting whether purchasers generally quote competing prices as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No Yes--Specify the time period.

III-15. Change in suppliers.--Have you changed suppliers since 2009?

- No Yes--Please list the supplier(s), whether the firm was added or dropped, the reasons for the change, and how frequently you change suppliers.

III-16. New suppliers.--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2009?

- No Yes --Please identify the firms and indicate how you became aware of them.

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

III-17. Supplier qualification

(a) Do you require your suppliers to be or to become certified or qualified to sell CSOBAs to your firm?

- No Yes-- _____ percent of purchases in 2011 Yes--all purchases

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

(c) How long does it take to qualify a new supplier? _____ days

III-18. Failure to certify.--Since 2009, have any domestic or foreign producers failed in their attempts to certify or qualify their CSOBAs 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.

III-19. Supply constraints.--Has any supplier refused, declined, or been unable to supply CSOBAs to your firm since January 1, 2009 (examples being placed on allocation or “controlled order entry,” not being accepted as a new customers or not being renewed as an existing customer, being delivered less than the quantity promised, supplier unable to meet timely shipment commitments, etc.)?

- No Yes-- Please fill in the table.

	Type of supply constraint	When this occurred	Which suppliers caused the constraint	Why did the supply constraint occur
1.				
2.				
3.				

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

III-20. Raw materials.—

(a) Have raw material shortages affected the supply of CSOBAs in the U.S. market?

No Yes-- Please describe.

(b) Has your firm changed its purchasing patterns and/or sources as a result of any CSOBA supply shortages?

No Yes-- Please describe.

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

III-21. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for CSOBAs.

	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-22. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase CSOBAs for any one order (examples include availability, extension of credit, dosage required, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Other factors or comments:	

III-23. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of CSOBAs?

III-24. How do you evaluate the efficiency of the CSOBAs that you purchase to your total cost structure?

III-25. **Frequency of decisions based on price.**--How often does your firm purchase the CSOBAs that is offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-26. **Price leaders.**— 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 is not necessarily the lowest priced supplier.*

Please list the names of any firms you considered price leaders in the CSOBAs market since 2009. Describe how the firm(s) exhibited price leadership.

PART IV.—PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for CSOBAs for which your firm has actual marketing/pricing knowledge.

- United States
- China
- Taiwan
- Other countries (specify _____)

IV-2. **Interchangeability by country-pair.**--Are CSOBAs 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	Taiwan	Other countries
United States			
China	X		
Taiwan	X	X	
<p>¹ For any country-pair producing CSOBAs which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/> <hr/>			

PART IV.—PRODUCT COMPARISONS--Continued

IV-4. **Country preferences.**—Do you or your customers ever specifically order CSOBAs 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 CSOBAs from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. **Technical/Sales support.**--Does your firm ever specifically order CSOBAs from certain suppliers because of their particular technical/sales support that they provide you?

- No Yes--Please identify the relevant suppliers and explain what kind of technical assistance they provide and if these services are provided free as a customer or at an additional cost.

IV-6. **Availability of merchandise.**--Are certain grades/types/purity of CSOBAs 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/purity.

PART IV.—PRODUCT COMPARISONS--Continued

IV-7. Performance advantage.

(a) Is there a performance advantage with CSOBAs purchased from certain suppliers compared to others?

- No Yes--Please identify the relevant suppliers and explain what kind of performance advantage they provide.

(b) Are there additional benefits your firm gains by using CSOBAs purchased from a particular suppliers (such as saving from dosage, reduction of other chemicals, easily achieve brightness targets, reduction of off-specification paper, etc)?

- No Yes--Please identify the relevant sources and explain what kind of additional benefits they provide.

(c) If you responded "Yes" in IV-7a or IV-7b, how important are these performance advantages and additional benefits in your purchasing decisions?

- | | | |
|---------------------------|-------------------------------|--------------------------|
| Very
important | Somewhat
important | Not
important |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

IV-8. Choice of product not based on price.--If you purchased CSOBAs 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, technical support, etc.

PART IV.—PRODUCT COMPARISONS--Continued

IV-9. **Factor country comparisons.**--For the factors listed below, please rate how CSOBAs produced in each country you identified in your response to the first question in Part IV compares with CSOBAs produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

	<u>product from United States compared to product from China</u>			<u>product from United States compared to product from Taiwan</u>			<u>product from China compared to product from Taiwan</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Quality									
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.—PRODUCT COMPARISONS--Continued

IV-9. Continued.

	<u>product from United States</u> compared to product from <u>Nonsubject</u>			<u>product from China</u> compared to product from <u>Nonsubject</u>			<u>product from Taiwan</u> compared to product from <u>Nonsubject</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Quality									
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.—PRODUCT COMPARISONS--Continued

IV-10. **Minimum quality.**--How often does CSOBAs from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Taiwan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Nonsubject countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>