

U.S. IMPORTERS' QUESTIONNAIRE

WIND TOWERS FROM CHINA AND VIETNAM

This questionnaire must be received by the Commission by no later than **January 12, 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 and countervailing duty investigations concerning utility scale wind towers ("wind towers") from China and Vietnam (Inv. Nos. 701-TA-486 and 731-TA-1195-1196 (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 wind towers (as defined in the instruction booklet) from <u>any country</u> 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>
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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:	_____ 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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **OMB statistics**--Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____hours _____dollars

I-1b. **OMB feedback**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. **Establishments covered**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. **Ownership**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing wind towers from China or Vietnam into the United States or that are engaged in exporting wind towers from China or Vietnam to the United States?

- No Yes--List the following information.

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

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

- No Yes--List the following information.

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

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on wind towers. More than one answer may be applicable.

- Importer of record Takes title to the imported product(s)
- Consignee of the imported products(s) Customs broker or freight forwarder.

I-7. **Consignee.**--If your firm is an importer of record of wind towers but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters wind towers 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 wind towers 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. _____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Nathanael Comly (nathanael.comly@usitc.gov, 202-205-3174). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name _____
Title _____
Email _____
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 wind towers since January 1, 2008.

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> office/warehouse openings.....	_____ _____
<input type="checkbox"/> office/warehouse closings	_____ _____
<input type="checkbox"/> relocations	_____ _____
<input type="checkbox"/> expansions.....	_____ _____
<input type="checkbox"/> acquisitions.....	_____ _____
<input type="checkbox"/> consolidations.....	_____ _____
<input type="checkbox"/> prolonged shutdowns or production curtailments.....	_____ _____
<input type="checkbox"/> revised labor agreements.....	_____ _____
<input type="checkbox"/> other (<i>e.g.</i> , technology)	_____ _____

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of wind towers from China, Vietnam, or other sources for delivery after September 30, 2011?

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

Quantity (in units), value (in \$1,000)					
Period/Source	Sept-Dec 2011	Jan-Mar 2012	Apr-Jun 2012	Jul-Sept 2012	After Sept 2012
China					
Quantity of imports					
Value of imports					
Vietnam					
Quantity of imports					
Value of imports					
Other sources ¹					
Quantity of imports					
Value of imports					
¹ Identify your other sources: _____					

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

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

II-5a. **IMPORTS FROM SUBJECT SOURCES (CHINA).**--Does your firm import wind towers from China?

- No--Skip to question II-5b Yes--Report your firm's imports and your firm's shipments and inventories of wind towers imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in units), value (in \$1,000)					
Item	Calendar years			January-September	
	2008	2009	2010	2010	2011
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution: ⁵					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² 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: _____ _____					
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 imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ ⁵ U.S. shipments reported by channels of distribution should equal U.S. commercial shipments plus Internal consumption/company transfers reported above.					

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

II-5b. **IMPORTS FROM SUBJECT SOURCES (VIETNAM).**--Does your firm import wind towers from Vietnam?

- No--Skip to question II-5c Yes--Report your firm's imports and your firm's shipments and inventories of wind towers imported from Vietnam by your firm during the specified periods. (See definitions in the instruction booklet.)

VIETNAM

Quantity (in units), value (in \$1,000)					
Item	Calendar years			January-September	
	2008	2009	2010	2010	2011
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution: ⁵					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² 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: _____ _____					
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 imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____					
⁵ U.S. shipments reported by channels of distribution should equal U.S. commercial shipments plus Internal consumption/company transfers reported above.					

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

II-5c. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of wind towers imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in units), value (in \$1,000)					
Item	Calendar years			January-September	
	2008	2009	2010	2010	2011
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution: ⁵					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the sources (i.e.. country) and foreign producers, if known: <hr/>					
² 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: <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 imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? 					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ 					
⁵ U.S. shipments reported by channels of distribution should equal U.S. commercial shipments plus Internal consumption/company transfers reported above.					

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

II-6. **Imports in metric tons.**— Report your firm's imports of wind towers from the specified sources by your firm during the specified periods (reported above in question II-5a-c) in metric tons.

Quantity (in metric tons)					
Item	Calendar years			January-September	
	2008	2009	2010	2010	2011
Imports from:					
Subject sources:					
China					
Vietnam					
Nonsubject sources:					
Canada					
Korea					
Mexico					
All other sources					

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Clark Workman (202-205-3248 clark.workman@usitc.gov)

III-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Bid opportunities.**-- How often is there more than one chance to bid on a particular sales agreement for wind towers?

Always	Frequently	Sometimes	Rarely	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please describe the relationship between initial and final bids if there is a difference. That is, if the bid price changes between the initial and final bids, what factors determine this change (e.g., changes in specification, negotiated price changes, competitive pressure, etc.). Please describe the role and importance of initial bids in the overall bidding/negotiation process

III-3. **Bid competition.**--If there is more than one chance to bid on a particular sales agreement at least sometimes, how often does the purchaser discuss with you the bids of competing firms (whether or not they disclose who the competition is) in order to get you to lower your bid price?

Always	Frequently	Sometimes	Rarely	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please describe these discussions.

PART III.--PRICING AND MARKET FACTORS--Continued

III-4. **Bid exclusions.**--Since January 1, 2008, have there been instances when your firm has been excluded from bidding (e.g., your firm submitted a bid that the purchaser did not consider, or the purchaser did not ask your firm to bid) on sales of wind towers? If so, how often and why were your bid(s) were not considered?

Yes No

III-5. **Services included in bid.**--Do the bids that you make for wind towers typically include other services such as installation, maintenance, warranties, etc.? Please explain your answer.

Yes No

III-6. **Initial bid price determination.**--How does your company typically set initial bid prices? If you use a cost-plus basis, indicate whether you base cost on past experience and what factors the cost includes (e.g., SG&A, overhead, service/warranty, installation, or development costs). If so, how does your company calculate these factors?

PART III.--PRICING AND RELATED INFORMATION

III-9. **Price setting.**-- How does your firm determine the prices that it charges for sales of wind towers (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-10. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-11. **Pricing terms for wind towers.**--

(a) What are your firm's typical sales terms for wind towers imported from China and Vietnam?

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 wind towers from China and Vietnam usually quoted (*check one*)?

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

III-12. **Contract versus spot.**--Approximately what share of your firm's sales of wind towers imported from China and Vietnam 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>
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 III.--PRICING AND RELATED INFORMATION--Continued

III-13. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for wind towers (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)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<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	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

III-14. **Lead times.**--What is your share of sales of wind towers imported from China and Vietnam 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 wind towers?

<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	_____ %	_____
Total	100 %	

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

III-15. Shipping information.—

- (a) What is the approximate percentage of the total delivered cost of wind towers imported from China and Vietnam 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 wind towers imported from China and Vietnam, from where is it shipped?
 Point of importation Storage facility (*check one*)
- (d) Indicate the approximate percentage of your sales of wind towers imported from China and Vietnam that are delivered the following distances from your U.S. point of shipment.

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

- III-16. **Geographical shipments--**What is the geographic market area in the United States served by your firm's shipments of wind towers imported from any source? (check all that apply)

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

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

III-17. **End uses**-Describe the end uses of the wind towers that you import from China and Vietnam. For each end-use product, what percentage of the total cost is accounted for by wind towers and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	Wind towers (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

III-18. **Substitutes**-- Can other products be substituted for wind towers?

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 wind towers?		
		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-19. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for wind towers 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"/>	

III-20. **Product changes.**--Have there been any significant changes in the product mix or marketing of wind towers since January 1, 2008?

No Yes-- Please describe.

III-21. **Business cycles.**--

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

No (skip to question III-22.) Yes-- Please describe and then answer part (b).

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

No Yes-- Please describe.

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

III-22. **Supply constraints.**--Has your firm refused, declined, or been unable to supply wind towers 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.

III-23. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce wind towers and whether your firm expects these trends to continue.

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

III-26. **Customer identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for wind towers since January 1, 2008. Indicate the share of the quantity of your firm's total shipments of wind towers 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	