

U.S. PRODUCERS' QUESTIONNAIRE

WIND TOWERS FROM CHINA AND VIETNAM

This questionnaire must be received by the Commission by no later than **October 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 (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)).**

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced wind towers (as defined in the instruction booklet) at <u>any time</u> since January 1, 2009?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone:</i>	_____ <i>Email address</i>
	_____ <i>Fax:</i>	

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1. **OMB statistics.**--Please provide the following information: the time required by your firm to complete this questionnaire; the cost to your firm to complete this questionnaire; and any comments you may have for improving this questionnaire in general or the clarity of specific questions.

Time: _____ hours

Cost: _____ dollars

Comments: _____

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.

<u>Name</u>	<u>City</u>	<u>State</u>	<u>Other (e.g. trading symbol)</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

I-3. **Petition support.**--Do you support or oppose the petition?

Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

I-4. **Ownership**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

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

I-5. **Related importers/exporters**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing 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-6. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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 production of wind towers since January 1, 2009.

- (check as many as appropriate)* *(please describe, including specific dates and effect on production)*
- plant openings _____

 - plant closings..... _____

 - relocations _____

 - expansions..... _____

 - acquisitions..... _____

 - consolidations..... _____

 - prolonged shutdowns or
production curtailments..... _____

 - revised labor agreements..... _____

 - transportation enhancements..... _____

 - conversions to/from alternative
products..... _____

 - other (e.g., technology) _____

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

II-3a. **Overall capacity/shared equipment and workers.**—Please report your firm’s overall production capacity, production of wind towers, and production of other products on the same equipment and machinery used in the production of wind towers.

<i>(Quantity in metric tons)</i>					
Item	Calendar years			January-June	
	2009	2010	2011	2011	2012
Overall production capacity					
Production of:					
Wind towers					
Other product 1: _____					
Other product 2: _____					

II-3b. **Allocation of capacity, equipment, and workers.**—If you reported the production of other products in question II-3a, please describe the allocation of your firm’s capacity and workers producing wind towers and other products (e.g. production volume).

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

II-3c. **Constraints on production.**--Please describe the constraint(s) that set the limit(s) on your production capacity.

II-3d. **Production shifting.**--Is your firm currently able to switch production between wind towers and other products in response to a relative change in the price of wind towers vis-a-vis the price of other products, using the same equipment and labor?

- No Yes---Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from wind towers.

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

II-4. **Anticipated product shifting** --Does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of wind towers and/or using the same production and related workers employed to produce wind towers?

- No Yes—Please describe the product(s) and the time period when production is expected to begin.

II-5. **Tolling**.--Since January 1, 2009, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of wind towers?

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

II-6. **Foreign trade zone**.--Does your firm produce wind towers in a foreign trade zone (FTZ)?

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

II-7. **Importer**.--Since January 1, 2009, has your firm imported wind towers?

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

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

II-8. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of wind towers in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in units) and value (in \$1,000)					
Item	Calendar years			January-June	
	2009	2010	2011	2011	2012
Average production capacity¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to OEM end users (quantity)					
U.S. shipments to other end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					

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

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

³ Identify your principal export markets: _____.

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

Yes No--Please explain: _____.

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

II-9. **Production by facility.**—Report your firm’s production capacity and production of wind towers in each of your U.S. establishment(s) during the specified periods (*note the total for all establishments should equal those reported above in question II-8*).

Quantity (in units)							
Item	2009		2010		2011		2012
	Jan.- June	July- Dec.	Jan.- June	July- Dec.	Jan.- June	July- Dec.	Jan.- June
Facility location:¹							
Average production capacity							
Production							
Facility location:²							
Average production capacity							
Production							
Facility location:³							
Average production capacity							
Production							
Facility location:⁴							
Average production capacity							
Production							
Total for all facilities⁵							
Average production capacity							
Production							
<p>¹ Indicate the maximum tower height this facility is currently capable of producing (____ meters), and indicate the nature of size constraints (e.g. rolling, crane, or transportation capability): _____</p> <p>² Indicate the maximum tower height this facility is currently capable of producing (____ meters), and indicate the nature of size constraints (e.g. rolling, crane, or transportation capability): _____</p> <p>³ Indicate the maximum tower height this facility is currently capable of producing (____ meters), and indicate the nature of size constraints (e.g. rolling, crane, or transportation capability): _____</p> <p>⁴ Indicate the maximum tower height this facility is currently capable of producing (____ meters), and indicate the nature of size constraints (e.g. rolling, crane, or transportation capability): _____</p> <p>⁵ Production capacity and production should equal the volumes reported in response to question II-8.</p>							

II-10. **U.S. shipments by wind tower size.**— Report your firm’s U.S. shipments of wind towers during the specified periods (as reported above in question II-8) in each specified size range.

Quantity (in units)			
Size range	2011		2012
	January-June	July-December	January-June
50 - 79.9 meters			
80 - 89.9 meters			
90 - 99.9 meters			
100 or more meters			

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

II-11. **Order book production.**—Report your firm’s expected production based on its “order books” for the specified periods.

Quantity (in units)						
Item	Jul-Sept 2012	Oct-Dec 2012	Jan-Mar 2013	Apr-Jun 2013	Jul-Sept 2013	Sept-Dec 2013
Production						

II-12. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your U.S. operations or organization relating to the production of wind towers in the future?

No

Yes– (a) Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

- (b) Report your firm’s projected production capacity, production, and shipments of wind towers in the table below assuming:
- (i) there will be no change during 2012-13 federal or state governmental policies (e.g. PTC, ITC, state renewable energy limits)
 - (ii) there will be changes during 2012-13 to federal or state governmental policies.

Please specify these changes and how they will affect the requested data: _____

Item	(i) No change			(ii) Change	
	2012	2013		2012	2013
Average production capacity					
Production					
U.S. shipments					

II-13. **Related firms.**--If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-14. **Purchases**.--Other than direct imports, has your firm otherwise purchased wind towers since January 1, 2009? (See definitions in the instruction booklet.)

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

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-June	
	2009	2010	2011	2011	2012
PURCHASES FROM U.S. IMPORTERS² OF WIND TOWERS FROM—					
China:					
<i>Quantity</i>					
<i>Value</i>					
Vietnam:					
<i>Quantity</i>					
<i>Value</i>					
All other countries: ³					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. _____ _____					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____					
³ Identify principal other countries. _____ _____					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **David Boyland** (202-708-4725, david.boyland@usitc.gov).

III-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 III.

Name	
Title	
Email	
Telephone	
Fax	

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

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

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

- 2. Does your firm prepare profit/loss statements for the wind towers:
 Yes No
- 3. Accounting basis: U.S. GAAP, IFRS, cash, tax, or other comprehensive basis of accounting (specify) _____

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

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

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

PART III.--FINANCIAL INFORMATION--Continued

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

<u>Products</u>	<u>Share of sales</u>
<u>Wind towers</u>	_____ %
_____	_____ %
_____	_____ %
_____	_____ %
_____	_____ %
<u>Total</u>	<u>100</u> %

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or services) used in the production of wind towers from any related firms?

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

III-7. **Inputs purchased from related firms.**--In the space provided below, identify the inputs used in the production of wind towers that your firm purchases from related parties.

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

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

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

Yes No--Please contact David Boyland (202-708-4725, david.boyland@usitc.gov).

PART III.--FINANCIAL INFORMATION--Continued

III-9. Nonrecurring items (charges and gains) included in reported wind towers financial results.

-For each annual and interim period for which financial results are reported in question III-10, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-10 line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-10; i.e., if an aggregate nonrecurring item has been allocated to table III-10, only the allocated value amount included in table III-10 should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the financial results on wind towers as reported in table III-10.

	Fiscal years ended--			January-June	
	_____	_____	_____	2011	2012
Nonrecurring item: In this column please provide a brief description of each relevant nonrecurring item and specify the line item (e.g., "SG&A expenses," "other expenses," etc.) where the nonrecurring item is reported in table III-10.	Nonrecurring item: In these columns please report the amount (<i>in \$1,000</i>) of the relevant nonrecurring item reported in table III-10.				
1.					
2.					
3.					
4.					
5.					
6.					
7.					

PART III.--FINANCIAL INFORMATION--Continued

III-10. **Operations on wind towers.**--Report the revenue and related cost information requested below on the wind towers operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact David Boyland (202-708-4725, david.boyland@usitc.gov) before completing this section of the questionnaire.

Quantity (in units) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2011	2012
Net sales quantities: ³					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8. ³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.					

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of wind towers. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for wind towers in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Note: Total assets should reflect net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Total assets (net)			

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on wind towers. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2011	2012
Capital expenditures					
Research and development expenses					

III-13. **New wind tower production facility.**--Please report the total time and cost required to build a new wind tower production facility. Please indicate whether and to what extent these requirements vary by location. Please specify the factors considered when selecting a wind tower production location: _____

III-14. **Data consistency and reconciliation.**--Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year:

- Calendar year
- Fiscal year (specify _____)

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

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

- Yes No--Please explain _____

PART III.--FINANCIAL INFORMATION--Continued

III-15. **Effects of imports**--Since January 1, 2009, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of wind towers from China and Vietnam?

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

III-16. **Anticipated effects of imports**--Does your firm anticipate any negative effects due to imports of wind towers from China and Vietnam?

- No Yes--My firm anticipates negative effects as follows:
- _____
- _____
- _____

PART IV.--PRICING AND RELATED INFORMATION

NOTE.—If your answer to any question varies based on tower size, please note how your answer differs for each of the relevant tower sizes. If you are unable to answer in the space provided for that question, please clarify in question IV-21.

Further information on this part of the questionnaire can be obtained from **Craig Thomsen** (202-205-3226, craig.thomsen@usitc.gov)

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

Name	
Title	
Email	
Telephone	
Fax	

IV-2. **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"/>	

IV-3. **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"/>	

IV-4. **Pricing terms for wind towers.**--

(a) What are your firm's typical sales terms for its U.S.-produced wind towers?

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

(b) On what basis are your prices of domestic wind towers usually quoted (*check one*)?

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

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

IV-5. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced wind towers in 2011 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2011 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 %

IV-6. **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"/>

For any long term contracts, supply agreements, or other similar arrangements you maintain, please describe any minimum purchase quantity requirements that are included, or any dedicated capacity that is maintained by a supplier in the arrangement. Please list these arrangements, the relevant time frames, and quantify any purchase requirements or dedicated capacity.

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

IV-7. **Penalties for missed delivery.**—Do your contracts or supply agreements provide for liquidated damages or other penalties for delays, missed deliveries, or failure to meet purchase targets?

- No Yes—Please describe whether your firm has received liquidated damages and which supplier you received them from, providing details of the amount, date, and reason for the damages. Also, did your firm defer to settle a liquidated damages or penalties claim?

IV-8. **Lead times.**--What is your share of sales both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced wind towers?

<u>Source</u>	<u>Share of 2011 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

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

(a) What is the approximate percentage of the total delivered cost of wind towers that is accounted for by U.S. inland transportation costs? _____ %

(b) Who generally arranges the transportation to your customers' locations?
 Your firm Purchaser (*check one*)

(c) Who generally pays for the transportation to your customers' locations?
 Your firm Purchaser (*check one*)

(d) Indicate the approximate percentage of your sales of wind towers that are delivered the following distances from your production facility.

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

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

(e) How are wind towers delivered from their production facility to the delivery installation?

(f) Please describe the relative costs of transportation modes used or considered by your firm for wind towers.

IV-10. **Geographical shipments.--** What is the geographic market area in the United States served by your firm's shipments of wind towers? (list the percentage of Jan. 2009-June 2012 sales accounted for by sales to each region).

Geographic area	Percentage of Jan. 2009-June 2012 sales
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
Central Southwest. —AR, LA, OK, and TX.	
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	
Pacific Coast. —CA, OR, and WA.	
Other. —All other markets in the United States not previously listed, including AK, HI, PR, and VI, among others.	

IV-11. **End uses.--**List the end uses of the wind towers that you manufacture. 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)	
Wind turbines	%	%	100%
	%	%	100%
	%	%	100%

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

IV-12. **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"/>	

IV-13. Indicate how demand within the United States and outside of the United States (if known) for wind towers has changed since January 1, 2009 and how you anticipate it will change by the end of 2012 and in 2013 and 2014. Describe the principal factors that have affected/will affect these changes in demand.

Question		Increase	No change	Decrease	Fluctuate	Factors	
How demand has changed since Jan. 1, 2009	within the U.S.?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
	outside the U.S.?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
How you anticipate demand will change	within the U.S.	by the end of 2012?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
		in 2013?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
		in 2014?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	outside the U.S.	by the end of 2012?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
		in 2013?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
		in 2014?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-14. **Specific demand factors.**—

(a) Have federal or state governmental policies (e.g., PTC, ITC, state minimum renewable energy limits) affected demand for wind towers since January 1, 2009?

No Yes--Please describe and quantify if possible.

(b) Have changes in the natural gas market affected demand for wind towers since January 1, 2009?

No Yes--Please describe and quantify if possible.

(c) Have changes in the availability of financing affected demand for wind towers since January 1, 2009?

No Yes--Please describe and quantify if possible.

IV-15. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of wind towers since January 1, 2009?

No Yes--Please describe and quantify if possible.

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

IV-16. **Business cycles**--

(a) Is the wind tower market subject to the general business cycle?

No Yes

(b) Is the wind tower market subject to business cycles other than the general business cycle?

No Yes-- Please describe.

(c) Is the wind tower market subject to conditions of competition (including seasonal business) distinctive to wind towers?

No Yes-- Please describe.

(d) Have there been any changes in the business cycles or distinctive conditions of competition for wind towers since January 1, 2009?

No Yes-- Please describe.

IV-17. **Supply constraints**--Has your firm refused, declined, or been unable to supply wind towers since January 1, 2009 (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, including time frame(s) and location(s).

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

IV-18. **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. Please note the time frame in your response and indicate any divergences in the trends of the prices of raw materials.

IV-19. **Interchangeability.**--Are wind towers 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	Vietnam	Other countries
United States			
China	X		
Vietnam	X	X	
For any country-pair producing wind towers that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:			
<hr/>			
<hr/>			
<hr/>			
<hr/>			
<hr/>			

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

IV-20. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between wind towers 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	Vietnam	Other countries
United States			
China	X		
Vietnam	X	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of wind towers, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> 			

IV-21. **Additional information.**--Please use this space to answer questions that, for any reason, you were unable to answer in the space provided in that questions. Be sure to label each response with the appropriate question number(s).

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

IV-22. **Customer Identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for wind towers since January 1, 2009. Indicate the share of the quantity of your firm's total shipments of wind towers that each of these customers accounted for in 2011.

Customer's name	Contact person	E-mail	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2011 sales (%)
1				Street Address City ' State Zip Code	
2				Street Address City ' State Zip Code	
3				Street Address City ' State Zip Code	
4				Street Address City ' State Zip Code	
5				Street Address City ' State Zip Code	
6				Street Address City ' State Zip Code	
7				Street Address City ' State Zip Code	
8				Street Address City ' State Zip Code	
9				Street Address City ' State Zip Code	
10				Street Address City ' State Zip Code	

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

IV-23. COMPETITION FROM IMPORTS--LOST REVENUES.--

Since January 1, 2009: To avoid losing sales to competitors selling wind towers from **China or Vietnam**, did your firm:

	No	Yes
Reduce prices	<input type="checkbox"/>	<input type="checkbox"/>
Roll back announced price increases	<input type="checkbox"/>	<input type="checkbox"/>

THE TABLE BELOW IS TO BE COMPLETED ONLY BY NON-PETITIONERS, THOUGH PETITIONERS MAY PROVIDE ALLEGATIONS INVOLVING QUOTES MADE AFTER THE FILING OF THE PETITION. PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS PROCEEDING.

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

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

Customer name, contact person, e-mail address, phone and fax numbers	Product	Country of origin	Date of quote and project location	Quantity (<i>number of towers</i>)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Competing import price (total value— dollars)
Firm Contact E-mail Phone Fax							
Firm Contact E-mail Phone Fax Phone Fax							
Firm Contact E-mail Phone Fax Phone Fax							

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

IV-24. COMPETITION FROM IMPORTS--LOST SALES.—

Since January 1, 2009: Did your firm lose sales of wind towers to imports of these products from **China or Vietnam**?

No	Yes
<input type="checkbox"/>	<input type="checkbox"/>

THE TABLE BELOW IS TO BE COMPLETED ONLY BY NON-PETITIONERS, THOUGH PETITIONERS MAY PROVIDE ALLEGATIONS INVOLVING QUOTES MADE AFTER THE FILING OF THE PETITION. PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS PROCEEDING.

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

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

Customer name, contact person, e- mail address, phone and fax numbers	Product	Country of origin	Date of quote and project location	Quantity (<i>number of towers</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Competing import price (total value— <i>dollars</i>)
Firm Contact E-mail Phone Fax						
Firm Contact E-mail Phone Fax						
Firm Contact E-mail Phone Fax						