

**U.S. IMPORTERS' 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 imported wind towers (as defined in the instruction booklet) from <b>any</b> country at <b>any</b> time since January 1, 2009?	
<input type="checkbox"/> <b>NO</b>	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b>	(Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

**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:	_____ Email 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-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. **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. \_\_\_\_\_

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**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, 2009.

- |   |  |
|---|--|
| <i>(check as many as appropriate)</i>   | <i>(please describe, including specific dates and effect on imports)</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<br>production curtailments..... | _____  |
| <input type="checkbox"/> revised labor agreements.....                          | _____  |
| <input type="checkbox"/> other (e.g., technology) .....                         | _____  |

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of wind towers for delivery after June 30, 2012?

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

Quantity ( <i>in units</i> )						
Period/Source	Jul-Sept 2012	Oct-Dec 2012	Jan-Mar 2013	Apr-Jun 2013	Jul-Sept 2013	Sept-Dec 2013
China						
Vietnam						
Other sources <sup>1</sup>						
<sup>1</sup> 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 specify the benefits derived from importation. If your reasons or benefits differ by source, please elaborate.

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

II-5. **Consequences of investigation.**—

(a) Did your firm change the quantities of wind towers that it imported, or plans to import, from China and/or Vietnam because of the filing of the petition in these investigations?

- No                       Yes—Supply details as to the time, nature, and amounts of any such changes in imports or orders, also indicating whether any increases replaced (or any decreases were replaced by) wind towers produced in the United States and/or imported from nonsubject countries and/or substitute products.

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(b) Did your firm change the quantities of wind towers that it imported, or plans to import, from China and/or Vietnam because of the Department of Commerce's preliminary determination of countervailable subsidies (June 6, 2012) or sales at less value (August 2, 2012) of wind towers from China and/or Vietnam in these investigations?

- No                       Yes—Supply details as to the time, nature, and amounts of any such changes in imports or orders, also indicating whether any increases replaced (or any decreases were replaced by) wind towers produced in the United States and/or imported from nonsubject countries and/or substitute products.

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II-6. **HTS classification for imports.**-- Has your firm imported wind towers since January 1, 2011 under HTS statistical reporting number(s) **other than** 7308.20.0020 or 8502.31.0000 (when imported as part of a wind turbine)?

- No                       Yes—Please provide the applicable HTS statistical reporting number(s) and the timing and total value of these imports (these should be included in questions II-3 and II-7a-c).

China \_\_\_\_\_  
\_\_\_\_\_

Vietnam \_\_\_\_\_  
\_\_\_\_\_

Other \_\_\_\_\_  
\_\_\_\_\_

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

II-7a. **IMPORTS FROM SUBJECT SOURCES (CHINA).**--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.)

- No--Skip to question II-7b       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-June	
	2009	2010	2011	2011	2012
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to OEM end users (quantity)					
U.S. shipments to other end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____ _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					



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

II-7b. **IMPORTS FROM SUBJECT SOURCES (VIETNAM).**—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.)

- No--Skip to question II-7c       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-June	
	2009	2010	2011	2011	2012
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to OEM end users (quantity)					
U.S. shipments to other end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____ _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-7c. **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.)

- No--Skip to question II-8       Yes--Report your firm's imports and your firm's shipments and inventories of wind towers imported from all other sources 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-June	
	2009	2010	2011	2011	2012
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to OEM end users (quantity)					
U.S. shipments to other end users (quantity)					
<sup>1</sup> Please identify the sources and foreign producers, if known: _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the 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: _____					

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

II-8. **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-7a-c) in metric tons.

Quantity (in metric tons)					
Item	Calendar years			January-June	
	2009	2010	2011	2011	2012
<b>Imports from:</b>					
<b>Subject sources:</b>					
China					
Vietnam					
<b>Nonsubject sources:</b>					
Canada					
Korea					
Mexico					
All other sources					

II-9. **U.S. shipments by wind tower size.**— Report your firm's U.S. shipments of imports of wind towers from the specified sources by your firm during the specified periods (as reported above in question II-7a-c) in each specified size range.

Quantity (in units)			
Size range	2011		2012
	January-June	July-December	January-June
<b>Imports from:</b>			
<b>China</b>			
50 - 79.9 meters			
80 - 89.9 meters			
90 - 99.9 meters			
100 or more meters			
<b>Vietnam</b>			
50 - 79.9 meters			
80 - 89.9 meters			
90 - 99.9 meters			
100 or more meters			
<b>Nonsubject sources</b>			
50 - 79.9 meters			
80 - 89.9 meters			
90 - 99.9 meters			
100 or more meters			

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

II-10. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your U.S. operations or organization relating to the importation 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.

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(b) Report your firm's projected U.S. imports and U.S. 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: \_\_\_\_\_

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Source/Period	(i) No change			(ii) Change	
	2012	2013		2012	2013
<b>China</b>					
Quantity of imports					
Quantity of U.S. shipments					
<b>Vietnam</b>					
Quantity of imports					
Quantity of U.S. shipments					
<b>All other sources</b>					
Quantity of imports					
Quantity of U.S. shipments					

**PART III.--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 III-21.

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

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

(a) What are your firm's typical sales terms for wind towers imported from China and/or 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/or Vietnam usually quoted (*check one*)?

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

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

III-5. **Contract versus spot.**--Approximately what share of your firm's sales of wind towers imported from China and/or Vietnam in 2011 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 2011 sales</u>
<b>Long-term contracts</b> (multiple deliveries for more than 12 months)	_____ %
<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	_____ %
<b>Spot sales</b> (for a single delivery)	_____ %
<b>Total</b>	<b>100 %</b>

III-6. **Contract provisions.**— (a) Please fill out the table with respect to provisions of your typical sales contracts for wind towers from China and/or Vietnam (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.

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

III-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?

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III-8. **Lead times.**--What is your share of sales of wind towers imported from China and/or 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 2011 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
<b>Total</b>	<b>100 %</b>	

III-9. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of wind towers imported from China and/or 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) Who generally pays for the transportation to your customers' locations?  
 Your firm     Purchaser (*check one*)
- (c) When you sell wind towers imported from China and/or Vietnam, from where is it shipped?  
Point of importation  Storage facility  (*check one*)

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

- (d) Indicate the approximate percentage of your sales of wind towers imported from China and/or Vietnam that are delivered the following distances from your U.S. point of shipment.

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

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

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- (f) Does your firm take possession of the wind towers and/or individual sections at or near where the towers are produced? If not, where are the wind towers delivered and who is responsible for delivery to that point?

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

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- III-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).

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



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

III-11. **End uses**-Describe the end uses of the wind towers that you import from China and/or 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)	
Wind turbines	%	%	100%
	%	%	100%
	%	%	100%

III-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"/>	

III-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"/>	
		in 2013?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
		in 2014?	<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"/>	
		in 2013?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
		in 2014?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-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.

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- (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.

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- (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.

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III-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.

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III-16. **Business cycles.**--

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

No             Yes

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

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

No  Yes-- Please describe.

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

No  Yes-- Please describe.

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(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.

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III-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).

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III-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.

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

III-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/> <hr/> <hr/>			

III-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).

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

III-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	