

## U.S. PRODUCERS' QUESTIONNAIRE

### CERTAIN CRYSTALLINE SILICON PHOTOVOLTAIC PRODUCTS FROM CHINA AND TAIWAN

This questionnaire must be received by the Commission by no later than **October 14, 2014**

*See the last page of this questionnaire 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 certain crystalline silicon photovoltaic products from China and Taiwan (Inv. No. 701-TA-511 & 731-TA-1246-1247 (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 firm's possession (19 U.S.C. § 1333(a)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>Website address</b> _____
Has your firm produced <b>crystalline silicon photovoltaic products ("CSPV products")</b> (as defined on the next page) at any time since January 1, 2011?
<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> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission).
<b>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (use the following PIN: <b>SUN2</b>)</b>

#### CERTIFICATION

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

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

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

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

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

\_\_\_\_\_  
**Date**

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Phone:**

\_\_\_\_\_  
**Fax:**

\_\_\_\_\_  
**Email address**

**PART I.—GENERAL INFORMATION**

**Background.**

This proceeding was instituted in response to petitions filed December 31, 2013 by Solar World Industries America, Hillsboro, OR.

Antidumping and/or countervailing duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of dumping and/or countervailable subsidies.

**Merchandise covered by the scope of these investigations.**

**“Certain crystalline silicon photovoltaic products,” “CSPV products” or “subject product”:** The merchandise covered by these investigations is crystalline silicon photovoltaic cells, and modules, laminates and/or panels consisting of crystalline silicon photovoltaic cells, whether or not partially or fully assembled into other products, including building integrated materials.

For purposes of these investigations, subject merchandise also includes modules, laminates and/or panels assembled in the subject country consisting of crystalline silicon photovoltaic cells that are completed or partially manufactured within a customs territory other than that subject country, using ingots that are manufactured in the subject country, wafers that are manufactured in the subject country, or cells where the manufacturing process begins in the subject country and is completed in a non-subject country.

Subject merchandise includes crystalline silicon photovoltaic cells of thickness equal to or greater than 20 micrometers, having a p/n junction formed by any means, whether or not the cell has undergone other processing, including, but not limited to, cleaning, etching, coating, and/or addition of materials (including, but not limited to, metallization and conductor patterns) to collect and forward the electricity that is generated by the cell.

Merchandise covered by these investigations is currently classified in the Harmonized Tariff Schedule of the United States (HTSUS) under subheadings 8501.61.0000, 8507.20.8030, 8507.20.8040, 8507.20.8060, 8507.20.8090, 8541.40.6020, 8541.40.6030 and 8501.31.8000. These HTSUS subheadings are provided for convenience and customs purposes; the written description of the scope of these investigations is dispositive.

**Exclusions from the scope of these investigations:**

(1) Excluded from the scope of these investigations are thin film photovoltaic products produced from amorphous silicon (a-Si), cadmium telluride (CdTe), or copper indium gallium selenide (CIGS).

(2) Also excluded from the scope of these investigations are any products covered by the existing antidumping and countervailing duty orders on crystalline silicon photovoltaic cells, whether or not assembled into modules, from the People's Republic of China. See *Crystalline Silicon Photovoltaic Cells, Whether or Not Assembled Into Modules, From the People's Republic of China: Amended Final Determination of Sales at Less Than Fair Value, and Antidumping Duty Order*, 77 FR 73018 (December 7, 2012); *Crystalline Silicon Photovoltaic Cells, Whether or Not Assembled Into Modules, From the People's Republic of China: Countervailing Duty Order*, 77 FR 73017 (December 7, 2012).

(3) Also excluded from the scope of these investigations are crystalline silicon photovoltaic cells, not exceeding 10,000 mm<sup>2</sup> in surface area, that are permanently integrated into a consumer good whose function is other than power generation and that consumes the electricity generated by the integrated crystalline silicon photovoltaic cell. Where more than one cell is permanently integrated into a consumer good, the surface area for purposes of this exclusion shall be the total combined surface area of all cells that are integrated into the consumer good.

**Service of questionnaire response(s).**--In the event that your firm is a party to this proceeding, you are required to serve a copy of the questionnaire(s), once completed, on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties is maintained by the Commission's Secretary and may be obtained by calling 202-205-1803. A certificate of service must accompany the copy of the completed questionnaire(s) you submit (see 19 CFR § 207.7).

**Confidentiality.**--The commercial and financial data furnished in response to the enclosed questionnaire(s) that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

**Verification.**--The information submitted in the enclosed questionnaire(s) is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all of your files, worksheets, and supporting documents used in the preparation of the questionnaire response(s).

**Release of information.**--The information provided by your firm in response to the questionnaire(s), as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

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. We are also 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 firm's response or send them to the above address.

Hours	Dollars

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-1b. **TAA information release.**--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes       No

I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the narrative field.

**"Establishment"**--Each facility of a firm involved in the production, importation, and/or purchase of CSPV products, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments Covered <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: <hr/>			

I-3. **Petition support.**--Does your firm support or oppose the petitions?

Country	Support	Oppose	Take no position
<b>China CVD</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>China AD</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Taiwan AD</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

No             Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-5. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing CSPV products from China or Taiwan into the United States or that are engaged in exporting CSPV products from China or Taiwan to the United States?

No             Yes--List the following information.

Firm name	Address	Affiliation

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

No             Yes--List the following information.

Firm name	Address	Affiliation

**PART II.—TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Chris Cassise (202-708-5408, [chris.cassise@usitc.gov](mailto:chris.cassise@usitc.gov)). 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 CSPV products since January 1, 2011.

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	plant openings	
<input type="checkbox"/>	plant 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)	

II-3. **CSPV Cells.**--Since January 1, 2011, has your firm manufactured CSPV Cells?

No             Yes—Please complete question II-7 (CSPV cells in kilowatts) on page 9.

II-4. **CSPV Modules.**--Since January 1, 2011, has your firm manufactured CSPV Modules?

No             Yes—Please complete question II-8 (CSPV modules in kilowatts) on page 10.

II-5. **Internal consumption of CSPV Cells.**—If your firm manufactures CSPV modules, were the CSPV modules manufactured using CSPV cells produced in-house by your firm?

No             Yes

II-6. **Internal consumption of CSPV Cells.**—If your firm manufactures CSPV modules using CSPV cells that were *not* produced in house by your firm, please specify the source of the CSPV cells (purchased or transferred domestically, imported, etc.) and any other relevant information.

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**Integrated producers of CSPV modules:** (those U.S. producers that produce CSPV cells to be used in the production of their CSPV modules) should report data regarding their CSPV cell production in question II-7 (while reporting any cells used in downstream production of modules as “internal consumption”) and report data regarding their CSPV module production in question II-8.

**Assemblers of CSPV modules:** (those U.S. firms that purchase or import CSPV cells from an unrelated firm and assemble CSPV modules should report data regarding their production in question II-8 (while indicating the various sources of their CSPV cells in the production data).

**Definitions**

**"Average production capacity" or "capacity"** is defined as the level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

**"Production"** is defined as all production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

**"U.S. shipments"** are divided into: (1) U.S. commercial shipments, (2) internal consumption, and (3) transfers to related firms within the United States.

**"U.S. Commercial shipments"** are defined as shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. The value of a reported U.S. commercial should be net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

**"Internal consumption"** is defined as product consumed internally by your firm.

**"Transfers to related firms"** are defined as shipments made to related domestic firms. Such transactions are valued at fair market value.

**"Related firm"** is defined as a firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

**"Export shipments"** are defined as shipments to destinations outside the United States, including shipments to related firms.

**"End of period inventories"** is defined as finished goods inventory, not raw materials or work in progress.

**"Production Related Workers" or "PRWs"** are defined as production and related workers, including working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to June periods, calculate similarly and divide by 6.

**"Hours worked"** includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

**"Wages paid"** is defined as total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

II-7. **Trade data: CSPV Cells in Kilowatts.**--Report your firm's production capacity, production, shipments, and inventories, related to the production of **CSPV Cells** in your U.S. establishment(s) during the specified periods.

Quantity (in kilowatts) and value (in \$1,000)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Average production capacity</b> <sup>1</sup> ( <i>quantity</i> )					
<b>Production</b> ( <i>quantity</i> )					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
<i>Quantity of commercial shipments</i>					
<i>Value of commercial shipments</i>					
<b>Internal consumption:</b>					
<i>Quantity of internal consumption</i>					
<i>Value</i> <sup>2</sup> <i>of internal consumption</i>					
<b>Transfers to related firms:</b>					
<i>Quantity of transfers</i>					
<i>Value</i> <sup>2</sup> <i>of transfers</i>					
<b>Export shipments:</b> <sup>3</sup>					
<i>Quantity of export shipments to related firms</i>					
<i>Value of export shipments to related firms</i>					
<i>Quantity of export shipments to unrelated firms</i>					
<i>Value of export shipments to unrelated firms</i>					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )					
<b>Employment data:</b>					
Average number of PRWs ( <i>number</i> )					
Hours worked by PRWs ( <i>1,000 hours</i> )					
Wages paid to PRWs ( <i>value</i> )					
<p><sup>1</sup> 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).</p> <hr/>					
<p><sup>2</sup> 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 (<i>e.g.</i>, cost, cost plus, <i>etc.</i>) and provide value data using that basis for each of the periods noted above:</p> <hr/>					
<p><sup>3</sup> Identify your principal export markets: _____.</p>					
<p><sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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?</p>					
<p><input type="checkbox"/> Yes      <input type="checkbox"/> No--Please explain: _____.</p>					

II-8. **Trade data: CSPV Modules in Kilowatts.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **CSPV Modules** in your U.S. establishment(s) during the specified periods.

Quantity (in kilowatts) and value (in \$1,000)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
<b>Beginning-of-period inventories</b> (quantity)					
<b>Average production capacity</b> <sup>1</sup> (quantity)					
<b>Module production using--</b>					
U.S. produced CSPV cells manufactured by your firm (quantity)					
U.S. produced CSPV cells manufactured by another U.S. firm (quantity)					
Chinese-sourced CSPV cells (quantity)					
Taiwanese-sourced CSPV cells (quantity)					
Other foreign-sourced CSPV cells (quantity)					
Total production (quantity)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>2</sup> of transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments to related firms					
Value of export shipments to related firms					
Quantity of export shipments to unrelated firms					
Value of export shipments to unrelated firms					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<p><sup>1</sup> 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).</p>					
<p><sup>2</sup> 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:</p>					
<p><sup>3</sup> Identify your principal export markets: _____.</p>					
<p><sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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?</p>					

II-9. **Capacity constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's average production capacity.

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II-10. **Product shifting.**—

(i) Is your firm able to switch production between CSPV products and other products using the same manufacturing equipment?

No       Yes--Please identify other actual or potential products.

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(ii) Please report any changes in the mix of your production that occurred since January 1, 2011 in facilities that produce CSPV products. In responding to this question, report: 1) the date(s) such changes occurred; 2) the time involved to make the change; 3) the reason(s) for the change.

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II-11. **Tolling.**--Since January 1, 2011, has your firm been involved in a toll agreement regarding the production of CSPV products?

A **"toll agreement"** is defined as an agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No       Yes--Name firm(s): \_\_\_\_\_.

II-12. **Foreign trade zone.**--Does your firm produce CSPV products in a foreign trade zone (FTZ)?

**"Foreign trade zone"** is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designated as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act, 19 U.S.C. §§ 81a-81u.

No       Yes--Identify FTZ(s): \_\_\_\_\_.

II-13. **Importer.**--Since January 1, 2011, has your firm imported CSPV products?

**"Importer"** is defined as the person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record. See 19 CFR 101.1

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

II-14. **Channels of Distribution.**--Report your firm's total U.S. commercial shipments of CSPV products, by channel of distribution, from its U.S. establishment(s) during the specified periods.

<b>Quantity (kilowatts)</b>						
<b>Description</b>		<b>Calendar years</b>			<b>January-June</b>	
		<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2013</b>	<b>2014</b>
<b>Commercial U.S. shipments of CSPV modules to :</b>						
Distributors						
Installers	Residential					
	Commercial					
Utilities/developers						
Total commercial U.S. shipments		0	0	0	0	0
Reconciliation check (should = zero ("0")) <sup>1</sup>		0	0	0	0	0
<sup>1</sup> Total commercial U.S. shipments reported in this question should match data reported for commercial U.S. shipments in question II-8. If these data reconcile correctly, the reconciliation check line should result in a zero ("0"). If these data do not reconcile, please revise the reported data prior to submission to the Commission						

II-15. **Related firms.**--If your firm reported transfers to related firms above, 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.

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II-16. **Purchases Other than Direct Imports of CSPV Cells.**--Other than direct imports, has your firm otherwise purchased CSPV cells since January 1, 2011?

**"Purchase"** is defined as a transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

**"Direct import"** is defined as a transaction to buy from a foreign producer where your firm is the importer of record or consignee.

No                       Yes--Report the quantity of the purchases below for the specified periods.<sup>1</sup>

(Quantity in kilowatts)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF CSPV CELLS FROM—</b>					
China					
Taiwan					
All other countries					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<sup>1</sup> Please indicate your firm's reasons for purchasing this product. If your firm's reasons differ by source, please elaborate.					
<sup>2</sup> Please list the name of the firm(s) from which your firm purchased this product. If your firm's suppliers differ by source, please identify the source for each listed supplier.					

II-17. **Purchases Other than Direct Imports of CSPV Modules.**--Other than direct imports, has your firm otherwise purchased CSPV modules since January 1, 2011? (see definitions in question II-16 above).

No                       Yes--Report the quantity of the purchases below for the specified periods.<sup>1</sup>

(Quantity in kilowatts)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF CSPV MODULES FROM—</b>					
China					
Taiwan					
All other countries					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<sup>1</sup> Please indicate your firm's reasons for purchasing this product. If your firm's reasons differ by source, please elaborate.					
<sup>2</sup> Please list the name of the firm(s) from which your firm purchased this product. If your firm's suppliers differ by source, please identify the source for each listed supplier.					

**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 firm's financial accounting system.

A. When does your firm's fiscal year end (month and day)? \_\_\_\_\_  
If your firm's fiscal year changed since January 1, 2011, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include CSPV cells and/or modules:

2. Does your firm prepare profit/loss statements for CSPV cells and/or modules?  
 Yes       No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited,    unaudited,    annual reports,    10Ks,    10 Qs,  
 Monthly,    quarterly,    semi-annually,    annually

4. Accounting basis:  GAAP,    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 CSPV cells and/or modules, 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 firm's cost accounting system (e.g., standard cost, job order cost, etc.).

\_\_\_\_\_

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

For CSPV cells (question III-9): \_\_\_\_\_

For CSPV modules (question III-10): \_\_\_\_\_

III-5. **Other products.**--Please list any other products your firm produced in the facilities in which your firm produced CSPV cells and/or modules, and provide the share of net sales accounted for by these other products in your firm's most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
CSPV cells _____	_____ %
CSPV modules _____	_____ %
_____	_____ %
_____	_____ %
_____	_____ %

III-6. Does your firm purchase **inputs** (e.g., raw materials, labor, energy, or any other services) used in the production of CSPV cells and/or modules from any related parties?

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

III-7. **Inputs from related parties.**--In the space provided below, identify the inputs used in the production of CSPV cells and/or modules that your firm purchases from related parties. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in the company's own accounting system, of the purchase cost from the related party; e.g., the related party's actual cost, cost plus, negotiated transfer price to approximate fair market value. For U.S. producers filling out both table III-9 (CSPV cells) and III-10 (CSPV modules), please answer only with respect to COGS reported in table III-10 (CSPV modules).

<u>Input</u>	<u>Related party</u>	<u>Share of total COGS</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
<u>Input valuation</u>	_____	_____

\_\_\_\_\_  
\_\_\_\_\_

III-8. **Inputs from related parties at cost.**--All intercompany profit or loss on inputs purchased from related parties, as well as intra-division profit or loss, should be eliminated from the costs reported to the Commission in question III-9 and/or III-10; i.e., costs reported in question III-9 and/or III-10 should only reflect the related party's cost and not include an associated profit or loss 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--Please briefly describe how you eliminated intercompany/intra-division profit or (loss) on inputs purchased/received from related firms/or intra-division units within the same company to arrive at the actual costs incurred by the related firms/intra-division units.

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No--If an inter-company/intra-division profit or (loss) adjustment was applicable, please explain why this adjustment was not made.

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III-9. **Operations on CSPV cells (commercial sales and transfers).**--Report the revenue and related cost information requested below on operations related to CSPV products at your firm's U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods. Companies whose fiscal years are not calendar years should report the fiscal years which most closely correspond to calendar years 2011, 2012, and 2013.

**Note: This table should reflect commercial sales and transfers and corresponding costs/expenses associated with CSPV cells manufactured and sold by your firm as CSPV cells. CSPV cells manufactured and/or purchased by your firm which were used internally to produce CSPV modules should, as applicable, be reported as a component of raw material costs in table III-10 and table III-11.**

Item	Quantity (in kilowatts) and value (in \$1,000)				
	Fiscal years ended--			January-June	
	2011	2012	2013	2013	2014
<b>Net sales quantity in kilowatts:</b> <sup>3</sup>					
Commercial sales					
Transfers to related firms					
Total net sales quantity	0	0	0	0	0
<b>Net sales value:</b> <sup>3</sup>					
Commercial sales					
Transfers to related firms					
Total net sales value	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Polysilicon, ingots, and wafers <sup>5</sup>					
All other raw material costs (CSPV cell production)					
Direct labor (CSPV cell production)					
Other factory costs (CSPV cell production)					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
Operating income (loss)	0	0	0	0	0
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
Net income or (loss) before income taxes	0	0	0	0	0
Depreciation/amortization included above					

<sup>1</sup> Include only commercial sales (whether domestic or export sales) and corresponding costs related to your U.S. manufacturing operations.

<sup>2</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.

<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding U.S. commercial shipment and export quantities and values reported in Part II of this questionnaire.

<sup>4</sup> COGS should include the relevant costs associated with commercial sales only (including relevant export shipments).

<sup>5</sup> The raw material costs reported in this line item (e.g., silicon/polysilicon used to make CSPV cells, multicrystalline ingots, monocrystalline crystals, and/or wafers) are expected to vary by producer depending on factors such as the level of manufacturing integration in the United States, as well as product-specific characteristics. Please specify the primary raw materials (e.g., polysilicon, ingots, and/or wafers) reported by your firm in the referenced line item: \_\_\_\_\_

*Note – The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

III-10. **Operations on CSPV modules.**--Report the revenue and related cost information requested below only on the CSPV modules operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of purchased products. Note that internal consumption and transfers to related firms must be valued at fair market value and input purchases from related firms must be at cost.<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right and the specified interim periods. Note: Companies whose fiscal years are not calendar years should report the fiscal years which most closely correspond to calendar years 2011, 2012, and 2013.

Item	Quantity (in kilowatts) and value (in \$1,000)				
	Fiscal years ended--			January-June	
	2011	2012	2013	2013	2014
<b>Net sales quantity in kilowatts:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantity	0	0	0	0	0
<b>Net sales value:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales value	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Raw material costs <sup>5</sup>					
Direct labor (module production)					
Other factory costs (module production)					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only revenue (whether domestic or export and inclusive of internal consumption and transfers) and corresponding costs related to the company's U.S. manufacturing operations.  
<sup>2</sup> Please eliminate any profits or (losses) on inputs from related firms (see question III-8).  
<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment and export quantities and values reported in Part II of this questionnaire.  
<sup>4</sup> COGS should include costs associated with commercial sales, internal consumption, and transfers, as well as relevant export shipments.  
<sup>5</sup> Note: Question III-11 requests a breakout of the total raw material costs reported in this table.

*Note – The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

III-11. **Components of total raw material costs of CSPV modules.**--Provide a breakout of the components of total raw material cost as reported in question III-10 (CSPV modules). Provide data for your three most recently completed fiscal years in chronological order from left to right and the specified interim periods. Note: Companies whose fiscal years are not calendar years should report the fiscal years which most closely correspond to calendar years 2011, 2012, and 2013.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2011	2012	2013	2013	2014
Cost of CSPV cells produced by your firm:					
Polysilicon, ingots, and wafers <sup>1</sup>					
All other raw material costs (CSPV cell production)					
Direct labor (CSPV cell production)					
Other factory costs (CSPV cell production)					
Total cost of CSPV cells produced by your firm	0	0	0	0	0
CSPV cells purchased from affiliated firm(s) in China					
CSPV cells purchased from unaffiliated firm(s) in China					
CSPV cells purchased from affiliated firm(s) in Taiwan					
CSPV cells purchased from unaffiliated firm(s) in Taiwan					
CSPV cells purchased from all other sources <sup>2</sup>					
All other raw material costs					
Total raw material costs (CSPV modules) <sup>3</sup>	0	0	0	0	0

<sup>1</sup> The total raw material costs reported in this line item (silicon/polysilicon used to make CSPV cells, multicrystalline ingots, monocrystalline crystals, and/or wafers) are expected to vary by producer depending on factors such as the level of manufacturing integration in the United States, as well as product-specific characteristics. Please specify the primary raw materials (e.g., polysilicon, ingots, and/or wafers) reported by your firm in the referenced line item: \_\_\_\_\_

<sup>2</sup> As applicable, please specify the country of origin of the purchased CSPV cells reported in this line item: \_\_\_\_\_

<sup>3</sup> Total raw material costs in this schedule should match the total raw material costs reported in table III-10.

*Note – The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

III-12. **Financial data reconciliation.**—As applicable, the calculable line items from questions III-9 and III-10 (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

Yes     No.--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

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**III-13. Nonrecurring items (charges and gains) included in CSPV cells and/or modules financial results.**--For each annual and interim period for which financial results are reported, as applicable, in question III-9 (CSPV cells) and/or III-10 (CSPV modules), please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-9 and/or 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-9 and/or table III-10; i.e., if an aggregate nonrecurring item has been allocated to table III-9 and/or III-10, only the allocated value amount included in table III-9 and/or 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 reported financial results of CSPV products in table III-9 and/or table III-10.

	Fiscal years ended--			January-June	
	2011	2012	2013	2013	2014
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific line item in table III-9 and/or III-10 where the nonrecurring item is classified.	<b>Nonrecurring item:</b> In these columns please report the amount of the relevant nonrecurring item reported in table III-9 and/or III-10.				
	<b>Value (\$1,000)</b>				
<b>Table III-9 (CSPV cells)</b>					
1. , classified					
2. , classified					
3. , classified					
4. , classified					
5. , classified					
6. , classified					
7. , classified					
8. , classified					
9. , classified					
10. , classified					
<b>Table III-10 (CSPV modules)</b>					
1. , classified					
2. , classified					
3. , classified					
4. , classified					
5. , classified					
6. , classified					
7. , classified					
8. , classified					!! FORMTEXT
9. , classified					
10. , classified					

III-14. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of CSPV cells and/or modules. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for CSPV products 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 firm's cost allocations in the previous question. Provide data as of the end of your firm's three most recently completed fiscal years.

**Note: Total assets should reflect net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to CSPV products if these assets are also related to other products. (Note: Companies whose fiscal years are not calendar years should report the fiscal years which most closely correspond to calendar years 2011, 2012, and 2013.) In the space provided, please provide a brief explanation if there were any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.**

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Value (in \$1,000)			
Item	Fiscal years ended--		
	2011	2012	2013
<b>CSPV cells:</b>			
Total CSPV cell assets (net)			
<b>CSPV modules:</b>			
Total CSPV module assets (net)			

III-15a. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on CSPV cells and/or modules. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods. Note: Companies whose fiscal years are not calendar years should report the fiscal years which most closely correspond to calendar years 2011, 2012, and 2013.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2011	2012	2013	2013	2014
<b>CSPV cells:</b>					
Capital expenditures					
Research and development expenses					
<b>CSPV modules:</b>					
Capital expenditures					
Research and development expenses					

III-15b. **Capital expenditures.**—Please indicate the nature, focus, and significance of your firm’s capital expenditures on CSPV cells and/or modules.

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III-16. **Data consistency and reconciliation.**--As applicable, please indicate whether your firm’s financial data for questions III-9 and/or III-10, III-14, and III-15a are based on a calendar year or on your firm’s fiscal year:

- Calendar year  
 Fiscal year (specify \_\_\_\_\_)

III-17a. **Effects of imports.**--Since January 1, 2011, 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 CSPV products from China and/or Taiwan?

- No             Yes--My firm has experienced actual negative effects as follows:

<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects
<input type="checkbox"/>	Denial or rejection of investment proposal
<input type="checkbox"/>	Reduction in the size of capital investments
<input type="checkbox"/>	Reduction in or inability to expand research and development activity
<input type="checkbox"/>	Rejection of bank loans
<input type="checkbox"/>	Lowering of credit rating
<input type="checkbox"/>	Problem related to the issue of stocks or bonds
<input type="checkbox"/>	Other (specify):

III-17b. Does your firm’s response differ by country?

No	Yes	If yes, indicate which country and why:
<input type="checkbox"/>	<input type="checkbox"/>	

III-18a. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of CSPV products from China and/or Taiwan?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

III-18b. Does your firm's response differ by country?

No	Yes	If yes, indicate which country and why:
<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Other explanations:**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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

Further information on this part of the questionnaire can be obtained from Aimee Larsen (202-205-3179, [aimee.larsen@usitc.gov](mailto:aimee.larsen@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	

**PRICE DATA**

IV-2. This question requests quarterly quantity and value data, f.o.b. your firm's U.S. point of shipment, for your firm's commercial shipments to unrelated U.S. customers since January 1, 2011 of the following modules produced by your firm assembled from U.S.-produced CSPV cells.

**Product 1.**—60 cell Multicrystalline silicon module, with a peak power wattage between 240w to 250w, inclusive, P-max or Wp

**Product 2.**—60 cell Monocrystalline silicon module, with a peak power wattage between 240w to 250w, inclusive, P-max or Wp

**Product 3.**—60 cell Multicrystalline silicon module, with a peak power wattage between 255w to 265w, inclusive, P-max or Wp

**Product 4.**—60 cell Monocrystalline silicon module, with a peak power wattage between 255w to 265w, inclusive, P-max or Wp

**Product 5.**—60 cell Multicrystalline silicon module, with a peak power wattage between 270w to 280w, inclusive, P-max or Wp

**Product 6.**—60 cell Monocrystalline silicon module, with a peak power wattage between 270w to 280w, inclusive, P-max or Wp

**Product 7.**—72 cell Multicrystalline silicon module, with a peak power wattage between 300w to 315w, inclusive, P-max or Wp

**Product 8.**—72 cell Monocrystalline silicon module, with a peak power wattage between 300w to 315w, inclusive, P-max or Wp

**Please note that values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

During January 2011-June 2014, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following pricing data table(s) as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question IV-3.

IV-2. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm. Report data in actual kilowatts and actual dollars (not 1,000s).

<b>(Quantity in kilowatts, value in dollars)</b>								
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2011:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2012:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2013:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2014:</b>								
January-March								
April-June								

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

Product 4:

IV-2. **Pricing data.—Continued.**

<b>(Quantity in kilowatts, value in dollars)</b>								
<b>Period of shipment</b>	<b>Product 5</b>		<b>Product 6</b>		<b>Product 7</b>		<b>Product 8</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2011:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2012:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2013:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2014:</b>								
January-March								
April-June								

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 5:

Product 6:

Product 7:

Product 8:

IV-3. **Sales by channel of distribution.**-- Please indicate the proportion of your firm's 2013 sales of each pricing product, by channel of distribution.

Product	Percentage of 2013 sales to				
	Residential Installers	Commercial Installers	Utilities/Developers	Distributors	Total
Product 1.—60 cell Multicrystalline silicon module, with a peak power wattage between 240w to 250w, inclusive, P-max or Wp	%	%	%	%	100%
Product 2.—60 cell Monocrystalline silicon module, with a peak power wattage between 240w to 250w, inclusive, P-max or Wp	%	%	%	%	100%
Product 3.—60 cell Multicrystalline silicon module, with a peak power wattage between 255w to 265w, inclusive, P-max or Wp	%	%	%	%	100%
Product 4.—60 cell Monocrystalline silicon module, with a peak power wattage between 255w to 265w, inclusive, P-max or Wp	%	%	%	%	100%
Product 5.—60 cell Multicrystalline silicon module, with a peak power wattage between 270w to 280w, inclusive, P-max or Wp	%	%	%	%	100%
Product 6.—60 cell Monocrystalline silicon module, with a peak power wattage between 270w to 280w, inclusive, P-max or Wp	%	%	%	%	100%
Product 7.—72 cell Multicrystalline silicon module, with a peak power wattage between 300w to 315w, inclusive, P-max or Wp	%	%	%	%	100%
Product 8.—72 cell Monocrystalline silicon module, with a peak power wattage between 300w to 315w, inclusive, P-max or Wp	%	%	%	%	100%

IV-4. **Price setting.**-- How does your firm determine the prices that it charges for sales of CSPV products (*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-5. **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-6. Pricing terms.--**

(a) What are your firm's typical sales terms for its domestically produced CSPV products?

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

(b) On what basis are your firm's prices of domestically produced CSPV products usually quoted (*check one*)?

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

**IV-7. Contract versus spot.--**Approximately what share of your firm's sales of its U.S.-produced CSPV products in 2013 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

Type of sale	Share of 2013 sales
<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>

**IV-8. Contract provisions.**— Please fill out the table regarding your firm's typical sales contracts for CSPV products (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"/>

IV-9. **Lead times.**--What is your firm's share of sales both from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its domestically produced CSPV products?

Source	Share of 2013 sales	Lead time (days)
From inventory	%	
Produced to order	%	
<b>Total</b>	<b>100 %</b>	

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of CSPV products that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent
- (b) Who generally arranges the transportation to your firm's customers' locations?  
 Your firm     Purchaser (*check one*)
- (c) Indicate the approximate percentage of your firm's sales of CSPV products that are delivered the following distances from its production facility.

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

IV-11. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold its domestically produced CSPV products since January 1, 2011 (check all that apply)?

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

IV-12. **End uses.**--List the end uses of the CSPV cells and modules that your firm manufactures. For each end-use product, estimate the percent of the total cost that is accounted for by CSPV products and other inputs (such as labor, energy, and other raw materials).

Product(s) you produce	Share of total cost of end use product accounted for by		Total
	CSPV products	Other inputs	
Module	%	%	100%
Residential system	%	%	100%
Commercial system	%	%	100%
Utility system	%	%	100%
	%	%	100%

IV-13. **Substitutes.**—

(a) When making an initial purchase decision (i.e., at the point in time of deciding to build an electricity generation system), can non-solar renewable energy products (e.g. wind turbines) be substituted for CSPV products?

No                       Yes--Please fill out the table.

Substitute	Have changes in the prices of this substitute affected the price for CSPV products?		
	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. Substitutes.— *Continued.***

(b) When making an initial purchase decision (i.e., at the point in time of deciding to build an electricity generation system), can other solar energy products be substituted for CSPV products?

- No                       Yes--Please fill out the table.

Substitute		Have changes in the prices of this substitute affected the price for CSPV products?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

***If your firm does not conduct business in the utility/developer market segment, please skip to question IV-15.***

**IV-14. Utility portfolios.—**

(a) During the initial planning stage, what factors does a utility consider when planning a new electricity generation system?

(b) How do utilities determine the share of solar energy from CSPV products in a utility's energy portfolio as compared to the share of other renewable energy sources and the share of non-renewable energy sources?

(c) Please identify each renewable and non-renewable energy source (other than CSPV) in your portfolio since January 1, 2011 and fill out the table.

Energy source		Have changes in the prices of this energy source affected the price for solar generated electricity?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	
4.		<input type="checkbox"/>	<input type="checkbox"/>	

IV-15. **Demand trends.**— Indicate how demand within the United States and outside of the United States (if known) for CSPV products has changed since January 1, 2011. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and 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"/>	

IV-16. **Government incentives.**

(a.) How has the level or availability of government incentives for CSPV products changed since January 1, 2011 (i.e., is there a greater amount or lesser amount of government incentives available for CSPV products today as compared with January 1, 2011)? In the last column, list or describe the principal incentive programs (e.g., Section 1603 Program, Renewable Portfolio Standards, or California Solar Initiative) whose level or availability has changed.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Incentives
State and local government incentives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Federal government incentives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(a.) Have the changes in the level or availability of government incentives affected demand for CSPV products since January 1, 2011? In the last column, list or describe the principal incentive programs (e.g., Section 1603 Program, Renewable Portfolio Standards, or California Solar Initiative) whose change in level or availability has affected demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Incentives and explanation of demand trends
State and local government incentives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Federal government incentives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**IV-16. Government incentives.— *Continued.***

(b.) How have changes in the availability of government incentives affected the price of solar generated electricity since January 1, 2011? Explain any trends and describe the principal factors that have affected these changes in price.

Overall price increase	No Change in price	Overall price decrease	Fluctuate with no clear trend	Explanation and factors
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(d) Do changes in the price of solar generated electricity affect the price of CSPV modules? If so, how?

No	Yes	If yes, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

**IV-17. Conventional energy sources.**

(a.) How have prices of conventional energy sources changed since January 1, 2011?

Source	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Factors
Natural gas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Coal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other conventional energy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b.) How have prices of conventional energy sources such as natural gas and coal impacted demand for CSPV cells and modules in each sector below since January 1, 2011?

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Factors
Residential	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Commercial	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Utility	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**IV-17. Conventional energy sources.— *Continued.***

(c.) How have changes in the price of conventional energy affected the price of solar generated electricity since January 1, 2011? Explain any trends and describe the principal factors that have affected these changes in price.

Overall price increase	No Change in price	Overall price decrease	Fluctuate with no clear trend	Explanation and factors
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**IV-18. Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of CSPV products since January 1, 2011?

No	Yes	If yes, please describe and quantify if possible.
<input type="checkbox"/>	<input type="checkbox"/>	

**IV-19. Conditions of competition.**--

(a) Is the market for CSPV products subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to CSPV products? If yes, describe.

Check all that apply.	Please describe.
<input type="checkbox"/> <b>No</b>	Skip to question IV-20.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for CSPV products since January 1, 2011?

No	Yes	If yes, describe.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-20. **Supply constraints.**--Has your firm refused, declined, or been unable to supply CSPV products since January 1, 2011 (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	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-21. **Raw materials.**--How have prices for the raw materials used to produce CSPV products changed since January 1, 2011?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for CSPV products.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-22. **Interchangeability.**—Are CSPV products 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 O 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

O = *no familiarity* with products from a specified country-pair

Country-pair	China	Taiwan	Other countries
United States			
China	X		
Taiwan	X	X	
For any country-pair producing CSPV products that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:  _____			

IV-23. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between CSPV products 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 O 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

O = *no familiarity* with products from a specified country-pair

Country-pair	China	Taiwan	Other countries
United States			
China	X		
Taiwan	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 CSPV products, identify the country-pair and report the advantages or disadvantages imparted by such factors:  _____			

IV-24. **Customer identification**--List the names and contact information for your firm's 10 largest U.S. customers for CSPV products since January 1, 2011. Indicate the share of the quantity of your firm's total shipments of CSPV products that each of these customers accounted for in 2013.

	Customer's name	City	State	Share of 2013 sales (%)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

IV-25. **Competition From Imports--Lost Revenue.**--

Since January 1, 2011, to avoid losing sales to competitors, which were selling CSPV products from China and/or Taiwan, did your firm:

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

If you indicated "yes" above, please contact Aimee Larsen, Economist (202-205-3179, [Aimee.Larsen@usitc.gov](mailto:Aimee.Larsen@usitc.gov)) for a spreadsheet that will allow you to furnish the following information for each affected transaction:

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your firm's initial price quotation
- Quantity involved
- Your firm's initial **rejected** price quotation (total delivered value)
- Your firm's **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)

**Please DO NOT RE-SUBMIT allegations provided in the preliminary phase of this proceeding.**

IV-26. **Competition From Imports--Lost Sales.** —

Since January 1, 2011, did your firm lose sales of CSPV products to U.S. imports of these products from China and/or Taiwan?

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

If you indicated “yes” above, please contact Aimee Larsen, Economist (202-205-3179, [Aimee.Larsen@usitc.gov](mailto:Aimee.Larsen@usitc.gov)) for a spreadsheet that will allow you to furnish the following information for each affected transaction:

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your firm’s price quotation
- Quantity involved
- Your firm’s 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)

**Please DO NOT RE-SUBMIT allegations provided in the preliminary phase of this proceeding.**

IV-27. **Other explanations**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

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## OPTIONS FOR FILING THIS QUESTIONNAIRE RESPONSE WITH THE ITC

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

[LINK](#)

***Please do not attempt to modify the format or permissions of the questionnaire document.*** Please complete the questionnaire and submit it electronically using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the completed questionnaire in MS Word format along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

**Web address:** <https://dropbox.usitc.gov/oinv/> **Pin:** **SUN2**

- **E-mail.**—E-mail your questionnaire to the investigator identified on page 4 of this questionnaire; include a scanned copy of the signed certification page (page 1).

*Please note that submitting your questionnaire by e-mail may subject your firm’s business proprietary information to transmission over an unsecure environment and to possible disclosure. If you choose this option, the Commission warns you that any risk involving possible disclosure of such information is assumed by the submitter and not by the Commission.*

- **Compact disc (CD).**—Copy your MS Word questionnaire onto a CD. Also please include a signed certification page (page 1), and mail to the U.S. International Trade Commission, 500 E. Street, SW, Washington, DC 20024. *It is strongly recommended that you use an **overnight mail service**. U.S. mail sent to government offices undergoes additional processing which not only results in substantial delays in delivery but may also damage CDs.*

Note: If you are a party to the proceeding, and service of the questionnaire is required, such service should be made in paper form.

**If you determine that your firm does not produce this product**, please complete page 1 of the respective questionnaire by: (1) Filling in your name and address, (2) Checking the “no” box, (3) Signing the bottom of page 1, and (4) Returning page 1 to the Commission using any of the methods listed above.