

U.S. PURCHASERS' QUESTIONNAIRE

CRYSTALLINE SILICON PHOTOVOLTAIC CELLS AND MODULES FROM CHINA

This questionnaire must be received by the Commission by **September 19, 2018**

See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the countervailing duty and antidumping orders concerning Crystalline Silicon Photovoltaic Cells and Modules ("CSPV cells and modules") from China (Inv. No. 701-TA-481 & 731-TA-1190 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from James Horne (202-205-2722, James.Horne@usitc.gov).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p>Has your firm purchased CSPV cells and modules (as defined on the next page) <u>from any source</u> (domestic or foreign) at any time since January 1, 2012?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Return questionnaire via the Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: CSPV1)</p>
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CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.

I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone:

Email address

PART I.—GENERAL INFORMATION

Background.-- On December 7, 2012, the Department of Commerce ("Commerce") issued antidumping and countervailing duty orders on imports of crystalline silicon photovoltaic ("CSPV") cells and modules from China (77 FR 73017–73021). On November 1, 2017, the Commission instituted reviews pursuant to section 751(c) of the Tariff Act of 1930 (19 U.S.C. § 1675(c)) (the Act) to determine whether revocation of the orders would be likely to lead to continuation or recurrence of material injury to the domestic industry within a reasonably foreseeable time. If both the Commission and Commerce make affirmative determinations, the orders will remain in place. If either the Commission or Commerce makes negative determinations, Commerce will revoke the orders. Questionnaires and other information pertinent to this proceeding are available at

https://www.usitc.gov/investigations/701731/2017/crystalline_silicon_photovoltaic_cells_and_modules/first_review_full.htm

CSPV Cells and Modules covered by these reviews are defined by Commerce as follows:

The merchandise covered by the order are crystalline silicon photovoltaic cells, and modules, laminates, and panels, consisting of crystalline silicon photovoltaic cells, whether or not partially or fully assembled into other products, including, but not limited to, modules, laminates, panels and building integrated materials.

The order covers 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 under consideration may be described at the time of importation as parts for final finished products that are assembled after importation, including, but not limited to, modules, laminates, panels, building-integrated modules, building-integrated panels, or other finished goods kits. Such parts that otherwise meet the definition of merchandise under consideration are included in the scope of the orders.

Excluded from the scope of the order are thin film photovoltaic products produced from amorphous silicon (a-Si), cadmium telluride (CdTe), or copper indium gallium selenide (CIGS). Also excluded from the scope of the order are crystalline silicon photovoltaic cells, not exceeding 10,000 mm² 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.

Additionally, excluded from the scope of this order are panels with surface area from 3,450 mm² to 33,782 mm² with one black wire and one red wire (each of type 22 AWG or 24 AWG not more than 206 mm in length when measured from panel extrusion), and not exceeding 2.9 volts, 1.1 amps, and 3.19 watts. For the purposes of this exclusion, no panel shall contain an internal battery or external computer peripheral ports.

Modules, laminates, and panels produced in a third-country from cells produced in China are covered by the orders; however, modules, laminates, and panels produced in China from cells produced in a third-country are not covered by the order.

Merchandise covered by this order is currently classified in the Harmonized Tariff System of the United States (HTSUS) under subheadings 8501.61.0000, 8507.20.80, 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 the order is dispositive.

Module--A joined group of CSPV cells, regardless of the number of cells or the shape of the joined group, that are capable of generating electricity. The term “**module**” is frequently used interchangeably with the term “**panel**.” A “**laminated**” is a module that does not have a frame.

Purchaser--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing certain crystalline silicon photovoltaic products from another firm that produces, imports, or otherwise distributes CSPV cells and modules.

Reporting of information--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire in connection with this proceeding (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

Confidentiality--The commercial and financial data furnished in response to this questionnaire 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 this questionnaire 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. Please also retain a copy of the final document that you submit.

Release of information--The information provided by your firm in response to this questionnaire, 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-1. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire, if different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single response.**

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

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I-2. **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-3. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that import CSPV cells and modules into the United States or that export CSPV cells and modules to the United States?

No Yes--List the following information.

Firm name	Country	Affiliation

I-4. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that produce certain CSPV cells and modules?

No Yes--List the following information.

Firm name and country	Country	Affiliation

I-5. **Business plan.**--Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for CSPV cells and modules?

No	Yes	If yes, please provide these documents. If you are not providing the requested documents, please explain why not.
<input type="checkbox"/>	<input type="checkbox"/>	

PART II.--PURCHASES

Contact information.--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	

II-1. **Purchases.**--Please report your firm's U.S. purchases of CSPV cells and modules in 2017. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer's questionnaire.)

Note.—*For CSPV modules, report module origin based on cell origin* (e.g., purchases of modules assembled in Malaysia using Chinese-origin cells should be reported as "China").

Crystalline silicon photovoltaic products produced in:	Purchases in 2017	
	CSPV cells (kilowatts)	CSPV modules (kilowatts)
United States		
China		
All other countries		
Sources unknown		
Total purchases	0.0	0.0

II-2. **Purchases before and after order.--**

(a) Did your firm purchase CSPV cells and modules from China before 2012?

No--skip to (c) Yes

(b) If yes, has your pattern of purchasing CSPV cells and modules from China changed since 2012?

<input type="checkbox"/>	No, our pattern of purchasing is essentially unchanged.
<input type="checkbox"/>	Yes, we discontinued purchases from China because of the order.
<input type="checkbox"/>	Yes, we reduced purchases from China because of the order.
<input type="checkbox"/>	Yes, but we changed the pattern of purchases from China for reasons other than the order (please explain below).

(c) Has your pattern of purchasing CSPV cells and modules from non-subject foreign sources (i.e., countries other than China) changed since 2012?

<input type="checkbox"/>	We did not purchase from non-subject foreign sources before or after the order.
<input type="checkbox"/>	No, our pattern of purchasing is essentially unchanged.
<input type="checkbox"/>	Yes, we increased purchases from non-subject foreign sources because of the order.
<input type="checkbox"/>	Yes, but we changed our pattern of purchases from non-subject foreign sources for reasons other than the order (please explain below).

II-3. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of CSPV cells and modules from different sources have changed since January 1, 2012.

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

II-4. **Country knowledge.**--Please indicate the countries of origin with which your firm has experience or information in the market for CSPV cells and modules.

United States	China	Other countries	Other countries (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-5. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for CSPV cells and modules since January 1, 2012. Also, provide the share of the quantity of your firm's total purchases of CSPV cells and modules that each of these suppliers accounted for in 2017.

No.	Supplier's name	City and state	Share of quantity of 2017 purchases
1			%
2			%
3			%
4			%
5			%

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

<input type="checkbox"/>	Residential Installer
<input type="checkbox"/>	Commercial Installer
<input type="checkbox"/>	Utility Company/Developer
<input type="checkbox"/>	Distributor of Cells
<input type="checkbox"/>	Distributor of Modules
<input type="checkbox"/>	Module Assembler
<input type="checkbox"/>	Other (Describe: _____)

If your firm is a distributor of CSPV cells and modules, please answer questions III-2 and III-3.

III-2. **Competition for sales.**--Do you compete for sales to your customers with the manufacturers or importers from which you purchase CSPV cells and modules?

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

III-3. **Types of customers.**--What are the major types of consumers to which you sell CSPV cells and modules?

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If your firm is an end user of CSPV cells and modules, please answer questions III-4 and III-5.

III-4. End uses.—

- (a) Estimate the percent of your total production cost that is accounted for by CSPV cells and by other inputs (such as labor, energy, and other raw materials) in modules.

Product(s) your firm produces	Share of total cost in each of the product(s) your firm produces accounted for by				Total (should sum to 100.0% across)
	CSPV cells		Other inputs		
Module	%	+	%	=	0.0 %

- (b) For products you make using CSPV modules, please estimate the percent of your total production cost that is accounted for by CSPV modules and by other inputs (such as labor, energy, and other raw materials).

Product(s) your firm produces	Share of total cost in each of the product(s) your firm produces accounted for by				Total (should sum to 100.0% across)
	CSPV modules		Other inputs		
Residential system	%	+	%	=	0.0 %
Commercial system	%	+	%	=	0.0 %
Utility system	%	+	%	=	0.0 %
Off grid portable consumer goods	%	+	%	=	0.0 %
Other:	%	+	%	=	0.0 %

- (c) Have there been any changes in the end uses of CSPV cells and modules since January 1, 2012? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since January 1, 2012	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

(a) Has the demand for your firm's final products incorporating CSPV cells and modules changed since January 1, 2012?

Increased	No change	Decreased	Fluctuated
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) Has this had any effect on your firm's demand for CSPV cells and modules?

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

III-6. Substitutes.--

(a) Are thin film solar products considered substitutes for CSPV cells and modules in the same end use(s)?

Substitutes	Are these considered substitutes in the market?		End use(s) in which this substitute is used	Have changes in the price of this substitute affected the price for CSPV cells and modules?		
	No	Yes		No	Yes	Explanation
Thin film solar products	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	

(b) Can other products not already listed in part "a" of this question be substituted for CSPV cells and modules?

No Yes--Please fill out the table.

	Other substitutes	End use in which this substitute is used	Have changes in the price of this substitute affected the price for CSPV cells and modules?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

(c) Have there been any changes in the number or types of products that can be substituted for CSPV cells and modules since January 1, 2012? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since January 1, 2012	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-7. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for CSPV cells and modules has changed since January 1, 2012, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Demand since January 1, 2012					
Within the United States (Residential)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Within the United States (Utility)	<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"/>	
Anticipated future demand					
Within the United States (Residential)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Within the United States (Utility)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss CSPV cells and modules supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 2012 to the present and forecasts for the future.

III-9. **Country preferences.**--Do you or your customers ever specifically order CSPV cells and modules from one country in particular over other possible sources of supply?

No	Yes	If yes, identify the countries and explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-10. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2017 purchases of CSPV cells and modules that required CSPV cells and modules produced in the United States.

	Estimated percentage of your firm's total 2017 purchases of CSPV cells and modules
Purchases that did not require domestic product	%
Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions)	%
Purchases that were not required by law or regulation, but were required by your customers to be domestic product	%
Purchases that were required to be domestic product for other reasons (explain:)	%
Total (should sum to 100.0%)	0.0 %

III-11. **Conditions of competition.**--

(a) Is the market for CSPV cells and modules subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to CSPV cells and modules?

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question III-12.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

(b) If yes, have there been any changes in the business cycles or conditions of competition for CSPV cells and modules since January 1, 2012?

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

III-12. **Decisions based on producer and country-of-origin.**-- How often does your firm, and if you know, do your customers, make purchasing decisions involving CSPV cells and modules based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
Decision based on producer					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Decision based on country of origin					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Availability of supply.**--Has the availability of CSPV cells and modules in the U.S. market changed since January 1, 2012? Do you anticipate any future changes?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
Changes since January 1, 2012:			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from China	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from all other countries	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes:			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from China	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from all other countries	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Availability of specific product types.**--Are certain grades/types/sizes of CSPV cells and modules only available from certain country sources?

No	Yes	If yes, please identify the countries and the grade/type/size.
<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Government Incentives.**--

- (a) Indicate how in the level or availability of government incentives for CSPV cells and modules affect demand for CSPV has changed since January 1, 2012, and how you anticipate demand will change in the future based on the level or availability of government incentives? 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 might affect demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Demand since January 1, 2012					
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"/>	
Anticipated future demand					
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"/>	

- (b) How have changes in the availability of government incentives affected the price of solar generated electricity since January 1, 2012? Explain any trends and describe the principal factors that might affect 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"/>	

III-16. Conventional energy sources.--

(a) How have prices of electricity generated from U.S. conventional energy sources such as natural gas and coal impacted demand for CSPV cells and modules in each sector below since January 1, 2012? Describe the principal factors that have affected these changes in demand.

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"/>	

(b) How have changes in the price of electricity generated from U.S. conventional energy sources affected the price of solar generated electricity since January 1, 2012? 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"/>	

III-17. Supply constraints.--Has any firm refused, declined, or been unable to supply your firm with CSPV cells and modules since January 1, 2012 (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, being unable to meet timely shipment commitments, etc.)?

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

III-18. Purchasing frequency.--

(a) How frequently do you make purchases of CSPV cells and modules (check one)?

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

(b) Do you expect this purchasing frequency to change in the next two years?

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

III-19. Number of suppliers contacted.--How many suppliers do you generally contact before making a purchase? Between ____ and ____ firms.

III-20. Supplier negotiations.--Do your firm's purchases of CSPV cells and modules usually involve negotiations between supplier and purchaser?

No	Yes	If yes, explain the factors you generally negotiate and note whether your firm quotes competing prices during negotiations.
<input type="checkbox"/>	<input type="checkbox"/>	

III-21. Change in suppliers.-- Has your firm changed suppliers since January 1, 2012?

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change.
<input type="checkbox"/>	<input type="checkbox"/>	

III-22. New suppliers.--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2012?

No	Yes	If yes, please identify the firms.
<input type="checkbox"/>	<input type="checkbox"/>	

(b) Do you expect new suppliers of CSPV cells and modules to enter the U.S. market?

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

III-23. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell CSPV cells and modules to your firm?

If yes, provide the following information.

- The number of days to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

No	Yes	Number of days	Process and factors
<input type="checkbox"/>	<input type="checkbox"/>		

III-24. **Failure to certify.**--Since January 1, 2012, have any domestic or foreign producers failed in their attempts to certify or qualify their CSPV cells and modules with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
<input type="checkbox"/>	<input type="checkbox"/>	

III-25. **Major purchasing factors.**-- Please list, in order of their importance, the three major factors your firm considers in deciding from whom to purchase CSPV cells and modules (examples may include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Please list any other factors that are very important in your purchase decisions:	

III-26. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for CSPV cells and modules.

Factor	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bankability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cell count (60, 72, 90-cell modules)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cell efficiency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Module racking systems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Warranty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wattage	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-27. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of CSPV cells and modules?

III-28. **Minimum quality.**--How often do CSPV cells and modules from the following countries meet minimum quality specifications for your uses or your customers' uses?

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

III-29. **Frequency of decisions based on price.**--How often does your firm purchase the CSPV cells and modules that is offered at the lowest price?

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

III-30. **Price leaders.**--A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that are followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the CSPV cells and modules market since January 1, 2012.

Firm(s)	Describe how the firm(s) exhibited price leadership

III-31. **Changes in U.S. industry.**--

(a) Please identify and discuss any improvements/changes in the U.S. CSPV cells and modules industry since January 1, 2012 and explain the factors, including the order(s) under review, which were responsible for each improvement/change.

(b) Please discuss any improvements/changes that you anticipate in the future in the U.S. CSPV cells and modules industry. Identify the time period and causes for these improvements/changes.

III-32. **Effect of revocation of orders.**-- What do you think will be the effects on your firm and on the U.S. market of any revocation of the countervailing duty order on imports of CSPV cells and modules from China?

III-33. **Impact of the section 201 safeguard on firm and market--**

(a) Did the announcement on January 22, 2018 and subsequent implementation of remedies in the section 201 safeguard proceeding have any discernible impact on your firm's CSPV cell and module operations and/or the market as a whole? Include in this discussion the impact of the 2.5 GW exemption and tariff-rate quotas for CSPV cells if applicable.

No Yes--Please specify.

Item	Response
Impact on firm ¹	
Impact on overall market ²	
¹ Please identify the magnitude and timing of any effects, and compare your firm's operations before and after the announcement of the safeguard measures on January 22, 2018. ² Please identify the magnitude and timing of any effects, and compare the overall market before and after the announcement of the safeguard measures on January 22, 2018.	

(b) **Assessment of specific impacts of the section 201 safeguard.**--Please indicate the impact that your firm has observed with regards to the announcement on January 22, 2018 and subsequent implementation of remedies in the section 201 safeguard proceeding.

Item	Overall improve	No change	Overall worsen	Fluctuate with no clear trend	Explanation and factors
Overall demand for CSPV cells and modules in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Prices for CSPV cells and modules in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Impact on your firm's CSPV cell and module operations in the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(c) **Changes to forward looking outlook due to the section 201 safeguard.**--What impact did the announcement on January 22, 2018 and subsequent implementation of remedies in the section 201 safeguard proceeding have on your firm's forward-looking outlook?

Item	Strongly worsened	Somewhat worsened	No change	Somewhat improved	Strongly improved
Firm's forward looking outlook	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Narrative explanation:

PART IV.--PRODUCT COMPARISONS

IV-1. **Interchangeability**--Are CSPV cells and modules 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	Other countries
United States		
China		
For any country-pair producing CSPV cells and modules that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:		

IV-2. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between CSPV cells and modules produced in the United States and in other countries a significant factor in your firm's purchases 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	Other countries
United States		
China		
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 cells and modules, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

IV-3. **Factor country comparisons.**--For the factors listed below, please rate how CSPV cells and modules produced in each country you identified in your response to question II-4 compares with CSPV cells and modules produced in each of the other countries you identified.

If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

Factor	Product from <u>United States</u> compared to product from <u>China</u>			Product from <u>United States</u> compared to product from <u>Nonsubject countries</u>			Product from <u>China</u> compared to product from <u>Nonsubject countries</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bankability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cell count (60, 72, 90–cell modules)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cell efficiency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Module racking systems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Warranty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wattage	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

IV-4. **Change in price.--**

- (a) Since January 1, 2012, has there been a change in the price of CSPV cells and modules? If so, has the price of U.S.-produced CSPV cells and modules changed more or less than the price of imported CSPV cells and modules from China?

<input type="checkbox"/>	No change in price.
<input type="checkbox"/>	Prices have changed by the same amount.
<input type="checkbox"/>	Price of U.S.-produced CSPV cells and modules has changed relative to the price of CSPV cells and modules from China.

- (b) If the price of U.S.-produced CSPV cells and modules has changed relative to the price of CSPV cells and modules from China, the price of U.S.-produced CSPV cells and modules is now relatively

Higher	Lower	
<input type="checkbox"/>	<input type="checkbox"/>	than those from China.

IV-5. **Product Comparisons.**--

(a) Has your firm evaluated both CSPV modules and thin film for the same end use or project?

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

(b) If yes, for what share of your firm's purchases have you considered both CSPV modules and thin film for the same end use of project since 2012? Share ___%?

--

(c) For what applications did you consider both?

--

(d) Has demand for thin film increased since May 17th 2017?

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

PART V.—ADDITIONAL INFORMATION

V-1. **Other explanations.**--If your firm would like to further explain a response to any question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

--

V-2. **OMB statistics.**--Please report the actual number of hours required and the cost to your firm of completing this questionnaire.

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 40 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

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

https://usitc.gov/investigations/701731/2017/crystalline_silicon_photovoltaic_cells_and_modules/first_review_full.htm

Please do not attempt to modify the format or permissions of the questionnaire document. Please submit the completed questionnaire 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 MS Word questionnaire 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:** **CSPV1**

- **E-mail.**—E-mail the MS Word questionnaire to James.Horne@usitc.gov; include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

If your firm does not purchase this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

Parties to this proceeding.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.