

**PURCHASERS' QUESTIONNAIRE**  
**DIAMOND SAWBLADES AND PARTS THEREOF FROM CHINA AND KOREA**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than March 13, 2006**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning diamond sawblades and parts thereof from China and Korea (inv. No. 731-TA-1092-1093 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Gerry Benedick (202-205-3244).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm purchased diamond sawblades and parts thereof (DSB products) (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2003?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)  
 **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**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 signing 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 review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout these investigations 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 these investigations or related proceedings for which this information is submitted, or in internal audits and investigations 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 and Title of Authorized Official*

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

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

\_\_\_\_\_ hours \_\_\_\_\_ dollars

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

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

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

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

No  Yes--List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing DSB products from China or Korea into the United States or which are engaged in exporting DSB products from China or Korea to the United States?

No  Yes--List the following information.

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

**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of DSB products?

No                       Yes--List the following information.

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

Unless otherwise instructed, please answer all questions in this questionnaire based on your firm's total U.S. purchases of diamond saw blades and parts thereof (DSB products) during January 2003-December 2005. If your responses differ by purchases of different categories of DSB products (finished DSBs, DSB cores, or DSB segments), by purchases for different end uses, by purchases from different types of U.S. suppliers (U.S. producers, importers, distributors, retailers, etc.), or by purchases of different diameters or types of finished diamond sawblades (segmented, continuous rim, laser-welded, soldered/brazed, sintered, etc.), please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

**PART II.--PURCHASES**

II-1. Report, as indicated below, shipment data for your firm's purchases of U.S.-produced DSB products DIRECTLY from the U.S. producers, purchases of foreign-produced DSB products DIRECTLY from U.S. importers, and purchases of DSB products from all other U.S. suppliers (e.g., U.S. distributors, retailers, etc., unrelated to the U.S. producers and importers). (End users that DIRECTLY IMPORT DSB products for their own use or to be included with their downstream products, should report those imports in the Commission's importer questionnaire and NOT here in this purchaser questionnaire). Report shipment data based on dates of deliveries for DSB products received by your firm, not order dates, and report delivered values to your firm's U.S. receiving locations. Report separately purchases from (1) the U.S. producers and/or importers and purchases from (2) all other U.S. suppliers (check the appropriate box and COPY THIS TABLE AS NEEDED). In addition report separately, as indicated in the tables, by country of origin and for purchases of finished DSBs, DSB cores, and DSB segments that apply to your firm.

(1) Direct purchases from U.S. producers and/or importers

(2) Purchases from all others (e.g., distributors, retailers, etc., unrelated to U.S. producers and importers)

**Finished DSBs:**

<i>(Quantity in number of finished DSBs, value in U.S. dollars)</i>			
Item	2003	2004	2005
<b>U.S.-PRODUCED FINISHED DSBs:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>IMPORTED FINISHED DSBs FROM CHINA:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>IMPORTED FINISHED DSBs FROM KOREA:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>IMPORTED FINISHED DSBs FROM ALL OTHER COUNTRIES:<sup>1</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please identify these countries:			

**PART II.--PURCHASES--Continued**

II-1. Continued

(1) Direct purchases from U.S. producers and/or importers

(2) Purchases from all others (e.g., distributors, retailers, etc., unrelated to U.S. producers and importers)

**DSB cores:**

<i>(Quantity in number of DSB cores, value in U.S. dollars)</i>			
Item	2003	2004	2005
<b>U.S.-PRODUCED CORES:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>IMPORTED CORES FROM CHINA:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>IMPORTED CORES FROM KOREA:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>IMPORTED CORES FROM ALL OTHER COUNTRIES:<sup>1</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please identify these countries:			

**PART II.--PURCHASES--Continued**

II-1. Continued

(1) Direct purchases from U.S. producers and/or importers

(2) Purchases from all others (e.g., distributors, retailers, etc., unrelated to U.S. producers and importers)

**DSB Segments:**

<i>(Quantity in number of DSB segments, value in U.S. dollars)</i>			
Item	2003	2004	2005
<b>U.S.-PRODUCED SEGMENTS:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>IMPORTED SEGMENTS FROM CHINA:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>IMPORTED SEGMENTS FROM KOREA:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>IMPORTED SEGMENTS FROM ALL OTHER COUNTRIES:<sup>1</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please identify these countries:			

**PART II.--PURCHASES--Continued**

II-2. If the relative levels of your firm's purchases of DSB products from different country sources (both domestic and foreign) have changed since 2003, please list the country, state whether the relative share from that country has increased or decreased, and state the reasons. Also, identify the DSB product category--finished DSBs, DSB cores, and/or DSB segments.

Country	Product category	Increase/decrease	Reason(s)

II-3. If your firm purchased DSB products from only one country since 2003, please explain the reasons for doing so and identify the product category(ies)--finished DSBs, DSB cores, and/or DSB segments.

Finished DSBs: \_\_\_\_\_

\_\_\_\_\_

Cores: \_\_\_\_\_

\_\_\_\_\_

Segments: \_\_\_\_\_

\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. Which of the following best describes your firm as a purchaser of DSB products (check all purchaser types that apply to your firm)? Indicate the specific product categories—finished DSBs, DSB cores, and DSB segments for each type of purchaser checked. If known, note the specific end uses.

**DISTRIBUTOR:**

**BRANDED DISTRIBUTOR**

**OTHER DISTRIBUTOR** (specify \_\_\_\_\_)

Finished DSBs  Cores  Segments  (Check all that apply)

(\_\_\_\_\_)

**RETAILER:**

**NATIONAL BIG BOX RETAILER**  **RENTAL FIRM**

**OTHER RETAILER** (specify \_\_\_\_\_)

Finished DSBs  Cores  Segments  (Check all that apply)

(\_\_\_\_\_)

**OEM:**

**SPECIAL PURPOSE DIAMOND SAW PRODUCER**

**GENERAL PURPOSE SAW PRODUCER**

**DSB PRODUCER**  **OTHER** (specify \_\_\_\_\_)

Finished DSBs  Cores  Segments  (Check all that apply)

(\_\_\_\_\_)

**END USER:**

**PROFESSIONAL CONSTRUCTION**  **OTHER** (specify \_\_\_\_\_)

Finished DSBs  Cores  Segments  (Check all that apply)

(\_\_\_\_\_)

**OTHER:**

(specify \_\_\_\_\_)

Finished DSBs  Cores  Segments  (Check all that apply)

(\_\_\_\_\_)



**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-2. If your firm is a distributor , retailer , or other type of reseller  (check one) of DSB products, what are the major types of customers to which you sell DSB products? Respond for the category(ies) of DSB products that you sell.

Finished DSBs: \_\_\_\_\_

Cores: \_\_\_\_\_

Segments: \_\_\_\_\_

III-3. If your firm is a distributor , retailer , or other type of reseller  (check one) of DSB products, do you compete for sales to your customers with those manufacturers and importers from which you purchase DSB products? Respond for the category(ies) of DSB products that you sell.

Finished DSBs: \_\_\_\_\_

Cores: \_\_\_\_\_

Segments: \_\_\_\_\_

III-4. a) If your firm is an OEM (e.g. saw producer), list in order of value your firm's top 3 products for which it *purchases* finished DSB products to accompany its product(s). Please indicate what percentage of the total cost of your output product is accounted for by the purchased finished DSB.

<u>Product you produce</u>	<u>Percent of cost accounted for by purchased-- finished DSBs</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

b) If your firm is an end user of finished DSBs, list in order of the total value of your firm's top products/uses for which it *purchases* the finished DSBs as a component part or input. Please indicate what percentage of the total cost of the final product/use is accounted for by the finished DSBs.

(1) End use as it relates to the material(s) being cut (specify the material(s)):

<u>End use</u>	<u>Share of total cost for cutting material accounted for by finished DSBs (percent)</u>
_____	_____
_____	_____

(2) End use as it relates to the overall project and not just restricted to the material(s) being cut (specify the material(s) and the overall project):

<u>End use</u>	<u>Share of total project cost accounted for by finished DSBs (percent)</u>
_____	_____
_____	_____

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-5. (a) If your firm is an end user of DSB cores and/or segments, has the demand for your firm's final products for which you use your *purchased* DSB cores and/or segments changed since 2003?

**DSB cores:**

Increased                       Unchanged                       Decreased

(b) Has this had any effect on your firm's demand for DSB cores?

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**DSB segments:**

Increased                       Unchanged                       Decreased

(c) Has this had any effect on your firm's demand for DSB segments?

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III-6. a) If your firm is an end user or OEM of finished DSBs, has the demand for your firm's products/uses for which you use your *purchased* finished DSBs changed since 2003?

Increased                       Unchanged                       Decreased

(b) Has this had any effect on your firm's demand for finished DSBs?

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III-7. Have there been any changes in the end uses of finished DSBs since 2003?

No                       Yes--Discuss the changes, noting the time period in which they occurred.

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III-8. Do you anticipate any changes in terms of the end uses of finished DSBs in the future?

No                       Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-9. (a) Please list in order of importance any products that may be substituted for finished DSBs. If none, please indicate. (*Substitute products are products that can, based on market price considerations and residential consumer/industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product--some consumers/industrial users may require greater price changes than others before they switch among the alternative products*).

\_\_\_ None (skip to question III-10)

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications/end uses and specify the materials being cut for which they are substitutes.

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(c) Have changes in the prices of these products affected the price or quantity (increases and/or decreases) for finished DSBs in the U.S. market since 2003?

No

Yes--Please explain how changes in the relative prices of the above substitutes affect the price or quantity of finished DSBs or vice-a-versa. Also identify the percentage change in relative prices and the time lag for any such impact and whether this varies by type of finished DSB, application/end use, or material being cut.

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III-10. Have there been any changes in the number or types of products that can be substituted for finished DSBs since 2003?

No

Yes--Please explain.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-11. Please discuss the extent to which different types of finished DSBs may substitute for each other in the U.S. market and the most likely application/end uses (identify the material(s) being cut) for which they may be substitutes. Discuss separately any substitution between (1) segmented and continuous rim finished DSBs, (2) substitution among finished DSBs where the core and cutting surface are laser welded, soldered/brazed, or sintered, (3) substitution among finished DSBs of different diameters, (4) substitution among different grades of finished DSBs (specify physical quality characteristics of the finished DSBs that you consider), and (5) any other types of substitution among different types of finished DSBs. If none, please indicate

\_\_\_ None (skip to question IV-B-12)

*(1) Segmented versus continuous rim DSBs* \_\_\_\_\_

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*(2) Laser welded, soldered/brazed, or sintered DSBs* \_\_\_\_\_

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*(3) Different diameters of DSBs* \_\_\_\_\_

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*(4) Different grades of DSBs* \_\_\_\_\_

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*(5) Other types of DSB substitution* \_\_\_\_\_

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-12. How has demand within the United States (and outside the United States, if known) for DSB products changed since January 1, 2003? What principal factors affected changes in demand? Report separately as applicable to your firm for finished DSBs, DSB cores, and DSB segments; COPY THIS QUESTION AS NEEDED for more than one product category. If responses remain the same by product category, then check all that apply to your firm for such response on a single page.

**United States:**

Finished DSBs  Cores  Segments  (Check as applicable)

Increased  Unchanged  Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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

**Outside the United States (specify countries \_\_\_\_\_):**

Finished DSBs  Cores  Segments  (Check as applicable)

Increased  Unchanged  Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-13. Do you anticipate any future changes in demand for DSB products in the United States (and outside the U.S. market, if known)?

No-- **United States:**

Finished DSBs  Cores  Segments  (Check as applicable)

**Outside U.S. market (specify \_\_\_\_\_):**

Finished DSBs  Cores  Segments  (Check as applicable)

Yes--Please describe and quantify if possible and respond separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

**United States:**

Finished DSBs \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Cores \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Segments \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Outside the U.S. market (specify \_\_\_\_\_):**

Finished DSBs \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Cores \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Segments \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-14. (a) Is the finished DSB market in the United States subject to business cycles, product cycles, or conditions of competition distinctive to finished DSBs?

No--Identify factors affecting U.S. demand for finished DSBs.

Yes--Please explain and provide estimates of the duration of any such cycle and identify any other factors affecting U.S. demand for finished DSBs.

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(b) Has the emergence of new markets for finished DSBs since 2003 affected the business cycles, conditions of competition distinctive to finished DSBs, and/or other demand factors in the U.S. market?

No  Yes--Please explain any such changes.

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III-15. Is buying a product that is produced in the United States an important factor in your firm's purchases of DSB products (please check ALL that apply)? Answer separately for finished DSBs, DSB cores, and DSB segments as they apply to your firm.

**Finished DSBs:**

No

Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of the total value of your firm's purchases of finished DSBs in 2005.

Yes--Purchases of domestic product are not required by law or regulation, but are by your firm or its customers. This involves \_\_\_\_ percent of the total value of your firm's purchases of finished DSBs in 2005.

Yes--Purchases of domestic product are required for other reasons (please specify these reasons below, e.g. short lead times required, customization, etc.). This involves \_\_\_\_ percent of the total value of your firm's purchases of finished DSBs in 2005.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-15. Continued--

**Cores:**

- No
  - Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of the total value of your firm's purchases of finished DSBs in 2005.
  - Yes--Purchases of domestic product are not required by law or regulation, but are by your firm or its customers. This involves \_\_\_\_ percent of the total value of your firm's purchases of finished DSBs in 2005.
  - Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of the total value of your firm's purchases of finished DSBs in 2005.
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**Segments:**

- No
  - Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of the total value of your firm's purchases of finished DSBs in 2005.
  - Yes--Purchases of domestic product are not required by law or regulation, but are by your firm or its customers. This involves \_\_\_\_ percent of the total value of your firm's purchases of finished DSBs in 2005.
  - Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of the total value of your firm's purchases of finished DSBs in 2005.
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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-16. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving finished DSBs based on the producer of the finished DSBs you purchase?

Your firm:             Always     Usually     Sometimes     Never  
Your customers:     Always     Usually     Sometimes     Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: \_\_\_\_\_  
\_\_\_\_\_

Your customers: \_\_\_\_\_  
\_\_\_\_\_

III-17. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving finished DSBs based on the country of origin of the finished DSBs you purchase?

Your firm:             Always     Usually     Sometimes     Never  
Your customers:     Always     Usually     Sometimes     Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: \_\_\_\_\_  
\_\_\_\_\_

Your customers: \_\_\_\_\_  
\_\_\_\_\_

III-18. How frequently do you make purchases of finished DSBs?

Daily     Weekly     Monthly     Quarterly     Annually  
 Other (specify) \_\_\_\_\_)

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-19. (a) Do purchases of finished DSBs usually involve negotiations between supplier and purchaser or does the supplier typically set the terms (price, payment methods, etc.)?

Supplier sets price       Negotiate--Please describe these negotiations and identify the type of supplier (e.g. producer, importer, distributor, or retailers, etc.).

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b) Discuss how (1) the length of the purchase contract/agreement and (2) the volume of purchases affect the purchase price of finished DSBs.

(1) \_\_\_\_\_

(2) \_\_\_\_\_

c) Does your firm mention competing prices to your supplier(s) when negotiating a price for finished DSBs?

No       Yes

(d) Does your firm tend to vary its purchases of finished DSBs from a given supplier within a specified time period based on the price offered for that period?

No       Yes--Specify the time period.

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III-20. How many suppliers do you generally contact before making a purchase of finished DSBs?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-21. Have you changed suppliers of DSB products since 2003? Answer separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

No:      Finished DSBs               Cores  Segments

Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

Finished DSBs \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Cores \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Segments \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-22. (a) Are you aware of any new suppliers of DSB products, either foreign or domestic, that have entered the U.S. market since 2003? Answer separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

No:      Finished DSBs               Cores  Segments

Yes--Please identify the firms and indicate how you become aware of them.

Finished DSBs \_\_\_\_\_

\_\_\_\_\_

Cores \_\_\_\_\_

\_\_\_\_\_

Segments \_\_\_\_\_

\_\_\_\_\_

(b) Do you expect new suppliers of DSB products to enter the market in the future?

No:      Finished DSBs               Cores  Segments

Yes--Please provide details, noting the specific future time period and country(ies) of origin in your response.

Finished DSBs \_\_\_\_\_

\_\_\_\_\_

Cores \_\_\_\_\_

\_\_\_\_\_

Segments \_\_\_\_\_

\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-23. Do you require your suppliers to become certified or prequalified with respect to the grade, quality, size, or other performance characteristic of the DSB products they sell to your firm? Answer separately for finished DSBs, DSB cores, and DSB segments.

**Finished DSBs:**

No             Yes— \_\_\_\_ percent of such purchases in 2005             Yes—all purchases

**Cores:**

No             Yes— \_\_\_\_ percent of such purchases in 2005             Yes—all purchases

**Segments:**

No             Yes— \_\_\_\_ percent of such purchases in 2005             Yes—all purchases

Please provide a general description of the certification or qualification process and the time and cost required for such approval.

Finished DSBs \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Cores \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Segments \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-24. Briefly describe the factors that you consider when qualifying a new supplier (e.g., grade or quality of product, reliability of supplier, etc.). Answer separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

Finished DSBs \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Cores \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Segments \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-25. Since 2003, have any domestic or foreign producers failed in their attempts to certify or qualify their DSB products with your firm or have any producers lost their approved status? Answer separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

No:            Finished DSBs             Cores             Segments

Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

Finished DSBs \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Cores \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Segments \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-26. For the factors listed below, please rate each in terms of its importance in your purchase decision for DSB products. Answer separately for purchases of finished DSBs, DSB cores, and DSB segments and COPY THIS PAGE AS NEEDED to respond to the product category(ies) that apply to your firm. If responses remain the same for two or more product categories, then check all that apply to your firm and include on same page.

**Finished DSBs**       **Cores**       **Segments**  (Check one or as applicable)

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	<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"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<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"/>
Product range .....	<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"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<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"/>

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-27. Please list, in descending order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase DSB products for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, consistency of quality, range of supplier's product line, traditional supplier, etc.). Answer separately for purchases of finished DSBs, DSB cores, and DSB segments that apply to your firm.

**Finished DSBs:**

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

**Cores:**

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

**Segments:**

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

Other factors or comments:

Finished DSBs \_\_\_\_\_

Cores \_\_\_\_\_

Segments \_\_\_\_\_

III-28. What characteristics does your firm consider when determining the quality of DSB products? Report separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

Finished DSBs \_\_\_\_\_

Cores \_\_\_\_\_

Segments \_\_\_\_\_



**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-29. How often does your firm purchase the DSB products that are offered at the lowest price? Report separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

**Finished DSBs:**

Always                       Usually                       Sometimes                       Never

**Cores:**

Always                       Usually                       Sometimes                       Never

**Segements:**

Always                       Usually                       Sometimes                       Never

If not "always", what other factors were also important in your firm's purchasing decisions for DSB products?

Finished DSBs \_\_\_\_\_

Cores \_\_\_\_\_

Segments \_\_\_\_\_

III-30. Please list the names of any firms you considered price leaders in the U.S. market for DSB products since 2003. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type. Report separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

Finished DSBs \_\_\_\_\_

Cores \_\_\_\_\_

Segments \_\_\_\_\_

III-31. Please describe how the above firm(s) exhibited price leadership. Report separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

Finished DSBs \_\_\_\_\_

Cores \_\_\_\_\_

Segments \_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-32. How frequently does the price of the DSB products you purchase change? Report separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

Finished DSBs \_\_\_\_\_

Cores \_\_\_\_\_

Segments \_\_\_\_\_

III-33. Does your firm purchase DSB products over the internet? Report separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

No:    Finished DSBs         Cores         Segments

Yes--Please describe, noting the estimated percentage of your firm's total value of U.S. purchases in each DSB product category in 2005 accounted for by internet purchases.

Finished DSBs \_\_\_\_\_

Cores \_\_\_\_\_

Segments \_\_\_\_\_

III-34. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss DSB product demand and supply and/or factors affecting DSB product demand and supply in the (1) United States, (2) each of the major producing/consuming countries, including China and Korea, and (3) the world as a whole. Of particular interest is such data on an annual basis from 2003 to the present and forecasts of these demand/supply data.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT**

IV-1. Please indicate the countries of origin and DSB products for which your firm has actual marketing/pricing knowledge. Check all that apply to your firm.

<input type="checkbox"/> United States:	Finished DSBs <input type="checkbox"/>	Cores <input type="checkbox"/>	Segments <input type="checkbox"/>
<input type="checkbox"/> China:	Finished DSBs <input type="checkbox"/>	Cores <input type="checkbox"/>	Segments <input type="checkbox"/>
<input type="checkbox"/> Korea:	Finished DSBs <input type="checkbox"/>	Cores <input type="checkbox"/>	Segments <input type="checkbox"/>
<input type="checkbox"/> Other countries--			
(Specify _____)	Finished DSBs <input type="checkbox"/>	Cores <input type="checkbox"/>	Segments <input type="checkbox"/>
(Specify _____)	Finished DSBs <input type="checkbox"/>	Cores <input type="checkbox"/>	Segments <input type="checkbox"/>
(Specify _____)	Finished DSBs <input type="checkbox"/>	Cores <input type="checkbox"/>	Segments <input type="checkbox"/>
(Specify _____)	Finished DSBs <input type="checkbox"/>	Cores <input type="checkbox"/>	Segments <input type="checkbox"/>

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

Please respond to question IV-2 only for those countries and DSB products for which you indicated marketing and pricing knowledge. Respond separately as applicable for finished DSBs, DSB cores, and DSB segments and COPY THIS PAGE AS NEEDED to respond for the different product categories; if responses remain the same by product category, then check all that apply to your firm for such responses on a single page.

Finished DSBs       Cores       Segments  (Check as applicable)

IV-2. Are DSB products produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. <sup>1</sup>					
Country-pair	China	Korea	Other country 1	Other country 2	Other country 3
United States					
China					
Korea					
Other country 1					
Other country 2					
<sup>1</sup> For any country-pair producing DSB products which are <i>sometimes or never</i> interchangeable, please identify the country pair, the product category, and explain the factors that limit or preclude interchangeable use:					
Identify: Other country 1--		Other Country 2--		Other country 3--	

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued**

IV-3. Do you or your customers ever specifically order DSB products from one country in particular over other possible sources of supply? Answer separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

No: Finished DSBs  Cores  Segments

Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why DSB products from these countries are preferred over product from other countries (please note the specific product in your response).

Finished DSBs \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Cores \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Segments \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

IV-4. Are certain types/sizes, qualities, or other characteristics of DSB products available from only a single source (domestic or foreign, including both subject and nonsubject countries)? Answer separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

No: Finished DSBs  Cores  Segments

Yes--Please identify the country source and the specific product features.

Finished DSBs \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Cores \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Segments \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-5. If you purchased DSB products from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country of origin of the DSB products, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc. Answer separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

Finished DSBs \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Cores \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Segments \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued**

IV-7. (a) How often do U.S.-produced DSB products meet minimum quality specifications for your uses or your customers' uses? Answer separately for finished DSBs, DSB cores, and DSB segments that apply to your firm.

**Finished DSBs:**

Always       Usually       Sometimes       Rarely or never

**Cores:**

Always       Usually       Sometimes       Rarely or never

**Segments:**

Always       Usually       Sometimes       Rarely or never

(b) How often do imported DSB products from China or Korea meet minimum quality specifications for your uses or your customers' uses? Answer separately for finished DSBs, DSB cores, and DSB segments and by country of origin.

**China--**

**Finished DSBs:**

Always       Usually       Sometimes       Rarely or never

**Cores:**

Always       Usually       Sometimes       Rarely or never

**Segments:**

Always       Usually       Sometimes       Rarely or never

**Korea--**

**Finished DSBs:**

Always       Usually       Sometimes       Rarely or never

**Cores:**

Always       Usually       Sometimes       Rarely or never

**Segments:**

Always       Usually       Sometimes       Rarely or never

(c) How often do imported DSB products from nonsubject countries meet minimum quality specifications for your uses or your customers' uses? Answer separately for finished DSBs, DSB cores, and DSB segments and by country of origin.

Country/DSB product category

_____	<input type="checkbox"/> Always	<input type="checkbox"/> Usually	<input type="checkbox"/> Sometimes	<input type="checkbox"/> Rarely or never
_____	<input type="checkbox"/> Always	<input type="checkbox"/> Usually	<input type="checkbox"/> Sometimes	<input type="checkbox"/> Rarely or never
_____	<input type="checkbox"/> Always	<input type="checkbox"/> Usually	<input type="checkbox"/> Sometimes	<input type="checkbox"/> Rarely or never



**PART V.--PURCHASE PRICES**

Check here \_\_\_\_, if your U.S. firm purchases U.S.-produced, imported Chinese, and/or imported Korean finished DSBs directly from U.S. producers and/or from U.S. importers. Report the purchase price data requested in section V-1 and then proceed to question V-3.

If your U.S. firm imports directly finished DSBs from China and/or Korea and is an OEM (e.g. saw producer) or an enduser of the products \_\_\_\_ (check here), and/or if your firm is a distributor of finished DSBs that sells its subject imported finished DSBs \_\_\_\_ (check here). Report the purchase price data requested in section V-2 and then proceed to question V-3.

This section requests quarterly value and quantity purchase data concerning your firm's purchases during January 2003-December 2005 of the specified products shown below. Show by specified product and country of origin as indicated in the tables; note that you are required to report separately for imported Chinese products produced by Gang Yan from those of all other Chinese suppliers.

***Product 1.***– 4" diameter laser-welded blades for dry cutting, 0.080" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 72-75 and diamond concentration in a range of 12-15 percent by volume of the segments or alternatively 0.55-0.65 carats/ccm)

***Product 2.***– 12" diameter laser-welded blades for dry cutting, 0.110" segmented thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 82-85 and diamond concentration in a range of 17-20 percent by volume of the segments or alternatively 0.75-0.85 carats/ccm) for use in high speed saws of 5,000 rpm or more

***Product 3.***– 14" diameter laser-welded blades for dry cutting, 0.110" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 82-85 and diamond concentration in a range of 17-20 percent by volume of the segments or alternatively 0.75-0.85 carats/ccm) for use in high speed saws of 5,000 rpm or more

***Product 4.***– 14" diameter laser-welded blades for dry cutting, 0.125" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 82-85 and diamond concentration in a range of 17-20 percent by volume of the segments or alternatively 0.75-0.85 carats/ccm) for use in high speed saws of 5,000 rpm or more

***Product 5.***– 14" diameter laser-welded blades for wet cutting cured concrete, 0.125" segmented thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 74-77 and diamond concentration in a range of 33-35 percent by volume of the segments or alternatively 1.45-1.55 carats/ccm) for use in saws of 35 hp or more

***Product 6.***– 18" diameter laser-welded blades for wet cutting cured concrete, 0.125" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 74-77 and diamond concentration in a range of 33-35 percent by volume of the segments or alternatively 1.45-1.55 carats/ccm) for use in saws of 35 hp or more

***Product 7.***– 24" diameter laser-welded blades for wet cutting cured concrete, 0.155" segment thickness, Premium grade blade (diamond impact strength within a TI/TTI range of 74-77 and diamond concentration in a range of 33-35 percent by volume of the segments or alternatively 1.45-1.55 carats/ccm) for use in saws of 35 hp or more

**PART V.--PURCHASE PRICES--Continued**

**NOTE:** The different grades of DSBs do not necessarily have universal descriptions. If the "Premium" grade descriptions shown in the product definitions are not familiar to your firm, construe "Premium" grade as corresponding to Diamond Products' "Heavy Duty Orange" grade and report for your firm's product that is comparable and competes with the specified product that you indicated at the top of the price data table. Indicate near the bottom of the table where indicated if the product for which you reported is not exactly the specified product but a product that is comparable and competes with the specified product. Also at the bottom of the table, report the producer(s), importer(s), or, if importing directly, the foreign supplier(s) from whom you purchased the specified product reported at the top of the table.

Please also note that total dollar values should be on a delivered basis to your U.S. receiving location(s) and should include U.S.-inland transportation costs to your receiving locations. Total dollar values should reflect the FINAL NET amount paid by you (i.e., should be net of all deductions for discounts or rebates).

**PART V.--PURCHASE PRICES--Continued**

**V-1. COPY THIS PAGE AS NECESSARY. PURCHASES FROM U.S. PRODUCERS AND/OR IMPORTERS.**--Complete a separate page for each of the specified products purchased during 2004-2005 by your firm from U.S. producers and/or importers UNRELATED (by ownership) to your firm and shipped to your firm's U.S. location(s). *Note: Report separately imported Chinese products produced by Gang Yan from those of all other Chinese suppliers.* Indicate the specified finished DSB product and the country of origin (check one product box and one country box for each page).

**Finished DSB Product:<sup>1</sup>**

1     2     3     4     5     6     7

**Country of origin:** U.S.     China (Gang Yan)     China (all others)     Korea

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>2</sup>
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> If the product you reported on this page does not exactly meet the product specifications but is comparable and competes with the specified product checked above, please check here <input type="checkbox"/> .		
<sup>2</sup> Total net delivered value to your firm's U.S. receiving location(s).		
<b>Identify below the U.S. producer(s) or importer(s) supplying this product and the DSB grade description of each:</b> <hr/>		

**PART V.--PURCHASE PRICES--Continued**

V-2. **COPY THIS PAGE AS NECESSARY. DIRECT IMPORTS.**--Complete a separate page for your firm's direct imports of the specified products imported by your firm from the subject foreign countries from foreign suppliers UNRELATED (by ownership) to your firm and shipped to your firm's U.S. location(s) (check one product box, and one country box, and whether an OEM/enduser or a distributor for each page). Note: Report separately imported Chinese products produced by Gang Yan from those of all other Chinese suppliers. **REPORT THE REQUESTED PRICE DATA ON THIS PAGE ONLY IF YOUR FIRM (1) IMPORTS DIRECTLY THE SPECIFIED PRODUCTS AND CAPTIVELY USES THEM, OR (2) YOUR FIRM IS A DISTRIBUTOR THAT IMPORTS DIRECTLY.**

(1) OEM/Enduser                       (2) Distributor

**Finished DSB Product:<sup>1</sup>**

1     2     3     4     5     6     7

**Country of origin:**    China (Gang Yan)     China (all others)     Korea

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>2</sup>
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> If the product you reported on this page does not exactly meet the product specifications but is comparable and competes with the specified product checked above, please check here <input type="checkbox"/> .		
<sup>2</sup> Total net delivered value to your firm's U.S. receiving location(s).		
<b>Identify below the foreign firm(s) supplying this product and the DSB grade description of each:</b> <hr/>		



**PART V.--PURCHASE PRICES--Continued**

V-4. Based on the previous discussion of customer types, types of finished DSBs, and associated end uses of finished DSBs, please report below for each of the specified products familiar to your firm and for the type of purchaser that your firm represents, the major end use(s) of these finished DSBs. Report separately as appropriate for U.S.-produced finished DSBs, imported finished DSBs from China, from Korea, and from all other sources. **COPY THIS PAGE AS NEEDED.**

(Check as applicable)

**United States**       **China**       **Korea**

**All other sources (specify country(ies)\_\_\_\_\_)**

*Product 1* \_\_\_\_\_

\_\_\_\_\_

*Product 2* \_\_\_\_\_

\_\_\_\_\_

*Product 3* \_\_\_\_\_

\_\_\_\_\_

*Product 4* \_\_\_\_\_

\_\_\_\_\_

*Product 5* \_\_\_\_\_

\_\_\_\_\_

*Product 6* \_\_\_\_\_

\_\_\_\_\_

*Product 7* \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART V.--PURCHASE PRICES--Continued**

V-3. Does your firm purchase and/or sell finished DSBs of different grades in the U.S. market?

No       Yes--Please identify any differences in the physical characteristics of the finished DSBs, including segments, cores, and method/skill of attaching the cutting surface to the core, that would result in finished DSBs that are the same type and diameter, but are different in terms of grade. Identify the product features for different grade designations and identify the country(ies) of origin for finished DSBs of different grades.

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V-4. Please specify the performance measure(s) of finished DSBs that are used to differentiate finished DSBs by grade in the U.S. market, and provide the performance ratings for different grade designations of finished DSBs.

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V-5. Do the finished DSBs discussed above that are of different grades, compete with each other in the U.S. market?

No       Yes--Please identify specific end uses in which such competition occurs and identify the type/diameter of finished DSBs and grade designations.

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**PART V.--PURCHASE PRICES--Continued**

V-6. If your firm sells finished DSBs in the U.S. market, please describe how your firm defines OEMs and, if applicable, differentiates among types of OEMs, explaining the reasons for any differentiation (the questionnaire identified general purpose saw producers and special purpose diamond saw producers/DSB producers as two types of OEMs). In addition, please describe how your firm defines end users and, if applicable, differentiates among different types of end users for the DSBs that you sell (the questionnaire identified professional construction as end users). If your firm is an end user of finished DSBs, skip to the next question.

*OEMs* \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

*End users* \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

V-7. a) If your firm is an end user of finished DSBs, please explain below what grade(s) of finished DSB that your firm purchases and the associated end use(s) of the finished DSB. Explain how and why your firm purchased such grade(s) of finished DSB.

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

b) Does your firm always choose the highest grade of finished DSB for its end uses?

Yes  No —If no please explain below and identify the type of finished DSB, the grade category, and the specific end use(s).

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



**PART VI.--SUPPLIER IDENTIFICATION**

Please provide the names and addresses of your U.S. firm's 5 largest suppliers for finished DSBs and 5 largest suppliers for DSB components that it purchased during 2003-2005. Please also provide the name and telephone number of a contact person and the share of the value of your firm's total 2005 U.S. purchases of finished DSBs accounted for by each of the 5 largest suppliers for this product category, and the share of the value of your firm's total 2005 U.S. purchases of DSB components accounted for by each of the 5 largest suppliers for the latter product category. Identify where indicated the country of origin of the DSB products purchased from each supplier and identify DSB components as DSB cores, DSB segments, or a combination of such products associated with each such supplier identified.

**Finished DSBs:**

No.	Supplier's name	Country of origin	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2005 shipments (%)
1						
2						
3						
4						
5						

**DSB components:**

No.	Supplier's name	Component(s)/ country of origin	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2005 shipments (%)
1						
2						
3						
4						
5						