PURCHASERS' QUESTIONNAIRE

BRASS SHEET AND STRIP FROM BRAZIL, CANADA, FRANCE, GERMANY, ITALY, AND JAPAN

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 November 9, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping review investigations concerning C20000-series brass sheet and strip from Brazil, Canada, France, Germany, Italy, and Japan (inv. Nos. 701-TA-269 and 270 and 731-TA-311-314, 317, and 379 (Second 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 Kelly Clark (202-205-3166).

Name of firm

City					State	Zip co	de	
World W		Veb addre						
			0000-series brass sho time since January 1	eet and strip (as defir , 1999?	ned in the instru	ction bookle	t) from <u>any</u>	source
\square_{NO}	(Si	n the certifi	cation below and pro	omptly return only th	is page of the q	uestionnaire	to the Com	mission)
YES	(Re	ad the instru rn the entire	ction booklet carefu questionnaire to the	lly, complete all part Commission)	s of the question	nnaire, sign t	he certifica	tion, and
				CERTIFICATIO	N			
				CERTIFICATIO e to this questionnai s subject to audit and	re is complete a			my knowledge
of and unders igning this ce ided in this q	stand ertifica questi	hat the info tion I also g onnaire and	rmation submitted is rant consent for the throughout these re	e to this questionnai	re is complete a d verification by employees and import-injury i	y the Commi contract per nvestigations	ssion. sonnel, to us or review	use the informa s conducted by
ef and unders igning this ce ided in this q mission on to knowledge the mployees, an rds of these re	etand ertifice questi he sar at info d con eview and op	hat the info tion I also g onnaire and ne or similar rmation sub tract person or related p erations of t	rmation submitted is rant consent for the throughout these remerchandise. (If y mitted in this questionel who are acting troceedings for which	e to this questionnai s subject to audit and Commission, and its eviews in any other	re is complete ad verification by employees and import-injury io such use, plead throughout the ommission empsubmitted, or in	y the Commi contract per nvestigations se note the c ese reviews m loyees, for d internal and	ssion. sonnel, to u s or review ertification ay be used l leveloping o lits and inv	use the informa s conducted by a accordingly.) by the Commiss or maintaining estigations rela
ef and unders igning this ce ided in this q imission on to knowledge the mployees, an rds of these re e programs a disclosure ag	stand ertifico questi he san at info d con eview nd op greem	hat the info tion I also g onnaire and ne or similar rmation sub tract person or related p erations of the	rmation submitted is rant consent for the throughout these remerchandise. (If y mitted in this question nel who are acting proceedings for which the Commission purs	e to this questionnai s subject to audit and Commission, and its eviews in any other to do not consent to maire response and in the capacity of Continuity o	re is complete ad verification by employees and import-injury is such use, plead throughout the ommission empsubmitted, or in endix 3. I unde	y the Commi contract per nvestigations se note the c ese reviews m loyees, for d internal and	ssion. sonnel, to u s or review ertification ay be used l leveloping o lits and inv	use the informa s conducted by a accordingly.) by the Commiss or maintaining estigations rela
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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 25 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.

		number of hours required completing the form.	and the cost to	your firm of	f preparing th
			hou	ırs	dollars
	cific questions.	ents you may have for im			
	ooklet for repor	f establishment(s) covere ting guidelines). If your symbol.			
Is your firm own	ed, in whole or	in part, by any other firm	n?		
□No	YesList th	ne following information.			
Firm name		Address		Extent of ownership	<u>)</u>
importing C2000 Japan (the subject	00-series brass set countries) int	d firms, either domestic or sheet and strip from Brazz to the United States or what the subject countries to the	il, Canada, Fran nich are engaged	ce, German I in exporti	y, Italy, and
No	YesList th	ne following information.			
Firm name		Address		Affiliation	<u>1</u>
		-			

PART I.--GENERAL QUESTIONS--Continued

Firm name	Address	Affiliation
		
	stionnaire we request a copy of your	1 0
company or any rela	ed firm have a business plan or any i	nternal documents that describe,
company or any reladiscuss, or analyze e	1 10 0	nternal documents that describe, C20000-series brass sheet and st

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of C20000-series brass sheet and strip. Report based on delivery date, not order date.

(<i>Quantity</i> in 1,000	0 pounds,	<i>valu</i> e in \$1	,000)			
Item	1999	2000	2001	2002	2003	2004
PURCHASES OF PRODUCT PRODUCED IN THE UNIT	ED STATE	S:				
Quantity						
Value						
PURCHASES OF PRODUCT PRODUCED IN BRAZIL:						
Quantity						
Value						
PURCHASES OF PRODUCT PRODUCED IN CANADA						
Quantity						
Value						
PURCHASES OF PRODUCT PRODUCED IN FRANCE:						
Quantity						
Value						
PURCHASES OF PRODUCT PRODUCED IN GERMAN	Y :					
Quantity						
Value						
PURCHASES OF PRODUCT PRODUCED IN ITALY:						
Quantity						
Value						
PURCHASES OF PRODUCT PRODUCED IN JAPAN:						
Quantity						
Value						
PURCHASES OF PRODUCT PRODUCED IN ALL OTH	ER COUNT	'RIES:1				
Quantity						
Value						
¹ Please identify these countries:						

PART II.--PURCHASES--Continued

II-2. If the relative levels of your firm's purchases of C20000-series brass sheet and strip from different sources (both domestic and foreign) have changed since 1987 (the year the countervailing duty and antidumping duty orders under review became effective), please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

	Country	Increase/decrease	Reason		
(a)	Did your fir before 1987		ies brass sheet and strip from the subject countrie		
	☐ NoSki	p to (c)	Yes		
(b)		our pattern of purchasin stries changed since 198	ng C20000-series brass sheet and strip from the 17?		
	No, our	pattern of purchasing is	essentially unchanged.		
	Yes, we	discontinued purchases	from the subject countries because of the order.		
	Yes, we	reduced purchases from	the subject countries because of the order.		
		we changed the pattern ne order (please explain	of purchases from the subject countries for reason below).		
(c)	• •		000-series brass sheet and strip from nonsubject (please check all that apply).		
	We did not purchase from nonsubject foreign sources before or after the order.				
	No, our pattern of purchasing is essentially unchanged.				
	Yes, we	increased purchases fro	om nonsubject countries because of the order.		

	strip (check all that apply, noun	ng the specific end uses if known)?
	REROLLER (
2.		stributor, or reseller of C20000-series brass sheet and strip, what are to which you sell C20000-series brass sheet and strip?
	(b) Do you compete for sales to you purchase C20000-series bra	o your customers with the manufacturers or importers from which ass sheet and strip?
	_	
3.	sheet and strip consumed, the to	op 3 products for which your firm purchases brass sheet and strip
3.	sheet and strip consumed, the to as a component part or input. P brass sheet and strip.	Please indicate what percentage of the <u>total cost</u> is accounted for by
3.	sheet and strip consumed, the to as a component part or input. Purple brass sheet and strip. Product you produce	op 3 products for which your firm purchases brass sheet and strip
3.	sheet and strip consumed, the to as a component part or input. P brass sheet and strip.	op 3 products for which your firm purchases brass sheet and strip Please indicate what percentage of the total cost is accounted for by Percent of cost accounted for by brass sheet and strip
3.	sheet and strip consumed, the to as a component part or input. Purple brass sheet and strip. Product you produce 1	op 3 products for which your firm purchases brass sheet and strip Please indicate what percentage of the total cost is accounted for by Percent of cost accounted for by brass sheet and strip 1
3.	sheet and strip consumed, the to as a component part or input. Purchases sheet and strip. Product you produce 1	Please indicate what percentage of the total cost is accounted for by Percent of cost accounted for by brass sheet and strip 1 2
	sheet and strip consumed, the to as a component part or input. Purchases sheet and strip. Product you produce 1	Percent of cost accounted for by brass sheet and strip 1 2 3 of C20000-series brass sheet and strip, has the demand for your ting brass sheet and strip changed since 1999?

Have there be	en any changes in the end uses of C20	000-series brass sheet and strip since 1999?
No	YesDiscuss the changes, noting	ng the time period in which they occurred.
Do you anticiputhe future?	pate any changes in terms of the end u	ses of C20000-series brass sheet and strip in
No	• • •	fy the time period. Provide any long with relevant portions of business plans tentation, that address this issue.
(a) Please list sheet and strip		nat may be substituted for C20000-series brass
(1)	(2)	(3)
(b) For each p which they are		examples of applications and end uses for
(c) Have chan and strip?	ges in the prices of these products affe	ected the price for C20000-series brass sheet
No	Yes-Please explain.	
	en any changes in the number or types s brass sheet and strip since 1999?	s of products that can be substituted for
No	YesPlease explain.	
-		

III-9.	Do you anticipate any changes in terms of the substitutability of other products for C20000-series brass sheet and strip in the future?
	No YesPlease describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.
III-10.	How has demand within the United States (and outside the United States, if known) for C20000-series brass sheet and strip changed since 1999?
	☐ Increased ☐ Unchanged ☐ Decreased ☐ Other (describe)
	What were the principal factors affecting changes in demand?
III-11.	Do you anticipate any future changes in C20000-series brass sheet and strip demand in the United States and, if known, the rest of the world?
	No YesPlease 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.
III-12.	Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss C20000-series brass sheet and strip demand and/or factors affecting C20000-series brass sheet and strip demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1999 to the present and forecasts of these demand data.

	Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.Sproduced C20000-series brass sheet and strip in the U.S. market since 1999?
	No YesPlease note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.
III-14.	Is buying a product that is produced in the United States an important factor in your firm's purchases of C20000-series brass sheet and strip (please check ALL that apply)?
	∐ No
	YesPurchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves percent of all purchases of C20000-series brass sheet and strip.
	YesPurchases of domestic product are not required by law or regulation, but are by your customers. This involves percent of all purchases of C20000-series brass sheet and strip.
	YesPurchases of domestic product are required for other reasons (please specify these reasons below). This involves percent of all purchases of C20000-series brass sheet and strip.
III-15.	(a) Is the C20000-series brass sheet and strip market subject to business cycles or conditions of competition distinctive to C20000-series brass sheet and strip?
	No YesPlease explain and provide estimates of the duration of any such cycle.
	(b) Has the emergence of new markets for C20000-series brass sheet and strip since 1999 affected the business cycles or conditions of competition distinctive to brass sheet and strip?
	No YesPlease explain any such changes.

Purchasers' Questionnaire-Brass Sheet and Strip

III-16.	Who are your major competitors?
III-17.	Does your firm, and to the extent that you know, do your customers make purchasing decisions involving C20000-series brass sheet and strip based on the producer of the brass sheet and strip you purchase?
	Your firm:
	Your customers:
	If at least sometimes, please discuss how your firm or your customers determine the producer an why this information is important.
	Your firm:
	Your customers:
III-18.	Does your firm, and to the extent that you know, do your customers make purchasing decisions involving C20000-series brass sheet and strip based on the country of origin of the brass sheet and strip you purchase?
	Your firm:
	Your customers:
	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-19.	(a) How frequently do you make purchases?						
	Daily Weekly Monthly Quarterly Annually						
	Other (specify)						
	(b) Do you expect this purchasing pattern to change in the next two years?						
	No YesHow and why do you expect these changes to occur?						
III-20.	How many suppliers do you generally contact before making a purchase?						
III-21.	(a) Do purchases of C20000-series brass sheet and strip usually involve negotiations between supplier and purchaser?						
	No YesPlease describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.						
	(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?						
	No YesSpecify the time period.						
III-22.	Have you changed suppliers in the last 5 years?						
	YesPlease 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.						

III-23.	(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 5 years?					
	No YesPlease identify the firms and indicate how you become aware of them.					
	(b) Do you expect new C20000-series brass sheet and strip suppliers to enter the market in the future?					
	No YesPlease provide details, noting the specific future time period in your response.					
III-24.	Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the C20000-series brass sheet and strip they sell to your firm?					
	No Yes—percent of purchases in 2004 Yes—all purchases					
	Please provide a general description of the certification or qualification process and the time required.					
III-25.	Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.					
III-26.	Since 1999, have any domestic or foreign producers failed in their attempts to certify or qualify their C20000-series brass sheet and strip with your firm or have any producers lost their approved status?					
	No YesPlease identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.					

III-27. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for C20000-series brass sheet and strip.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Minimum qty requirements			
Packaging			
Price			
Product consistency			
Product range			
Quality meets industry standard	ds		
Quality exceeds industry standard	ards \square		
Reliability of supply			
Surface finish			
Technical support/service			
U.S. transportation costs			
Other (specify):			
	П	П	П

III-27.	(b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase C20000-series brass sheet and strip for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).					
	1					
	2					
	3					
	Other factors or comments:					
III-28.	What characteristics does your firm consider when determining the quality of C20000-series brass sheet and strip?					
III-29.	How often does your firm purchase the C20000-series brass sheet and strip that is offered at the lowest price?					
	Always Usually Sometimes Never					
III-30.	Please list the names of any firms you considered price leaders in the C20000-series brass sheet and strip market since 1999. 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.					
III-31.	Please describe how the above firm(s) exhibited price leadership.					
III-32.	How frequently does the price of the C20000-series brass sheet and strip you are purchasing change?					

III-33.	Does your firm purchase C20000-series brass sheet and strip over the internet?
	No YesPlease describe, noting the estimated percentage of your firm's total purchases of brass sheet and strip in 2004 accounted for by internet purchases.
III-34.	(a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. C20000-series brass sheet and strip industry since 1999 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.
	(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. C20000-series brass sheet and strip industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.
III-35.	What do you think will be the likely effects of any revocation of the countervailing duty and antidumping duty orders for imports of C20000-series brass sheet and strip from the subject countries? As appropriate, please discuss any potential effects of revocation of the countervailing duty and antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.
	(1) Activities of your firm:
	(2) Entire U.S. market:

IV-1.	V-1. Please indicate the countries of origin for C20000-series brass sheet and strip for which your has actual marketing/pricing knowledge.				
	United States	Germany			
	Brazil	Italy			
	Canada	Japan			
	France				
	Other countries (Please specify)			

interchange "A" to indi- indicate that interchange	eably (i.e., calcate that the at the producted by the pro	an it physica products fro ets are <i>freque</i> indicate that	lly be used i om a specifie ently intercha	n the same a ed country-pangeable,"S' as are <i>never</i> i	e United Stat applications) air are alway to indicate to attribute to	Please in sintercharthat the property of the p	ndicate bel ngeable, "l oducts are	ow, using F" to sometimes
Country- pair	United States	Brazil	Canada	France	Germany	Italy	Japan	Other countries
United States								
Brazil								
Canada								
France								
Germany								
Italy								
Japan								
¹ For any country-pair producing C20000-series brass sheet and strip which is <i>sometimes or never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use:								

Do you or your customers ever specifically order C20000-series brass sheet and strip from one country in particular over other possible sources of supply?
No YesPlease 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 C20000-series brass sheet and strip from these countries is preferred over product from other countries (please note the specific product in your response).
Are certain grades/types/sizes of C20000-series brass sheet and strip available from only a single source (domestic or foreign, including both subject and nonsubject countries)?
No YesPlease identify the source and the grade/type/size.
If you purchased C20000-series brass sheet and strip 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, 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.

IV-6. For the factors listed below, please rate how C20000-series brass sheet and strip produced in each country you identified in your response to the first question in Part IV compares with C20000-series brass sheet and strip produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

	compared to _		
(specify country)	_ •	(specify country)	
	SUPERIOR	COMPARABLE	INFERIOR
Availability	🗆		
Delivery terms	□		
Delivery time	🗆		
Discounts offered	□		
Extension of credit	🗆		
Lower price ¹	🗆		
Minimum qty requirements	□		
Packaging	🗆		
Product consistency	🗆		
Product range	🗆		
Quality meets industry standards .	🗆		
Quality exceeds industry standards	🗆		
Reliability of supply	🗆		
Surface finish	🗆		
Technical support/service	🗆		
Lower U.S. transportation costs ¹ .	□		
Other (specify):			

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

IV-7.			estically produced C20000-series brass sheet and strip meet minimum your uses or your customers' uses?				
	Always	Usually		ometimes	Rarely or never		
		does imported s			ss sheet and strip me	et minimum quality	
	Always	Usually		ometimes	Rarely or never		
		does imported nations for your			brass sheet and strip ses?	meet minimum	
	Country	🗆	Always	Usually	☐ Sometimes	Rarely or never	
	Country	🗆	Always	Usually	☐ Sometimes	Rarely or never	
	Country	□	Always	Usually	☐ Sometimes	Rarely or never	
IV-8.	has the price of	of U.Sproduced	C20000-s	eries brass shee		heet and strip? If so, more or less than the ries?	
	No change	e in price					
	Prices hav	e changed by the	e same am	ount			
		.Sproduced bra		nd strip has char	nged relative to the p	orice of brass sheet	
	price of C2000		heet and st		eet and strip has cha pject countries, the p	nged relative to the rice of U.Sproduced	
	Higher	Lower	than the	price of the pro	oduct from Brazil.		
	Higher	Lower	than the	price of the pro	oduct from Canada.		
	Higher	Lower	than the	price of the pro	oduct from France.		
	Higher	Lower	than the	price of the pro	oduct from Germany		
	Higher	Lower	than the	price of the pro	oduct from Italy.		
	Higher	Lower	than the	price of the pro	oduct from Japan.		

PART V.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased C20000-series brass sheet and strip since 1999 and the approximate percentage of your C20000-series brass sheet and strip purchases each accounted for in 2004.

No.	Firm name	Percentage of purchases (based on quantity)
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		