

U.S. IMPORTERS' QUESTIONNAIRE

PRODUCT FROM COUNTRY

This questionnaire must be received by the Commission by no later than **INSERT DATE**

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the **countervailing duty/antidumping duty** order concerning **PRODUCT** from **COUNTRY** (inv. No. **701/731-TA-xxx** (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported PRODUCT (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2005?</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 (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>

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 review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review 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 of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone: ()	_____ E-mail address
	_____ Fax ()	

PART I.—GENERAL INFORMATION

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

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

_____hours _____dollars

I-1b. **OMB feedback.**--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. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-8. **Consignees.**--If your firm is an importer of record of **PRODUCT** but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. **FTZs or bonded warehouse.**--Please indicate whether your firm enters **PRODUCT** into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

- Foreign trade zones No Yes
- Bonded warehouses No Yes

I-10. **TIB.**--Please indicate whether your firm imports **PRODUCT** under the TIB (temporary importation under bond) program.

- No Yes

I-11. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's 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 **PRODUCT**?

- No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

I-12. **Other investigations.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief investigations in the United States or in any other countries?

- No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **INVESTIGATOR (202-xxx-xxxx, NAME@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part II with questions regarding the submitted confidential information.

E-mail: _____ Telephone: () _____

Fax: () _____

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of **PRODUCT** since January 1, 2005.

(check as many as appropriate) (please describe)

office/warehouse openings..... _____

office/warehouse closings _____

relocations _____

expansions _____

acquisitions..... _____

consolidations..... _____

prolonged shutdowns or
importation curtailments _____

revised labor agreements _____

other..... _____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of **PRODUCT** in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

For question II-4, if your response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of **PRODUCT** from **COUNTRY** for delivery after **March 31, 2011**?

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

II-6. **Reasons for importing if producer.**--If your firm also produces **PRODUCT** in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **Imports from COUNTRY.**--Does your firm import **PRODUCT** from **COUNTRY**?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of **PRODUCT** imported from **COUNTRY** by your firm during the specified periods. (See definitions in the instruction booklet.)
- Duplicate (copy and paste) this table for each subject country and delete this note.**

COUNTRY

Quantity (in UNIT), value (in \$1,000)								
Item	Calendar year						January-March	
	2005	2006	2007	2008	2009	2010	2010	2011
Beginning-of-period inventories (quantity) (A)								
Imports:								
Quantity (B)								
Value (C)								
U.S. shipments:								
Commercial shipments:								
Quantity (D)								
Value (E)								
Internal consumption/company transfers:								
Quantity (F)								
Value ¹ (G)								
Export shipments:²								
Quantity (H)								
Value (I)								
End-of-period inventories (quantity) (J)								
Channels of distribution:								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to end users (quantity) (L)								
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:								
² Identify your principal export markets: _____								

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

II-7b. **Imports from ALL OTHER SOURCES.**--Does your firm import **PRODUCT** from countries other than **COUNTRY**?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of **PRODUCT** imported from countries other than **COUNTRY** by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in UNIT), value (in \$1,000)								
Item	Calendar year						January-March	
	2005	2006	2007	2008	2009	2010	2010	2011
Beginning-of-period inventories (quantity) (A)								
Imports:								
Quantity (B)								
Value (C)								
U.S. shipments:								
Commercial shipments:								
Quantity (D)								
Value (E)								
Internal consumption/company transfers:								
Quantity (F)								
Value ¹ (G)								
Export shipments: ²								
Quantity (H)								
Value (I)								
End-of-period inventories (quantity) (J)								
Channels of distribution:								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to end users (quantity) (L)								
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:								
² Identify your principal export markets: _____								

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

II-8. Reconciliation of import data.--

- (a) Please note that the quantities reported in question II-7 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$A + B - D - F - H = J$

Do these data reconcile? Yes No--(Please explain: _____)

$D + F = K + L$

Do these data reconcile? Yes No--(Please explain: _____)

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line J of year 2005 should equal line A of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

For questions II-9 and II-10, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

- II-9. **Effect of order.--**Describe the significance of the existing **countervailing duty/antidumping duty** order covering imports of **PRODUCT** from **COUNTRY** in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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

II-10. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

No

Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **ECONOMIST** (202-xxx-xxxx, **NAME@usitc.gov**)

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III.

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for parts II to IV with questions regarding the submitted confidential information.

E-mail: _____ Telephone: () _____

Fax: () _____

PRICE DATA

III-2. This question requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2005 of the following products you imported from **COUNTRY**:

Product 1.--DEFINE

Product 2.--DEFINE

Product 3.--DEFINE

Product 4.--DEFINE

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

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (COUNTRY).**--Report below the quarterly price data¹ for pricing products² imported from **COUNTRY** and sold by your firm. **Duplicate (copy and paste) these tables for each subject country and delete this note.**

COUNTRY

<i>(Quantity in pounds, value in dollars)</i>				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
2010:				
January-March				
April-June				
July-September				
October-December				
2011:				
January-March				
April-June				
July-September				
October-December				

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.
² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (COUNTRY).**--Continued

COUNTRY

(Quantity in pounds, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
2010:				
January-March				
April-June				
July-September				
October-December				
2011:				
January-March				
April-June				
July-September				
October-December				

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

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: _____

Product 4: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-3. **Price setting.--** How does your firm determine the prices that it charges for sales of **PRODUCT** (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please only submit some sample pages.

- Transaction by transaction Contracts Set price lists
- Other--Please describe: _____
- _____
- _____

III-4. **Discount policy.--** Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts Annual total volume discounts No discounts
- Other--Please describe: _____
- _____
- _____

III-5. **Pricing terms for PRODUCT.--**

- (a) What are your firm's typical sales terms for its imported **PRODUCT** (e.g., 2/10 net 30 days)? _____.
- (b) On what basis are your prices of imported **PRODUCT** usually quoted? (check one)
- F.o.b.--Please specify point: _____ Delivered

III-6. **Contract versus spot.--** Approximately what share of your firm's sales of its imported **PRODUCT** in 2010 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

PART III.--PRICING AND MARKET FACTORS--Continued

III-7. **Long-term contract provisions.**--If you sell **PRODUCT** imported from **COUNTRY** on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

III-8. **Short-term contract provisions.**--If you sell **PRODUCT** imported from **COUNTRY** on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

III-9. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of **PRODUCT** imported from **COUNTRY**?

<u>Source</u>	<u>Share of sales,</u> <u>2010</u>	<u>Lead time</u>
From your U.S. inventory	_____	_____ days
From foreign manufacturers' inventory	_____	_____ days
Produced to order	_____	_____ days
Total	100 %	

PART III.--PRICING AND MARKET FACTORS--Continued

III-10. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of certain **PRODUCT** imported from **COUNTRY** that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) When you sell **PRODUCT** imported from **COUNTRY**, from where is it shipped? (check one) point of importation or storage facility
- (d) What proportion of your sales of **PRODUCT** imported from **COUNTRY** are delivered within 100 miles of your point of shipment (provide the percentages)? _____ percent.
 Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-11. Geographical shipments.-- What is the geographic market area in the United States served by your firm's shipments of **PRODUCT** imported from any source? (check all that apply)

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

III-12. End uses.--List the end uses of the **PRODUCT** that you import from **COUNTRY**. For each end-use product, what percentage of the total cost is accounted for by **PRODUCT** and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	PRODUCT (percent)	Other inputs (percent)	
1.			100%
2.			100%
3.			100%

PART III.--PRICING AND MARKET FACTORS--Continued

III-13. **Changes in end uses.**--Have there been any changes in the end uses of **PRODUCT** since 2004?

No Yes--Please describe.

III-14. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of **PRODUCT**?

No Yes--Please describe.

III-15. **Substitutes.**— Are there any nonsubject products that may be substituted for **PRODUCT**?

No Yes—Please fill in the following table.

Substitute product	Description of applications and end uses in which this substitute can be used	Have changes in the prices of this substitute affected the price of PRODUCT since January 1, 2005
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-16. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for **PRODUCT** since 2005?

No Yes--Please explain.

III-17. **Anticipated changes in substitute.**--Do you anticipate any changes in terms of the substitutability of other products for **PRODUCT**?

No Yes—Please explain.

III-18. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for **PRODUCT** since 2005? Also discuss any anticipated changes in your raw material costs.

III-19. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of 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.S.-produced **PRODUCT** in the U.S. market since 2005?

No Yes--Please provide details.

PART III.--PRICING AND MARKET FACTORS--Continued

III-20. **Availability of "subject" import supply.--**

(a) Do you anticipate any changes in terms of the availability of **PRODUCT** imported from **COUNTRY** in the U.S. market?

Increase No change Decrease

(b) If you anticipate changes in supply, please identify the changes, and why you anticipate these changes in supply.

III-21. **Availability of "nonsubject" import supply.--**Has the availability of **NONSUBJECT PRODUCT** (*i.e.*, **PRODUCT** imported from countries other than **COUNTRY**) changed since 2005?

No Yes--Please explain.

III-22. **Export constraints.--**Describe how easily your firm can shift its sales of **PRODUCT** between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting **PRODUCT** between the U.S. and alternative country markets within a 12-month period.

PART III.--PRICING AND MARKET FACTORS--Continued

III-23. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of **PRODUCT** since 2005?

No Yes--Please describe and quantify if possible.

III-24. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of **PRODUCT**?

No Yes--Please identify.

III-25. **Demand trends.**--

(a) How has the demand within the United States for **PRODUCT** changed since January 1, 2005? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States for **PRODUCT** changed since January 1, 2005? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

PART III.--PRICING AND MARKET FACTORS--Continued

III-26. Anticipated demand trends.--

- (a) How do you anticipate demand will change within the United States for **PRODUCT**?
What principal factors will affect these changes in demand?

Increase No Change Decrease Fluctuate

- (b) How do you anticipate demand will change outside the United States for **PRODUCT**?
What principal factors will affect these changes in demand?

Increase No Change Decrease Fluctuate

III-27. Conditions of competition.--

- (a) Is the **PRODUCT** market subject to business cycles or conditions of competition other than the changes in the overall economy?

No Yes--Please explain and estimate the duration of any such cycle.

- (b) Have the business cycles or conditions of competition for **PRODUCT** changed since 2005?

No Yes--Please explain any such changes.

PART III.--PRICING AND MARKET FACTORS--Continued

III-28. **Price comparisons.**--Please compare market prices of **PRODUCT** in U.S. and non-U.S. markets. Provide information as to time periods and regions for any price comparisons.

III-29. **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 **PRODUCT** supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including **COUNTRY**, and (3) the world as a whole. Of particular interest is such data from 2004 to the present and forecasts for the future.

PART III.--PRICING AND MARKET FACTORS--Continued

III-31. **Differences other than price by country-pair.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between **PRODUCT** produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	COUNTRY 1	COUNTRY 2	COUNTRY 3	Other countries
United States				
COUNTRY 1				
COUNTRY 2				
COUNTRY 3				

¹ For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of **PRODUCT**, identify the country-pair and report the advantages or disadvantages imparted by such factors:
