#### U.S. PURCHASERS' QUESTIONNAIRE

#### **PRODUCT**

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 **countervailing duty/antidumping** investigation(s) concerning **PRODUCT** from **COUNTRY** (inv. No. **701/731-TA-xxx** (**Preliminary/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 **ECONOMIST** (202-205-xxxx, NAME@usitc.gov).

Name of firm

G11		T1 C 1
		_ Zip Code
World Wide V	Veb address	
•	rchased <b>PRODUCT</b> (as defined in the instruction be ne since January 1, 2008?	ooklet) from <u>any</u> source (domestic or
<b>□ NO</b> (S	sign the certification below and promptly return only this p	page of the questionnaire to the Commission)
	Read the instruction booklet carefully, complete all parts of a sestionnaire to the Commission so as to be received by the	
	CERTIFICATION	
belief and understand t ubmitting this certifica mation provided in thi	hat the information submitted is subject to audit an tion I also grant consent for the Commission, an s questionnaire and throughout this proceeding in	e is complete and correct to the best of my knowledged of verification by the Commission.  In the comployees and contract personnel, to use the contract personnel of the conducted be conducted by the conducted b
	e or similar merchandise.	
mission, its employees,	and contract personnel who are acting in the ca his proceeding or related proceedings for which th	and throughout this proceeding may be used by the apacity of Commission employees, for developing or in internal audits are
eedings relating to the	programs and operations of the Commission purs non-disclosure agreements.	suant to 5 U.S.C. Appendix 3. I understand that al
eedings relating to the	non-disclosure agreements.	
eedings relating to the ract personnel will sign	non-disclosure agreements.	suant to 5 U.S.C. Appendix 3. I understand that al
eedings relating to the ract personnel will sign	non-disclosure agreements.  Title of Authorized Official	Date  E-mail address

#### 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 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.

		hours	dol
questionnaire in gene	are interested in any comments year alor the clarity of specific question to the above address.		
questionnaire (see pa	redProvide the name and address ge 3 of the instruction booklet for the specify the stock exchange and the	reporting guidelines). If	
OwnershipIs your	firm owned, in whole or in part, by	y any other firm?	
□ No □ Y	esList the following information		
Firm name	Address	_	xtent of wnership
domestic or foreign,	mporters/exportersDoes your for the street of the stree	RODUCT from COUNT	RY into the
_	esList the following information		
Firm name	Address	<u>Affiliation</u>	<u>1</u>

## PART I.--GENERAL INFORMATION--Continued

<del>_</del>	st the following information.	
Firm name and country	Address	<u>Affiliation</u>
_	-	<del></del>
	_	
Related producersDoes are engaged in the production	•	ms, either domestic or foreign, w
are engaged in the production	•	rms, either domestic or foreign, w
are engaged in the production	on of <b>PRODUCT</b> ?	rms, either domestic or foreign, w  Affiliation

# PART II.--<u>PURCHASES</u>

Contact information (Purchases) Please is confidential information requested in parts II		ividual to be co	ntacted regar	ding the
Name and title:				
Please indicate the manner by which parts II to IV with questions regarding		•		al responsible fo
E-mail:		Telephone: (	( )	
Fax: ( )				
agent or broker) of <b>PRODUCT</b> . Rep <b>Quantity (in U</b>			t order date.	
Item	2008	2009	2010	JanMar. 2011
Purchases of PRODUCT produced in The United States: Quantity				
Value				
Country A:  Quantity				
Value				
Country B: Quantity				
Value				
All other countries: <sup>1</sup> Quantity				
Value				
<sup>1</sup> Please identify these countries:		•	•	•

#### PART II.--PURCHASES--Continued

II-3.

II-2. <u>Changes in purchasing patterns.</u>—Please indicate how the relative levels of your firm's purchases of **PRODUCT** from different sources (both domestic and foreign) have changed in the last three years.

ource of purchases	Trend	Explanation for trend
	☐ Decreased	
	☐ Increased -	
The United States	☐ Constant	
	☐ Fluctuated	
	Decreased	
	☐ Increased -	
COUNTRY	☐ Constant	
	☐ Fluctuated	
	Decreased	
	☐ Increased -	
All other countries	☐ Constant	
	☐ Fluctuated	

#### PART II.--PURCHASES--Continued

II-4. **Supplier identification.--**Please identify below the names and addresses of your firm's **FIVE** largest suppliers for **PRODUCT** since 2008. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of **PRODUCT** that each of these suppliers accounted for in 2010.

No.	Supplier's name	City and state	Contact person	Telephone number or e-mail address	Share of 2010 purchases (%)
1					
2					
3					
4					
5					

100%

### U.S. Purchasers' Questionnaire - PRODUCT

3.

Firm typeWhich of the (check all that apply)?	e following best describes	your firm as a purchaser o	of <b>PRODUC</b> T
End user (type 1) End user (type 2) Distributor Other (Describe:			
		reseller of <b>PRODUCT</b> , do mporters from which you	
□ No	YesPlease describe		
consumed, the top 3 prod	ucts for which your firm p	T, list in order of quantity ourchases <b>PRODUCT</b> as a cost is accounted for by <b>PF</b>	component p
		each of the product(s)	
Product(s) you produce	you produce a	ccounted for by	Total

	Demai	iu ioi chu t	<u>ise products</u>			
	(a)		m is an end user of <b>PRO</b> ing <b>PRODUCT</b> change		demand for your firm's final products	S
		Increas	sed Decreased	Fluctu	ated No change	
	(b)	Has this h	ad any effect on your fir	m's demand for	PRODUCT?	
		☐ No	YesPlease de	escribe.		
						-
						-
III-6.	Substi	tutesCan	other products be substi	tuted for <b>PROD</b>	UCT?	
		☐ No	YesPlease fil	ll out the table be	elow.	
	Substi		YesPlease fil	his Have ch	elow.  anges in the prices of this substituted the price for PRODUCT?	te
1.	Substi		End use in which the	his Have ch	anges in the prices of this substitu	te
1.	Substi		End use in which the	nis Have ch	anges in the prices of this substituted the price for PRODUCT?	te
1.	Substi		End use in which the	nis Have ch	anges in the prices of this substituted the price for PRODUCT?	te
	Substi		End use in which the	his Have cha	anges in the prices of this substituted the price for PRODUCT?  Yes Yes—please explain.	te
	Substi		End use in which the	his Have cha	anges in the prices of this substituted the price for PRODUCT?  Yes Yes—please explain.	te

	(a)		nand within the Unite		JCT changed since 2008?
		Increased	Decreased	Fluctuated	☐ No change
	(b)		nand outside the Unit		UCT changed since 2008?
		☐ Increased	Decreased	Fluctuated	☐ No change
II-8.		States an importan			DUCT (check ALL that
	☐ No ☐ Yes		hases under "Buy Aı		ulation (for example, . This involves percent of
		sPurchases of do customers. This sPurchases of do	mestic product are no involves percent mestic product are re	nt of all purchases of equired for other reas	ons (please specify these
		reasons below).	This involves p	percent of all purchas	es of PKODUCT.

III-9	Conditions of competition							
	(a)		<b>DUCT</b> market sulnges in the overal		vcles or conditions of o	competition other		
		□ No	YesPlea	ase explain and esti	mate the duration of a	any such cycle.		
	(b)	Have the bu 2008?	siness cycles or c	onditions of compo	etition for <b>PRODUCT</b>	C changed since		
		☐ No	YesPlea	ase explain any suc	h changes.			
III-10.	custom		chasing decisions		the extent that you know UCT based on the pro			
	Your f	irm:	Always	Usually	Sometimes	Never		
	Your c	ustomers:	Always	Usually	Sometimes	Never		
			s, please discuss h n is important.	now your firm or y	our customers determi	ine the producer and		
	Your f	irm:						
	Your c	ustomers:						

III-11.	your cu		purchasing decis		n, and to the extent that RODUCT based on the			
	Your firm:		Always	Usually	Sometimes	Never		
	Your co	ustomers:	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 fi	rm:						
Your customers:								
III-12.	Purcha	asing frequen	<u>cy</u>					
	(a)	How frequen	tly do you make p	ourchases?				
		Daily	Weekly	Monthly	Quarterly A	Annually		
		Other (sp	ecify)	_)				
	(b)	Have you ma 2008? ☐ No	de significant cha		chasing patterns (e.g.,	frequency) since		
III-13.		er of suppliers		w many suppliers	do you generally cont	act before making a		

III-14.	<u>Suppli</u>	er negotiations
	(a)	Do purchases of <b>PRODUCT</b> 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-15.	Chang	e in suppliersHave you changed suppliers since 2008?
	□ No	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-16.		<b>appliers.</b> Are you aware of any new suppliers, either foreign or domestic, that have the market since 2008?
	☐ No	YesPlease identify the firms and indicate how you became aware of them

III-17.	Supplier qualification
	(a) Do you require your suppliers to be or to become certified or qualified to sell <b>PRODUCT</b> to your firm?
	☐ No ☐ Yes percent of purchases in 2009 ☐ Yesall purchases
	(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product reliability of supplier, etc.)
	(c) How long does it take to qualify a new supplier? <u>days.</u>
III-18.	<u>Failure to certify</u> Since 2008, have any domestic or foreign producers failed in their attempts to certify or qualify their <b>PRODUCT</b> 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.

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

III-19. <u>Purchasing factors</u>.--For the factors listed below, please rate each in terms of its importance in your purchase decision for **PRODUCT**.

	Very important	Somewhat important	Not important
Availability			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Price			
Minimum qty requirements			
Packaging			
Product consistency			
Quality meets industry standards			
Quality exceeds industry standards			
Product range			
Reliability of supply			
Technical support/service			
U.S. transportation costs			
Other (specify):			

III-20.	generally consider order (examples	lered by your firm in dec	eiding from whom to purch tension of credit, contracts	hase PRODUCT for any one , price, quality, range of
	1			
	2			
	3			
	Other factors o	r comments:		
III-21.	Quality characteristics quality of PROI		eristics does your firm con	sider when determining the
III-22.		ecisions based on price the lowest price?	How often does your fin	rm purchase the <b>PRODUCT</b>
	Always	Usually	Sometimes	Never
III-23.	either upward or	r downward, that is follo	wed by other firms, or (2)	s that initiate a price change, one or more firms that have a lave to be the lowest priced
			onsidered price leaders in t xhibited price leadership.	the <b>PRODUCT</b> market since
	-			

### PART IV.—PRODUCT COMPARISONS

United States										
☐ COUNTRY										
Other countr	ries (Please specify _									
countries intercha indicate below, u interchangeable, that the products	<u>Interchangeability by country-pair.</u> —Is <b>PRODUCT</b> produced in the United States and in other countries interchangeable ( <i>i.e.</i> , 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	COUNTRY 1	COUNTRY 2	COUNTRY 3	Other countries						
United States										
COUNTRY 1										
COUNTRY 2										
COUNTRY 3										
<sup>1</sup> For any cour explain the factor	ntry-pair producing <b>PRC</b> is that limit or preclude	ODUCT which is some interchangeable use:	etimes or never intercha	angeable, pleas						

#### PART IV.—PRODUCT COMPARISONS--Continued

IV-3. **Factors other than price.--**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 purchases 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 *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

1				
Country-pair	COUNTRY 1	COUNTRY 2	COUNTRY 3	Other countries
United States				
COUNTRY 1				
COUNTRY 2				
COUNTRY 3				
<sup>1</sup> For any cour your firm's purchaimparted by such	ntry-pair for which facto ases of <b>PRODUCT</b> , ide a factors:	ors other than price <i>alw</i> entify the country-pair a	vays or frequently are a	significant factor in ges or disadvantages
1				

## PART IV.—PRODUCT COMPARISONS--Continued

<b>Country preferences</b> -Do you or your customers ever specifically order <b>PRODUCT</b> 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 you customers prefer to order, and indicate why <b>PRODUCT</b> from these countries is preferred over product from other countries (please note the specific product in your response).	our						
	<u> </u>						
Availability of merchandiseAre certain grades/types/sizes of <b>PRODUCT</b> available from or a single source (domestic or foreign, including both subject and nonsubject countries)?	– nly						
Tesriease identity the source and the grade/type/size.	<del></del>						
	_						
Choice of product not based on priceIf you purchased PRODUCT from one source althout 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 an nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.							
	_						
	□ No    □ Yes-Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or you customers prefer to order, and indicate why PRODUCT from these countries is preferred over product from other countries (please note the specific product in your response).    Availability of merchandiseAre certain grades/types/sizes of PRODUCT available from or a single source (domestic or foreign, including both subject and nonsubject countries)?   No    □ YesPlease identify the source and the grade/type/size.   Choice of product not based on priceIf you purchased PRODUCT from one source althout 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 a nonsubject foreign countries). Possibilities might include transaction characteristics such as						

#### PART IV.—PRODUCT COMPARISONS -- Continued

IV-7. <u>Factor country comparisons.</u>--For the factors listed below, please rate how **PRODUCT** produced in each country you identified in your response to the first question in Part IV compares with **PRODUCT** produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). **Duplicate (copy and paste) this table to account for a reasonable number of country comparisons given the number of countries subject to the proceeding and delete this note.** 

	COI	duct fr mpared	d to	compared to product from		compared to product from		d to	
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Price <sup>1</sup>									
Minimum quantity requirements									
Packaging									
Product consistency									
Quality meets industry standards									
Quality exceeds industry standards									
Product range									
Reliability of supply									
Technical support/service									
U.S. transportation costs <sup>1</sup>									
Other (specify):									

<sup>&</sup>lt;sup>1</sup> A rating of superior on price and U.S. transportation costs indicatees that the first country generally has lower prices/U.S. transportation costs than the second country.

### PART IV.—PRODUCT COMPARISONS--Continued

### IV-7. *Continued.*

	product from		product from			compared to product from			
		compared to compared to product from product from							
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Price <sup>1</sup>									
Minimum quantity requirements									
Packaging									
Product consistency									
Quality meets industry standards									
Quality exceeds industry standards									
Product range									
Reliability of supply									
Technical support/service									
U.S. transportation costs <sup>1</sup>									
Other (specify):									

## PART IV.—PRODUCT COMPARISONS--Continued

IV-8.	Minim	num quality					
	(a)	How often does don for your uses or you			ODUCT meet mi	nimum quality s	specifications
		Always	Usually		Sometimes	Rarely	or never
	(b)	How often does imp your uses or your cu			CT meet minimur	n quality specifi	cations for
		Source	)	Always	Usually	Sometimes	Rarely or never
		COUNTRY					
		COUNTRY					
	(c)	How often does imp than <b>COUNTRY</b> ) ruses?					
		Source	<b>)</b>	Always	Usually	Sometimes	Rarely or never
		COUNTRY					
		COUNTRY					