

PURCHASERS' QUESTIONNAIRE
CERTAIN CERAMIC STATION POST INSULATORS FROM 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 September 4, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain ceramic station post insulators (CSPI) from Japan (inv. No. 731-TA-1023 (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 **Craig Thomsen** (202-205-3226, e-mail: cthomsen@usitc.gov).

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

Has your firm purchased certain ceramic station post insulators (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2000?

- 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 investigation in any other import-injury investigations 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 this investigation 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 investigation 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 15 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-1. 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-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 CSPI from Japan into the United States or which are engaged in exporting CSPI from Japan 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 certain ceramic station post insulators?

No Yes--List the following information.

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

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of certain ceramic station post insulators. Report based on delivery date, not order date.

<i>(Quantity in units, value in \$1,000)</i>				
Item	2000	2001	2002	Jan.-Mar. 2003
PURCHASES FROM U.S. PRODUCERS:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES FROM JAPAN:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES FROM ALL OTHER COUNTRIES:¹				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

PART II.--PURCHASES--Continued

II-2. If the relative shares of your firm's total purchases of CSPI from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-3. If your firm has purchased CSPI from only one country, please explain the reasons for doing so.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of certain ceramic station post insulators(check all that apply, noting the specific end uses if known)?

- Electric Utilities** (_____)
- Original Equipment Manufacturers** (_____)
- Packagers and Distributors** (_____)
- Other** (_____)

III-2. If your firm is a distributor or reseller of certain ceramic station post insulators, what are the major types of consumers to which you sell certain ceramic station post insulators?

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

III-3. List, in order of quantity of CSPI consumed, the top 5 end-use products for which your firm purchases CSPI as a component part or material input. Please indicate what percentage of the total cost is accounted for by certain ceramic station post insulators.

<u>End use product</u>	<u>Percent of cost accounted for by certain ceramic station post insulators</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____
5. _____	5. _____

III-4. If your firm is an end user of certain ceramic station post insulators, has the demand for your firm's final products incorporating CSPI changed since January 1, 2000?

No Yes--Please indicate the direction of change and identify the major factors that have contributed to this change. Describe the ways in which this change has affected your firm's purchases of certain ceramic station post insulators.

III-5. Are there other products that could be substituted for CSPI in its end uses?

No Yes--Please identify such substitutes. If multiple end uses exist for certain ceramic station post insulators, please discuss potential substitutes for each of the end uses.

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

III-6. Since January 1, 2000, have prices for these substitute products increased, decreased, or remained the same relative to those for certain ceramic station post insulators? Have changes in these relative prices caused your firm to shift purchases from CSPI to the substitute products or vice versa?

III-7. Do you compete for sales to your customers with the manufacturers or importers from which you purchase certain ceramic station post insulators?

III-8. Are you aware whether the CSPI you are purchasing is U.S.-produced or imported?

Always Usually Sometimes Never

III-9. Do you know the manufacturer of the CSPI that you purchase?

Always Usually Sometimes Never

III-10. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

Always Usually Sometimes Never

III-11. How frequently do you make purchases (circle one) ?

daily weekly monthly other (_____)

III-12. Has this purchasing pattern changed significantly in the last 3 years, and, if so, how?

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

III-13. How many suppliers do you generally contact before making a purchase?

III-14. How frequently do you change suppliers?

III-15. If you have changed suppliers within the last 3 years, please list the supplier, indicate whether the firm was added or dropped as a supplier, and give the reasons for the change.

III-16. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

No Yes--Please identify the firms and indicate how you become aware of them.

III-17. What characteristics does your firm consider when determining the quality of a supplier's certain ceramic station post insulators?

III-18 Has your purchasing pattern changed since 2000 with respect to hollow core, cavity core, and solid core CSPI? If so, please explain how. If not, explain why not.

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

III-19. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase CSPI for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-20. How often does your firm purchase the CSPI that is offered at the lowest price?

Always Usually Sometimes Never

III-21. Generally, when you make a purchase does your supplier set the terms, or are terms negotiable?

Supplier sets Negotiable

III-22. Since 2000, how frequently has the price of the CSPI you are purchasing changed?

III-23. Since 2000, have you asked for any price decreases after you agreed to a contract (e.g., invoked a meet-or-release clause) in response to changing market prices? If so, please explain how frequently you have and the circumstances under which prices were decreased?

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

III-24. Please use the system below to rate the following firms'/countries' behavior on the certain characteristics for your purchases of their CSPI.

Key: **A= always** **U=Usually** **S=Sometimes** **N=Never** **0= No familiarity**

	Meets others prices:	Beats others prices:	Is the first to lower prices:
Lapp	_____	_____	_____
Locke	_____	_____	_____
Newell	_____	_____	_____
Victor	_____	_____	_____
Ceram	_____	_____	_____
Ceramtec	_____	_____	_____
Japan	_____	_____	_____
Other countries	_____	_____	_____

	Has lowest prices:	Has shortest lead time:	Has best service (delivery, technical support, etc.):
Lapp	_____	_____	_____
Locke	_____	_____	_____
Newell	_____	_____	_____
Victor	_____	_____	_____
Ceram	_____	_____	_____
Ceramtec	_____	_____	_____
Japan	_____	_____	_____
Other countries	_____	_____	_____

	Is the first I contact:	Products exceed standards:	Has the best quality:
Lapp	_____	_____	_____
Locke	_____	_____	_____
Newell	_____	_____	_____
Victor	_____	_____	_____
Ceram	_____	_____	_____
Ceramtec	_____	_____	_____
Japan	_____	_____	_____
Other countries	_____	_____	_____

III-25. Of the total cost of the CSPI that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?

Source _____ percent

Source _____ percent

Source _____ percent

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

III-26. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the CSPI they sell to your firm?

- No Yes--Approximately what percent of your firm's total 2002 purchases of CSPI required some form of certification or pre-qualification? _____ percent. Please provide a general description of the CSPI purchased by your firm that requires supplier certification.

III-27. Briefly describe the factors that are considered when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier.

III-28. Since January 1, 2000, have any domestic or foreign producers ever failed in their attempts to qualify their CSPI with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the qualification process.

III-29. Does your firm purchase CSPI over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total purchases of CSPI in 2002 accounted for by internet purchases.

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

IV-1. Please indicate the countries of origin for CSPI for which your firm has actual marketing/pricing knowledge.

United States

Japan

Other countries (Please specify _____)

IV-2. Do the specifications of CSPI vary depending on the end use application?

No

Yes--Please list the specifications of the material for each end-use application. If the specifications vary based on the supplier, please list the product specifications for each supplier, noting the country of origin in your response.

IV-3. Are imported and domestically produced CSPI used in the same applications? Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

_____ vs _____ Yes No--Please explain below.

_____ vs _____ Yes No--Please explain below.

_____ vs _____ Yes No--Please explain below.

_____ vs _____ Yes No--Please explain below.

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

IV-4. Do you or your customers ever specifically order CSPI from one country in particular over other possible sources of supply?

- No
- 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 CSPI from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. Are certain grades/types/sizes of CSPI available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No
- Yes--Please identify the source and the grade/type/size.

IV-6. Please indicate whether prices of CSPI from different sources have generally been higher, lower, or about the same as those of product from other sources. Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Same	<input type="checkbox"/> Lower	priced than from _____
_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Same	<input type="checkbox"/> Lower	priced than from _____
_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Same	<input type="checkbox"/> Lower	priced than from _____

IV-7. If you purchased CSPI 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.

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

IV-8. If you purchased imported CSPI during 2002, approximately how much higher would the price for the imported product have to have been (over the price you paid) before you would have purchased U.S.-produced CSPI instead (please specify by country, including imports from both subject and nonsubject countries)?

Country _____ percent higher

Country _____ percent higher

Country _____ percent higher

Comments: _____

IV-9. Since January 1, 2000, have the prices of U.S.-produced CSPI generally increased, decreased, or remained the same relative to prices of imported products (please specify by country, including imports from both subject and nonsubject countries)?

Increased (specify countries _____)

Decreased (specify countries _____)

Remained the same (specify countries _____)

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

IV-10. For the factors listed below, please rate how CSPI produced in each country you identified in your response to the first question in Part IV compares with CSPI 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	<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"/>
Lower price	<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"/>
Product quality	<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"/>
Transportation network	<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 IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-11. For the factors listed below, please rate each in terms of its importance in your purchase decision for certain ceramic station post insulators.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
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"/>
Price	<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"/>
Product quality	<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"/>
Transportation network	<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 V.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest suppliers of CSPI purchased during 2000-2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of CSPI that each of these suppliers accounted for in 2002.

No.	Supplier's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 purchases (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					