

IMPORTERS' QUESTIONNAIRE
CERTAIN DUCTILE IRON WATERWORKS FITTINGS FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615-B
500 E Street, SW, Washington, DC 20024

So as to be received by the Commission by no later than September 19, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its market disruption investigation concerning certain ductile iron waterworks fittings (DIWF) from China (inv. No. TA-421-4) under section 421(b) of the Trade Act of 1974 (the Act). The information requested in the questionnaire is requested under the authority of section 421 of the Act. 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)).

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

Has your firm imported certain ductile iron waterworks fittings (as defined in the instruction booklet) from **ANY source** at any time since January 1, 1998.

- 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

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission. The undersigned acknowledges 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. The undersigned understands that the confidential business information that is furnished may be subject to, and may be released under, an administrative protective order issued by the Commission pursuant to section 206.47 of the Commission's Rules of Practice and Procedure. In addition, the confidential business information that is submitted may be included in a confidential version of the report that the Commission transmits to the President and U.S. Trade Representative, should the Commission transmit a confidential version. Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide 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.

Name and Title of Authorized Official

Signature of Authorized Official

Date

() ()

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 20 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 20024.

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 DIWF from China into the United States or which are engaged in exporting DIWF from China 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 DIWF?

No Yes—List the following information.

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

I-6. Please indicate the nature of your firm's importing operations on DIWF. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)
 Consignee of the imported product(s) Customs broker or freight forwarder

I-7. If your firm is an importer of record of DIWF but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters DIWF into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes
Bonded warehouses No Yes

I-9. Please indicate whether your firm imports DIWF under the TIB (temporary importation under bond) program.

No Yes

I-10. To your knowledge, have the products subject to this investigation 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 Fred Ruggles (202-205-3180 or E-mail fruggles@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
 Name and title

Phone No. _____ E-mail address _____

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of DIWF since January 1, 1998?

No Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of DIWF from China for delivery after March 31, 2003?

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

II-4. If your firm also produces DIWF 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-5. **SHIPMENT TYPE.**-- Report your firm's U.S. shipments of DIWF imported by your U.S. establishment(s), by types, for calendar year 2002. Please note that data should reconcile with imports reported in section II-8.

	Quantity (<i>short tons</i>)	Value (<i>\$1,000</i>)
Compact DIWF		
Full-bodied DIWF		

II-6. a) Please identify the DIWF products imported by your firm, as follows:

	<u>Compact</u>	<u>Full-bodied</u>
Size (nominal diameter in inches) . . .	_____ to _____	_____ to _____
Shapes	_____	_____
Waterworking pressure (pounds PSI).	_____	_____

II-7. Are there any types of DIWF imported by your firm into the U.S. market from China that U.S. manufacturers do not currently produce (or during the period of investigation did not produce)? When considering "types" consider physical composition, method of manufacture, specification standards, finish, size, or any other key characteristics such that it is "frequently" used for different end-uses than those produced in the U.S.

No Yes-- (a) Please identify the product, their uses, and customers:

(b) Report the quantity and value of your firm's U.S. shipments (commercial shipments and company transfers) of such products imported from China by product, as follows:

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Calendar years					January-June	
	1998	1999	2000	2001	2002	2002	2003
Product #1: _____ (identify product and supplier): <i>Quantity</i>							
<i>Value</i>							
Product #2: _____ (identify product and supplier): <i>Quantity</i>							
<i>Value</i>							
Product #3: _____ (identify product and supplier): <i>Quantity</i>							
<i>Value</i>							

PART II. TRADE AND RELATED INFORMATION—Continued

II-8. **IMPORTS BY SOURCE—DIWF.**—Report your firm's imports and your firm's shipments and inventories of DIWF imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined.** Photocopy as many pages as you need.

China

All other sources combined¹

(Quantity in short tons, value in \$1,000)							
Item	Calendar years					January-June	
	1998	1999	2000	2001	2002	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (quantity)							
IMPORTS:²							
Quantity of imports							
Value of imports							
U.S. SHIPMENTS:							
Commercial shipments:							
Quantity of commercial shipments							
Value of commercial shipments							
Internal consumption/company transfers:							
Quantity of internal consumption/ transfers							
Value ³ of internal consumption/transfers							
EXPORT SHIPMENTS:⁴							
Quantity of export shipments							
Value of export shipments							
END-OF-PERIOD INVENTORIES⁵ (quantity)							
U.S. COMMERCIAL SHIPMENTS TO:							
Waterworks houses (quantity)							
Other distributors (quantity)							
End users (quantity)							
¹ Please identify these sources: _____ ² Please identify the foreign producers, if known: _____ ³ 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 1997, 1998, 1999, 2000, 2001, and 2002: _____ ⁴ Identify your principal export markets: _____ ⁵ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____							

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

II-9. **IMPORTS BY SOURCE--GRAY IRON WATERWORKS FITTINGS.**—Report your firm’s imports and your firm’s shipments of gray iron waterworks fittings imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report for all other sources combined.**

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Calendar years					January-June	
	1998	1999	2000	2001	2002	2002	2003
IMPORTS:¹							
Quantity of imports							
Value of imports							
U.S. SHIPMENTS:							
Commercial shipments:							
Quantity of commercial shipments							
Value of commercial shipments							
U.S. COMMERCIAL SHIPMENTS TO:							
Waterworks houses (<i>quantity</i>)							
Other distributors (<i>quantity</i>)							
End users (<i>quantity</i>)							
¹ Please identify the foreign producers, if known: _____							

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

II-10. **COMPARABILITY OF BETWEEN IRON WATERWORKS FITTINGS** .--Please describe the differences and similarities between ductile and gray iron waterworks fittings for the following factors: (a) **physical properties**; (b) **manufacturing processes**--where and how they are made; (c) **end uses**; and (d) **channels of distribution**--describe the specific customer requirements and channels of distribution/market situation in which the products are sold. Use additional pages as necessary.

(a) Physical properties:

(b) Manufacturing processes:

(c) End uses:

(d) Channels of distribution:

PART III. PRICING AND RELATED INFORMATION *Continued*

Section III-A. PRICE DATA *Continued*

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from China and sold by your firm.

Product 1 Product 2 Product 3 Product 4 Product 5

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	F.o.b. value
1998:		
January-March		
April-June		
July-September		
October-December		
1999:		
January-March		
April-June		
July-September		
October-December		
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified DWIF, provide a description of your product: <hr/>		

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of DIWF (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). 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 submit sample pages.

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-B-3. What are your firm's typical sales terms for DIWF imported from China (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what percentage of your firm's sales of DIWF imported from China are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of imported DIWF?

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-6. What is the approximate percentage of the total delivered value of DIWF that is accounted for by U.S. inland transportation costs? ___ percent. Who generally arranges the transportation to your customers' locations? Your firm ___ or purchaser ___ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? ___ percent. 101 to 1,000 miles? ___ percent. Over 1,000 miles? ___ percent.

III-B-7. What is the geographic market area in the United States served by your firm's imports of DIWF from China?

III-B-8. What other products may be substitutes for DIWF?

III-B-9. Describe the end uses of the DIWF that you import from China. For each end use product, what percentage of the total cost is accounted for by DIWF?

III-B-10. How has the demand within the United States (and outside the United States if known) for DIWF changed since January 1, 1998? What were the principal factors affecting changes in demand?

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-11. Have there been any significant changes in the product range or marketing of DIWF in the past five years?

No Yes—Please describe.

III-B-12. Does your firm purchase or sell DIWF over the internet?

No Yes—Please describe, noting the estimated percentage of your firm's total purchases/sales of DIWF in 2001 accounted for by internet transactions.

III-B-13. Are the U.S.-produced and imported DIWF from China used interchangeably (i.e., can they physically be used in the same applications)?

Yes No--Please explain.

III-B-14. Are the U.S.-produced and NONSUBJECT imported DIWF (i.e., products imported from countries other than China) generally used interchangeably?

Yes No--Please explain, by country.

III-B-15. Are NONSUBJECT imported DIWF and imported DIWF from China used interchangeably?

Yes No--Please explain, by country.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B.-PRICE-RELATED QUESTIONS-Continued

III-B-16. Are there any differences in product characteristics or sales conditions between U.S.-produced DIWF and DIWF imported from China that are a significant factor in your firm's sales of DIWF?

- No Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the imported products (e.g., quality, availability, transportation network, product range, technical support, etc.).

III-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced DIWF and NONSUBJECT imported DIWF that are a significant factor in your firm's sales of DIWF?

- No Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the nonsubject imported products, by country of origin.

III-B-18. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported DIWF and imported DIWF from China that are a significant factor in your firm's sales of DIWF?

- No Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported products vis-a-vis the imported products from China.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest U.S. customers for DIWF imported from China during January 1998-June 2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of DIWF from China that each of these customers accounted for in 2002.

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