

PURCHASERS' QUESTIONNAIRE
REFINED BROWN ALUMINUM OXIDE FROM CHINA

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 August 6, 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 **refined brown aluminum oxide** from China (inv. No. 731-TA-1022 (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 Amelia Preece (202-205-3250).

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

Has your firm purchased **refined brown aluminum oxide** (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 **refined brown aluminum oxide** from China into the United States or which are engaged in exporting **refined brown aluminum oxide** 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 **refined brown aluminum oxide**?

No Yes--List the following information.

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

PART II.--PURCHASES

Note.—Questionnaire respondents are reminded to review the product definition of **refined brown aluminum oxide** as contained in the accompanying instruction booklet before answering the questions contained in Part II.

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of **refined brown aluminum oxide**. Report based on delivery date, not order date.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	2000	2001	2002	Jan.-June 2002	Jan.-June 2003
PURCHASES FROM U.S. PRODUCERS:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM SUPPLIERS OF CHINESE PRODUCT:					
<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 **refined brown aluminum oxide** 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 **refined brown aluminum oxide** from only one country, please explain the reasons for doing so.

II-4. In making its determination on the “domestic like product” in antidumping investigations, the Commission generally considers a number of factors, including (1) physical characteristics and uses; (2) interchangeability; (3) channels of distribution; (4) customer and producer perceptions of the products; (5) common manufacturing facilities, production processes, and production employees; and, where appropriate, (6) price. **If you have firsthand knowledge concerning the similarities and/or differences between (1) refined brown aluminum oxide subject to this investigation (as defined in the instructions) and (2) refined pink aluminum oxide and/or refined white aluminum oxide** in terms of each of the six factors listed above, please give us your views concerning such similarities and/or differences.

Physical characteristics and uses:

Interchangeability:

Channels of distribution:

Customer and producer perceptions of the products:

Common manufacturing facilities, production processes, and production employees:

Price:

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

Note.—Questionnaire respondents are reminded to review the product definition of refined brown aluminum oxide as contained in the accompanying instruction booklet before answering the questions contained in Part III.

III-1. Which of the following best describes your firm as a purchaser of **refined brown aluminum oxide** (check all that apply, noting the specific end uses if known)?

End user (_____)

Distributor (_____)

Other (_____)

III-2. If your firm is a distributor or reseller of **refined brown aluminum oxide**, what are the major types of consumers to which you sell **refined brown aluminum oxide**?

III-3. List, in order of quantity of **refined brown aluminum oxide** consumed, the top 5 end-use products for which your firm purchases **refined brown aluminum oxide** as a component part or material input in the production of your firm's end product(s). Please indicate what percentage of the total cost is accounted for by **refined brown aluminum oxide**.

<u>End use product</u>	<u>Percent of cost accounted for by refined brown aluminum oxide</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____
5. _____	5. _____

III-4. For 2002, please provide the share (quantity and value) of **refined brown aluminum oxide** purchased and used by your firm for use in the following applications: Abrasives ___ percent (quantity) ___ percent (value); Refractory ___ percent (quantity) ___ percent (value); general industrial uses (i.e., polishing/blasting) ___ percent (quantity) ___ percent (value); and other ___ percent (quantity) ___ percent (value).

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

III-5. If your firm is an end user of **refined brown aluminum oxide**, has the demand for your firm's final products incorporating **refined brown aluminum oxide** 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 **refined brown aluminum oxide**.

III-6. Are there other products that could be substituted for **refined brown aluminum oxide** in its end uses?

No

Yes--Please identify such substitutes. If multiple end uses exist for **refined brown aluminum oxide**, please discuss potential substitutes for each of the end uses.

III-7. Since January 1, 2000, have prices for these substitute products increased, decreased, or remained the same relative to those for **refined brown aluminum oxide**? Have changes in these relative prices caused your firm to shift purchases from **refined brown aluminum oxide** to the substitute products or vice versa?

III-8. Do you compete for sales to your customers with the manufacturers or importers from which you purchase **refined brown aluminum oxide**?

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

III-9. Are you aware whether the **refined brown aluminum oxide** you are purchasing is U.S.-produced or imported?

- Always Usually Sometimes Never

III-10. Do you know the manufacturer of the **refined brown aluminum oxide** that you purchase?

- Always Usually Sometimes Never

III-11. 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-12. How frequently do you make purchases (circle one) ?

daily weekly monthly other (_____)

III-13. Has this purchasing pattern changed significantly in the last 3 years, and, if so, how?

III-14. How many suppliers do you generally contact before making a purchase?

III-15. How frequently do you change suppliers?

III-16. 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.

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

III-17. 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-18. What characteristics does your firm consider when determining the quality of a supplier's **refined brown aluminum oxide**?

III-19. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase **refined brown aluminum oxide** 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 **refined brown aluminum oxide** 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

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

III-22. Please estimate the percentage of your firm's purchases of **refined brown aluminum oxide** that are made on a contract basis _____ and on a spot basis _____? For your firm's purchases of **refined brown aluminum oxide** made on a contract basis, please answer the following questions.

(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) If contracts have a meet-or-release provision, have contracts been renegotiated to change prices or quantities since January 2000? Yes _____ No _____. If yes, please give details

III-23. Please list the names of any firms you considered price leaders in the **refined brown aluminum oxide** market during January 2000-March 2003. 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-24. Please describe how the above firm(s) exhibited price leadership.

III-25. Since 2000, how frequently has the price of the **refined brown aluminum oxide** you are purchasing changed?

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

III-26. Of the total cost of the **refined brown aluminum oxide** 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

III-27. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the **refined brown aluminum oxide** they sell to your firm?

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

III-28. 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-29. Since January 1, 2000, have any domestic or foreign producers ever failed in their attempts to qualify their **refined brown aluminum oxide** 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.

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

III-30. Does your firm purchase **refined brown aluminum oxide** over the internet?

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

III-31 a) Please report your firm's end-of-period inventories (in short tons) for **refined brown aluminum oxide** as of the date listed below.

	December 31, 2000	December 31, 2001	December 31, 2002	June 30, 2002	June 30, 2003
Inventories					

b) If the level of your firm's end of period inventories has increased or decreased during the periods listed above, please discuss the reasons for any such change.

III-32 Is regional availability important in purchasing decisions? Yes _____ No _____. If yes, please discuss.

III-33 a) Please estimate the percentage of your firm's purchases in 2002 that were delivered to your firm using the following transportation methods.

Rail	_____
Barge	_____
Truck	_____
	100 %

b) Is the type of transportation available to deliver product from a given supplier important in your firm's purchasing decisions? Yes _____ No _____. If yes, please discuss.

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

Note.--Questionnaire respondents are reminded to review the product definition of refined brown aluminum oxide as contained in the accompanying instruction booklet before answering the questions contained in Part IV.

IV-1. Please indicate the countries of origin for **refined brown aluminum oxide** for which your firm has actual marketing/pricing knowledge.

United States China Other countries (Please specify _____)

IV-2. Do the specifications of **refined brown aluminum oxide** 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 **refined brown aluminum oxide** 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.

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

IV-4. Do you or your customers ever specifically order **refined brown aluminum oxide** 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 **refined brown aluminum oxide** 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 **refined brown aluminum oxide** 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 **refined brown aluminum oxide** 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 _____

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

IV-7. If you purchased **refined brown aluminum oxide** 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-8. If you purchased imported **refined brown aluminum oxide** 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 **refined brown aluminum oxide** instead (please specify by country, including imports from both subject and nonsubject countries)?

Country _____ percent higher

Country _____ percent higher

Comments: _____

IV-9. Since January 1, 2000, have the prices of U.S.-produced **refined brown aluminum oxide** 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 **refined brown aluminum oxide** produced in each country you identified in your response to the first question in Part IV compares with **refined brown aluminum oxide** 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"/>	
Lowest price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Minimum qty requirements ..	<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"/>	
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Quality exceeds industry standards	<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 **refined brown aluminum oxide**.

	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"/>
Minimum qty requirements ..	<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"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<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.--PURCHASE PRICES

Note.—Questionnaire respondents are reminded to review the product definition of **refined brown aluminum oxide** as contained in the accompanying instruction booklet before answering the questions contained in Part V.

This section requests quarterly price and quantity data concerning your firm's purchases of the following U.S.-produced and imported products from China during January 2001-March 2003:

Product 1: Refined brown aluminum oxide (94-97% Al₂O₃ by weight by difference) in American National Standards Institute Table 2 sizing, Grit size 80.

Product 2 .--Refined brown aluminum oxide (94-97% Al₂O₃ by weight by difference) in American National Standards Institute Table 3 sizing, Grit size 60.

Product 3 .--Refined brown aluminum oxide (94-97% Al₂O₃ by weight by difference) in American National Standards Institute Table 3 sizing, Grit size 220.

Product 4 .--Refined brown aluminum oxide (94-97% Al₂O₃ by weight by difference) sizing 1 to 3 mm, or its US mesh size equivalent.

COPY PAGES AS NECESSARY. Complete a separate page for each of the specified products purchased by your firm. Indicate in the space provided the product for which pricing is reported.

PART V.--PURCHASE PRICES--Continued

PURCHASES FROM U.S. PRODUCERS

Product 1 Product 2 Product 3 Product 4

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Delivered value
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 product, provide a description of your product: <hr/> <hr/>		

PART V.--PURCHASE PRICES--Continued

PURCHASES OF CHINESE PRODUCT FROM U.S. IMPORTERS

Product 1 Product 2 Product 3 Product 4

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Delivered value
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 product, provide a description of your product: <hr/> <hr/>		

PART VI.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest suppliers of **refined brown aluminum oxide** purchased during January 2000-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 purchases of **refined brown aluminum oxide** 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					