

U.S. PURCHASERS' QUESTIONNAIRE

Certain Steel Grating from China

This questionnaire must be received by the Commission by no later than March 31, 2010

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 and antidumping investigations concerning certain steel grating from China (inv. No. 701-TA-465 and 731-TA-1161 (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, amelia.preece@usitc.gov).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm purchased certain steel grating (as defined in the instruction booklet) from <u>any</u> source at any time since January 1, 2007?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

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

I acknowledge that information submitted in this questionnaire response and throughout these investigations 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 these investigations 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: ()

Fax ()

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.

I-1a. 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. 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. 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain steel grating from China into the United States or which are engaged in exporting certain steel grating from China to the United States?

No Yes--List the following information.

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain steel grating?

No Yes--List the following information.

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

PART II.--PURCHASES

II-1. Who should be contacted regarding the requested purchase information?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-2. a) Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) and your year-end inventories of certain steel grating. Report based on delivery date, not order date.

<i>(Quantity in 1,000 kilograms, value in \$1,000)</i>			
Item	2007	2008	2009
Purchases of product produced in the United States:			
<i>Quantity</i>			
<i>Value</i>			
<i>Year-end inventories (quantity)</i>			
Purchases of product produced in China:			
<i>Quantity</i>			
<i>Value</i>			
<i>Year-end inventories (quantity)</i>			
Purchases of product produced in all other countries:¹			
<i>Quantity of purchases</i>			
<i>Quantity</i>			
<i>Year-end inventories (quantity)</i>			
¹ Please identify these countries: _____			

b) What percentage of your firm's current inventories of certain steel gratings are committed to customers by supply agreements? _____

c) For how many months do you expect to hold any inventories your firm had at the end of 2009?

d) Were your 2009 end of period inventories typical for the certain steel grating industry?

Yes No--Please explain.

e) Have existing inventories in the steel grating industry affected prices of certain steel grating?

No Yes--Please explain.

PART II.--PURCHASES--Continued

II-3. If the relative shares of your firm's total purchases of certain steel grating 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-4. If your firm has purchased certain steel grating from only one country, please explain the reasons for doing so.

II-5. **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for certain steel grating since 2007. 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 certain steel grating that each of these suppliers accounted for in 2009.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2009 purchases (%)
1					
2					
3					
4					
5					

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

Fabricator (_____)

Other end user (_____)

Distributor (_____)

Other (_____)

III-2. (a) If your firm is a distributor or reseller of certain steel grating, what are the major types of consumers to which you sell certain steel grating?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase certain steel grating?

III-3. If your firm is an end user of certain steel grating, list in order of quantity of certain steel grating consumed, the top 3 products for which your firm purchases certain steel grating as a component part or input. Please indicate what percentage of the total cost is accounted for by certain steel grating.

Product you produce	Percent of cost accounted for by certain steel grating

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

III-4. (a) If your firm is an end user of certain steel grating, has the demand for your firm's final products incorporating certain steel grating changed since January 1, 2007?

- Increased No change Decreased Fluctuated

(b) Has this had any effect on your firm's demand for certain steel grating?

- No Yes--Please explain.

III-5. (a) Can other products be substituted for certain steel grating?

- No Yes--Please list these substitute products in order of importance.

(i) _____

(ii) _____

(iii) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for certain steel grating?

- No Yes--To what degree do changes in their prices affect the price for certain steel grating? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of certain steel grating or final end use?

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

III-6. Are you aware whether the certain steel grating you are purchasing is U.S.-produced or imported?

- Always Usually Sometimes Rarely Never

III-7. Do you know the manufacturer of the certain steel grating that you purchase?

- Always Usually Sometimes Rarely Never

III-8. 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 Rarely Never

III-9. Is buying a product that is produced in the United States an important factor in your firm's purchases of certain steel grating (please check ALL that apply)?

- No
 Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of certain steel grating.
 Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of certain steel grating.
 Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of certain steel grating.

III-10. **Conditions of competition.--**

(a) Is the certain steel grating market subject to business cycles or conditions of competition distinctive to certain steel grating?

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

(b) Has the emergence of new markets for certain steel grating since 2007 affected the business cycles or conditions of competition distinctive to certain steel grating?

- No Yes--Please explain any such changes.

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

III-11. Have you made significant changes in your purchasing patterns (e.g., frequency) since 2007?

- No Yes-- Please describe.

III-12. How many suppliers do you generally contact before making a purchase? _____ firms

III-13. Have you changed suppliers since 2007?

- No Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

III-14. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2007?

- No Yes--Please identify the firms.

III-15. (a) Do you require your suppliers to be ANSI, NAAMM, or ASTM certified for certain steel grating they sell to your firm?

- No Yes-- _____ percent of purchases in 2009 Yes--All purchases

(b) Do you require your suppliers to become certified or prequalified **in addition to or instead of** ANSI, NAAMM, or ASTM certification with respect to the quality, chemistry, strength, or other performance characteristic of the certain steel grating they sell to your firm?

- No Yes-- _____ percent of purchases in 2009 Yes--All purchases

(c) Please provide a general description of the certification or qualification process **other than** ANSI, NAAMM, or ASTM.

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

III-16. Please estimate the time required for certification or qualification. _____ days

III-17. (a) Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

(b) Please estimate the time it takes to certify or qualify a new supplier. _____ days

III-18. Since 2007, have any domestic or foreign producers failed in their attempts to certify or qualify their certain steel grating 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 certification/qualification process.

Firm name	Firm country	Why the firm failed certification/qualification

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

III-19. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for certain steel grating.

	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"/>
Extension of credit.....	<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 ANSI, NAAMM or ASTM 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"/>
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"/>

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

(i) _____

(ii) _____

(iii) _____

Other factors or comments: _____

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

III-20. What characteristics does your firm consider when determining the quality of certain steel grating?

III-21. **Choice of product not based on price.**--If you purchased certain steel grating 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.

III-22. **Frequency of decisions based on price.**--How often does your firm purchase the certain steel grating that is offered at the lowest price?

- Always Usually Sometimes Rarely Never

III-23. Please list the names of any firms you considered price leaders in the certain steel grating market since 2007. 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.

III-24. Please describe how the above firm(s) exhibited price leadership.

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 certain steel grating 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 *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	China	Other countries
United States		
China		
¹ For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's purchases of certain steel grating, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>		

IV-4. Do you or your customers ever specifically order certain steel grating 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 certain steel grating from these countries is preferred over product from other countries (please note the specific product in your response).

PART IV.— PRODUCT COMPARISONS --Continued

IV-5. Are certain grades/types/sizes of certain steel grating 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. If you purchased certain steel grating 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.— PRODUCT COMPARISONS --Continued

IV-7. For the factors listed below, please rate how certain steel grating produced in each country you identified in your response to the first question in Part IV compares with certain steel grating produced in each of the other countries you identified (including the United States and both China and other countries). Please type an “X” for each quality in each product comparison indicating whether the product from the first source is superior, comparable, or inferior compared with the product from the second source.

Quality	Product from <u>United States</u> compared to product from China			Product from compared to product from			Product from compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<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"/>
Delivery terms	<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"/>
Delivery time	<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"/>
Discounts offered	<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"/>
Extension of credit.....	<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"/>
Price ¹	<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"/>
Minimum quantity requirements.....	<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"/>
Packaging	<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"/>
Product consistency	<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"/>
Quality meets ANSI, NAAMM or ASTM standards	<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"/>
Quality exceeds industry standards	<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"/>
Product range.....	<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"/>
Reliability of supply	<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"/>
Technical support/service	<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"/>
U.S. transportation costs ¹	<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"/>
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"/>
_____	<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"/>
_____	<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"/>

¹ A rating of “Superior” on price (or U.S. transportation costs) indicates that the first country’s product generally has lower prices (or U.S. transportation costs) than the second country’s product.

PART IV.—PRODUCT COMPARISONS --Continued

IV-8. (a) How often does domestically produced certain steel grating meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely Never

(b) How often does imported subject certain steel grating meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely	Never
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) How often does imported nonsubject certain steel grating (*i.e.*, certain steel grating from countries other than China) meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely	Never
Canada	<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"/>	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

