

**PURCHASERS' QUESTIONNAIRE**  
**CERTAIN ALUMINUM PLATE FROM SOUTH AFRICA**

*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 18, 2004**

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 aluminum plate from South Africa (inv. No. 731-TA-1056 (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 James Fetzer (202-708-5403; email: james.fetzer@usitc.gov).

**Name of firm** \_\_\_\_\_  
**Address** \_\_\_\_\_  
**City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip code** \_\_\_\_\_  
**World Wide Web address** \_\_\_\_\_

Has your firm purchased certain aluminum plate (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2001?

- 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 10 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>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain aluminum plate from South Africa into the United States or which are engaged in exporting certain aluminum plate from South Africa 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 aluminum plate?

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 aluminum plate. Report based on delivery date, not order date.

<i>(Quantity in short tons, value in \$1,000)</i>				
Item	2001	2002	2003	Jan.-June 2004
<b>PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF PRODUCT PRODUCED IN SOUTH AFRICA:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:<sup>1</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<sup>1</sup> Please identify these countries: _____				

**PART II.--PURCHASES--Continued**

II-2. If the relative shares of your firm's total purchases of certain aluminum plate 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 certain aluminum plate from only one country, please explain the reasons for doing so.

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II-4. Please report your firm's purchases of nonheat treatable series 1000, 3000, 4000, and 5000 aluminum products during 2003, by series as follows:

Series	U.S. produced		Imports from all sources combined	
	Quantity ( <i>short tons</i> )	Value (\$1,000)	Quantity ( <i>short tons</i> )	Value (\$1,000)
1000, 3000, 4000 plate				
5000 plate ( $\geq$ .250 in. thickness)				
5000 sheet (.248-.249 in. thickness)				

**PART II.--PURCHASES--Continued**

II-5. **COMPARABILITY OF NONHEAT TREATABLE SERIES 5000 ALUMINUM PLATE AND CERTAIN ALUMINUM PLATE (SERIES 6000).**--Since January 1, 2001, has your firm purchased nonheat treatable series 5000 aluminum plate ?

No       Yes--Please describe the differences and similarities between nonheat-treatable series 5000 aluminum plate and certain aluminum plate (series 6000) with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **customer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (d) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Customer perceptions:**

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**(d) Price:**

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II.6. **COMPARABILITY OF NONHEAT TREATABLE SERIES 5000 ALUMINUM SHEET (.248-.249 IN. THICKNESS) AND CERTAIN ALUMINUM PLATE (SERIES 6000).**--Since January 1, 2001, has your firm purchased series 5000 aluminum sheet (.248-.249 in. thickness)?

No       Yes--Please describe the differences and similarities between nonheat treatable series 5000 aluminum sheet (.248-.249 in. thickness) and certain aluminum plate (series 6000) with respect to the following factors, using additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Customer perceptions:**

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**(d) Price:**

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

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

END USER (\_\_\_\_\_)

DISTRIBUTOR (\_\_\_\_\_)

Other (\_\_\_\_\_)

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

\_\_\_\_\_  
\_\_\_\_\_

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

\_\_\_\_\_  
\_\_\_\_\_

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

<u>Product you produce</u>	<u>Percent of cost accounted for by certain aluminum plate</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

III-4. (a) If your firm is an end user of certain aluminum plate, has the demand for your firm's final products incorporating certain aluminum plate changed since January 1, 2001?

Increased       Unchanged       Decreased

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

\_\_\_\_\_  
\_\_\_\_\_

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

III-5. (a) Please list in order of importance any products that may be substituted for certain aluminum plate.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(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 aluminum plate?

No       Yes--Please explain.

\_\_\_\_\_  
\_\_\_\_\_

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

Always       Usually       Sometimes       Never

III-7. Do you know the manufacturer of the certain aluminum plate that you purchase?

Always       Usually       Sometimes       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       Never

III-9. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

No       Yes--Please explain.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-10. How many suppliers do you generally contact before making a purchase?

\_\_\_\_\_

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

III-11. Have you changed suppliers since January 1, 2001?

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

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III-12. 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.

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III-13. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the certain aluminum plate they sell to your firm?

- No                       Yes-- \_\_\_\_ percent of purchases in 2003                       Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

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III-14. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

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III-15. Since January 1, 2001, have any domestic or foreign producers failed in their attempts to certify or qualify their certain aluminum plate 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.

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

III-16. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for certain aluminum plate.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
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 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"/>
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 III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-16. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase certain aluminum plate 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.).

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-17. What characteristics does your firm consider when determining the quality of certain aluminum plate?

\_\_\_\_\_  
\_\_\_\_\_

III-18. How often does your firm purchase the certain aluminum plate that is offered at the lowest price?

Always       Usually       Sometimes       Never

III-19. Please list the names of any firms you considered price leaders in the certain aluminum plate market during January 2001-June 2004. 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-20. Please describe how the above firm(s) exhibited price leadership.

\_\_\_\_\_  
\_\_\_\_\_

III-21. Does your firm purchase certain aluminum plate over the internet?

No       Yes--Please describe, noting the estimated percentage of your firm's total purchases of certain aluminum plate in 2003 accounted for by internet purchases.

\_\_\_\_\_  
\_\_\_\_\_

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

III-22. What is the average lead time between your order and the date of delivery for your firm's purchases of certain aluminum plate?

Country of origin	Lead times in 2003
Produced in United States	
Produced in South Africa	
Produced in other countries	
<b>Total</b>	

If lead times have changed since 2003 or vary for specific products or suppliers, please elaborate below.

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III-23. Since January 1, 2001, have any of your suppliers of certain aluminum plate placed you on allocation, declined to accept quantities requested in orders, delivered less than the quantity promised, or otherwise departed from the normal course of supply you have come to expect?

No                       Yes--Please identify the supplier, country of origin of the material, the time period affected, and the nature of the disruption.

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III-24. Since January 1, 2001, have any of your suppliers of certain aluminum plate been unable to meet timely shipping commitments?

No                       Yes--Please identify the supplier, country of origin of the material, the time period involved, and describe the circumstances.

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

IV-3. Do you or your customers ever specifically order certain aluminum plate 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 aluminum plate from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-4. Are certain grades/types/sizes of certain aluminum plate 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.

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IV-5. If you purchased certain aluminum plate 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.

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

IV-6. For the factors listed below, please rate how certain aluminum plate produced in each country you identified in your response to question IV-1 compares with certain aluminum plate 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.

_____	<b>compared to</b>			_____
(specify country)				(specify country)
	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>	
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"/>	
Lower 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"/>	
Lower 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"/>	

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

IV-7. (a) How often does domestically produced certain aluminum plate meet minimum quality specifications for your uses or your customers' uses?

- Always       Usually       Sometimes       Rarely or never

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

- Always       Usually       Sometimes       Rarely or never

(c) How often does imported nonsubject certain aluminum plate meet minimum quality specifications for your uses or your customers' uses?

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

**PART V.--SUPPLIER IDENTIFICATION**

Please provide the names and addresses of your firm's five largest suppliers of certain aluminum plate purchased during 2001-2003. 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 certain aluminum plate that each of these suppliers accounted for in 2003.

<b>No.</b>	<b>Supplier's name</b>	<b>Street address (not P.O. box), city, state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2003 purchases (%)</b>
1					
2					
3					
4					
5					