

**PURCHASERS' QUESTIONNAIRE**  
**PRODUCT FROM COUNTRY**

*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 INSERT DATE**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its **countervailing duty/antidumping** review investigation concerning **PRODUCT** from **COUNTRY** (inv. No. **701/731-TA-xxx** (Review)). 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 **ECONOMIST** (202-205-xxxx).

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

Has your firm purchased **PRODUCT** (as defined in the instruction booklet) from any source (domestic or foreign) since January 1, 1996?

- 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 review in any other import-injury investigations or reviews 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 review 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 review 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 **XX** 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 pages 3-4 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 **PRODUCT** from **COUNTRY** into the United States or which are engaged in exporting **PRODUCT** from **COUNTRY** 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 **PRODUCT**?

No       Yes--List the following information.

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

I-6. In Part III of this questionnaire we request copies of your company's business plan. Does your company have a business plan?

Yes  No

If yes, did you provide the requested copies?

Yes       No--Please explain why not.

\_\_\_\_\_

\_\_\_\_\_

**PART II.--PURCHASES**

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of **PRODUCT**.

<i>(Quantity in SPECIFY UNITS, value in \$1,000)</i>						
Item	1996	1997	1998	1999	2000	2001
<b>PURCHASES FROM U.S. PRODUCERS:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES FROM COUNTRY:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES FROM 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 levels of your firm's purchases of **PRODUCT** from different country sources (both domestic and foreign) have changed since **YEAR OF ORDER** (the year the **countervailing duty/antidumping duty** order under review became effective), please explain the reason(s), noting the country of origin of the product in your response.

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II-3. (a) Did your firm purchase **PRODUCT** from **COUNTRY** before **YEAR OF ORDER**?  
 No--Skip to (c)                       Yes

(b) If yes, has your pattern of purchasing **PRODUCT** from **COUNTRY** changed since **YEAR OF ORDER**?  
 No, our pattern of purchasing is essentially unchanged.  
 Yes, we discontinued purchases from **COUNTRY** because of the order.  
 Yes, we reduced purchases from **COUNTRY** because of the order.  
 Yes, but we changed the pattern of purchases from **COUNTRY** for reasons other than the order (please explain below).

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(c) Has your pattern of purchasing **PRODUCT** from nonsubject foreign sources changed since **YEAR OF ORDER** (please check all that apply).  
 We did not purchase from nonsubject foreign sources before or after the order.  
 No, our pattern of purchasing is essentially unchanged.  
 Yes, we increased purchases from nonsubject countries because of the order.  
 Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

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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 **PRODUCT** (check all that apply, noting the specific end uses if known)?

END USER **TYPE 1** ( \_\_\_\_\_ )

END USER **TYPE 2** ( \_\_\_\_\_ )

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

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

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

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

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

<u>End-use product</u>	<u>Percent of total purchases</u>	<u>Percent of cost accounted for by <b>PRODUCT</b></u>
1. _____	1. _____	1. _____
2. _____	2. _____	2. _____
3. _____	3. _____	3. _____

III-4. Have there been any changes in the end uses of **PRODUCT** since **YEAR OF ORDER**?

No       Yes--Discuss the changes, noting the time period in which they occurred.

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

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

III-5. If your firm is an end user of **PRODUCT**, has the demand for your firm's final products incorporating **PRODUCT** changed since **YEAR OF ORDER** for **PRODUCT** from **COUNTRY**?

- No             Yes--Please indicate the direction of change and identify the major factors that have contributed to this change and describe the ways in which any changes in demand for your firm's final products have affected your firm's purchases.

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III-6. Do substitutes exist for the end-use products listed previously?

- No             Yes--Please identify any such substitutes and explain the effect of any such substitutes on your sales of the listed end-use products and on your purchases of **PRODUCT**.

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III-7. How has demand within the United States (and outside the United States, if known) for **PRODUCT** changed since **YEAR OF ORDER**?

- Unchanged             Increased             Decreased  
 Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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III-8. Do you anticipate any future changes in **PRODUCT** demand in the United States and, if known, the rest of the world?

- No             Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

III-9. Please identify any supply factor(s) (e.g., changes in availability or prices of raw materials, energy, or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced **PRODUCT** in the U.S. market since **YEAR OF ORDER**. Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

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III-10. What do you think will be the likely effects of any revocation of the **countervailing duty order/antidumping duty order** for imports of **PRODUCT** from **COUNTRY**? As appropriate, please discuss any potential effects of revocation of the **countervailing duty order/antidumping duty order** on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: \_\_\_\_\_

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(2) Entire U.S. market: \_\_\_\_\_

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III-11. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss **PRODUCT** demand and/or factors affecting **PRODUCT** demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from **YEAR OF ORDER** to the present and forecasts of these demand data.

III-12. (a) Are there other products that could be substituted for **PRODUCT** in its end uses?

No       Yes--Please identify such substitutes. If multiple end uses exist for **PRODUCT**, please discuss potential substitutes for each.

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(b) Have there been any changes in the number or type of products that can be substituted for **PRODUCT** since **YEAR OF ORDER** concerning imports from **COUNTRY**?

No       Yes--Please explain.

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

(c) Since **YEAR OF ORDER**, have prices for these substitute products increased, decreased, or remained the same relative to those for **PRODUCT**? Have changes in these relative prices caused your firm to shift purchases from **PRODUCT** to the substitute products or vice versa?

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III-13. Is buying a product that is produced in the United States an important factor in your firm's purchases of **PRODUCT** (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 **PRODUCT**.

Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves \_\_\_\_ percent of all purchases of **PRODUCT**.

Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all purchases of **PRODUCT**.

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III-14. (a) Is the **PRODUCT** market subject to business cycles or conditions of competition distinctive to **PRODUCT**?

No

Yes--Please explain and provide estimates of the duration of any such cycle.

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(b) Has the emergence of new markets for **PRODUCT** since **YEAR OF ORDER** affected the business cycles or conditions of competition distinctive to **PRODUCT**?

No

Yes--Please explain any such changes.

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

III-15. Who are your major competitors?

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III-16. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving **PRODUCT** based on the producer of the **PRODUCT** you purchase?

Your firm:             Always     Usually     Sometimes     Never

Your customers:     Always     Usually     Sometimes     Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: \_\_\_\_\_

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Your customers: \_\_\_\_\_

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III-17. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving **PRODUCT** based on the country of origin of the **PRODUCT** you purchase?

Your firm:             Always     Usually     Sometimes     Never

Your customers:     Always     Usually     Sometimes     Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: \_\_\_\_\_

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Your customers: \_\_\_\_\_

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III-18. (a) How frequently do you make purchases?

Daily     Weekly     Monthly     Quarterly     Annually

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

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

(b) Do you expect this purchasing pattern to change in the next two years?

No       Yes--How and why do you expect these changes to occur?

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III-19. How many suppliers do you generally contact before making a purchase?

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III-20. (a) Do purchases of **PRODUCT** usually involve negotiations between supplier and purchaser?

No       Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

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(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

No       Yes--Specify the time period.

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III-21. Have you changed suppliers in the last 5 years?

No       Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

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III-22. (a) 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.

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

(b) Do you expect new **PRODUCT** suppliers to enter the market in the future?

No       Yes--Please provide details, noting the specific future time period in your response.

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III-23. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase **PRODUCT** 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. \_\_\_\_\_

III-24. What characteristics does your firm consider when determining the quality of **PRODUCT**?

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III-25. How often does your firm purchase **PRODUCT** that is offered at the lowest price?

Always     Usually     Sometimes     Never

III-26. (a) Are U.S.-inland transportation costs a major factor in your firm's consideration of which suppliers to source its **PRODUCT** requirements?

No       Yes

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

Source \_\_\_\_\_ percent  
Source \_\_\_\_\_ percent  
Source \_\_\_\_\_ percent

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

III-27. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of **PRODUCT** influenced the U.S. wholesale market price of **PRODUCT** since **YEAR OF ORDER**?

- No             Yes--Please identify any such firm(s) and note the time period when the firm influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

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III-28. How frequently does the price of the **PRODUCT** you are purchasing change?

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III-29. (a) Do you require your suppliers to become certified or pre-qualified with respect to the quality, chemistry, strength, or other performance characteristic of **PRODUCT** they sell to your firm?

- No             Yes--Approximately \_\_\_\_ percent of your firm's total 2001 purchases of **PRODUCT** required some form of certification or pre-qualification.

(b) Explain why your firm requires supplier certification or pre-qualification.

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(c) 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.

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(d) Since **YEAR OF ORDER**, have any domestic or foreign producers ever failed in their attempts to qualify their **PRODUCT** 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.

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

III-30. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. **PRODUCT** industry since **YEAR OF ORDER** and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. **PRODUCT** industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-31. Does your firm purchase **PRODUCT** over the internet?

No             Yes--Please describe, noting the estimated percentage of your firm's total purchases of **PRODUCT** in 2001 accounted for by internet purchases.

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

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

United States             **COUNTRY**

Other countries (specify) \_\_\_\_\_)

IV-2. Do the specifications of **PRODUCT** 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.

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

IV-3. Is **PRODUCT** produced in the United States and in other countries used in the same applications?

Please indicate below, using "A" to indicate that the products from a specified country-pair are always used in the same applications, "F" to indicate that the products are frequently used in the same applications, "S" to indicate that the products are sometimes used in the same applications, "N" to indicate that the products are never used in the same applications, and "0" to indicate no familiarity with products from a specified country-pair. <sup>1</sup>				
Country-pair	<b>COUNTRY 1</b>	<b>COUNTRY 2</b>	<b>COUNTRY 3</b>	Nonsubject countries
United States				
<b>Country 1</b>				
<b>Country 2</b>				
<b>Country 3</b>				
Nonsubject				
<sup>1</sup> For any country-pair producing <b>PRODUCT</b> which is sometimes or never used in the same applications, please explain the factors that limit or preclude such use.  <hr/> <hr/>				

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

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IV-5. Are certain grades/types/sizes of **PRODUCT** 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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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued**

IV-6. Please indicate whether prices of **PRODUCT** 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.

\_\_\_\_\_  Higher  Lower  Same priced than from \_\_\_\_\_  
(country) (country)

\_\_\_\_\_  Higher  Lower  Same priced than from \_\_\_\_\_  
(country) (country)

\_\_\_\_\_  Higher  Lower  Same priced than from \_\_\_\_\_  
(country) (country)

IV-7. If you purchased U.S. **PRODUCT** during 2001, would you have purchased imported product instead, if it were available for a lower price?

No  Yes--How much lower would the price for the imported product have to have been (below the price you paid) before you would have purchased the imported product?

Country \_\_\_\_\_ percent lower

Country \_\_\_\_\_ percent lower

Country \_\_\_\_\_ percent lower

Comments: \_\_\_\_\_  
\_\_\_\_\_

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

IV-8. (a) Since **YEAR OF ORDER**, has there been a change in the price of **PRODUCT**? If so, has the price of U.S.-produced **PRODUCT** changed more or less than the price of imported **PRODUCT** from **COUNTRY**?

No change in price

Prices have changed by the same amount

Price of U.S.-produced **PRODUCT** has changed relative to the price of **PRODUCT** from **COUNTRY**

(b) If the price of U.S.-produced **PRODUCT** has changed relative to the price of **PRODUCT** from **COUNTRY**, the price of U.S.-produced **PRODUCT** is now relatively

Higher       Lower

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

IV-9. For the factors listed below, please rate how **PRODUCT** produced in each country you identified in your response to question IV-1 compares with **PRODUCT** 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)

	<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"/>
Lowest price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity 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"/>
Product quality .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of "superior" means that the price is generally lower. For example, if you report United States compared to **COUNTRY** and check "superior," this means that you rate the U.S. price as generally lower than the **COUNTRY** price. Conversely, if you were to check "inferior" in this example, you would be rating the U.S. price as being generally higher than the **COUNTRY** price.

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

IV-10. For the factors listed below, please rate each in terms of its importance in your purchase decision for **PRODUCT**.

	<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"/>
Lowest price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity 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"/>
Product quality .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART V.--SUPPLIER IDENTIFICATION**

Please list the suppliers from which you have purchased **PRODUCT** since **YEAR OF ORDER** and approximate the percentage of your **PRODUCT** purchases each accounted for in 2001.

No.	Firm name	Percentage of purchases	No.	Firm name	Percentage of purchases
1			6		
2			7		
3			8		
4			9		
5			10		