

PURCHASERS' QUESTIONNAIRE
MALLEABLE IRON PIPE FITTINGS

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 29, 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 malleable iron pipe fittings from China (inv. No. 731-TA-1021 (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 Joshua Levy (202-205-3236; E-mail jlevy@usitc.gov).

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

Has your firm purchased malleable iron pipe fittings (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 malleable iron pipe fittings from China into the United States or which are engaged in exporting malleable iron pipe fittings 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 malleable iron pipe fittings?

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 malleable iron pipe fittings. Report based on delivery date, not order date.

<i>(Quantity in short tons, value in dollars)</i>				
Item	2000	2001	2002	Jan.-June 2003
PRODUCED IN THE UNITED STATES:				
<i>Quantity</i>				
<i>Value</i>				
PRODUCED IN CHINA:				
<i>Quantity</i>				
<i>Value</i>				
PRODUCED IN 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 malleable iron pipe fittings 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 malleable iron pipe fittings from only one country, please explain the reasons for doing so.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

- WHOLESALER** (_____)
- PREDOMINANTLY WHOLESALER WITH SOME RETAIL SALES**
(_____)
- PREDOMINANTLY RETAILER WITH SOME WHOLESALE SALES**
(_____)
- RETAILER** (_____)
- OTHER** (_____)

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

III-2. Has the distinction between retailers and wholesalers become blurred during the past three years? For example, parties to the investigation argued that retailers, such as Home Depot, have begun to sell more malleable iron pipe fittings to wholesaler customers, such as contractors. Please discuss the extent to which retailers compete with wholesalers for sales of malleable iron pipe fittings.

III-3. List, in order of quantity of malleable iron pipe fittings consumed, the top 5 end-use products for which your firm purchases malleable iron pipe fittings as a component part or material input. Please indicate what percentage of the total cost is accounted for by malleable iron pipe fittings.

<u>End use product</u>	<u>Percent of cost accounted for by malleable iron pipe fittings</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____
5. _____	5. _____

III-4. If your firm is an end user of malleable iron pipe fittings, has the demand for your firm's final products incorporating malleable iron pipe fittings 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 malleable iron pipe fittings.

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

III-5. Are there other products (e.g., flexible tubing) that could be substituted for malleable iron pipe fittings in its end uses ?

No Yes--Please identify such substitutes. If multiple end uses exist for malleable iron pipe fittings, please discuss potential substitutes for each of the end uses. Also, please discuss the extent, if any, to which these substitute products have affected demand for malleable iron pipe fittings.

III-6. Since January 1, 2000, have prices for these substitute products increased, decreased, or remained the same relative to those for malleable iron pipe fittings? Have changes in these relative prices caused your firm to shift purchases from malleable iron pipe fittings to the substitute products or vice versa?

III-7. Are you aware whether the malleable iron pipe fittings you are purchasing are U.S.-produced or imported?

Always Usually Sometimes Never

III-8. Do you know the manufacturer of the malleable iron pipe fittings that you purchase?

Always Usually Sometimes Never

III-9. To your knowledge, are your buyers aware of and/or interested in the country of origin of the malleable iron pipe fittings you supply them?

Always Usually Sometimes Never

III-10. How frequently do you make purchases (circle one) ?

daily weekly monthly other (_____)

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

III-11. Has this purchasing pattern changed significantly in the last 3 years, and, if so, how?

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

III-13. How frequently do you change suppliers?

III-14. 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.

III-15. What characteristics does your firm consider when determining the quality of a supplier's malleable iron pipe fittings?

III-16. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase malleable iron pipe fittings 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: _____

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

III-17. How often does your firm purchase the malleable iron pipe fittings that are offered at the lowest price (assuming that the fittings meet customer specifications)?

- Always Usually Sometimes Never

III-18. Please list the names of any firms you considered price leaders in the malleable iron pipe fittings market during January 2000-June 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-19. Please describe how the above firm(s) exhibited price leadership.

III-20. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the malleable iron pipe fittings they sell to your firm?

- No Yes--Approximately what percent of your firm's total 2002 purchases of malleable iron pipe fittings required some form of certification or pre-qualification? _____ percent. Please provide a general description of the malleable iron pipe fittings purchased by your firm that require supplier certification.

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

III-21. 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-22. Since January 1, 2000, have any domestic or foreign producers ever failed in their attempts to qualify their malleable iron pipe fittings 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.

III-23. Does your firm purchase malleable iron pipe fittings over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total purchases of malleable iron pipe fittings in 2002 accounted for by internet purchases.

III-24. Approximately what percent of your firm's purchases of malleable iron pipe fittings in 2002 from each of the following sources has a brand name (e.g., Anvil, Ward, Mueller, etc.)?

<u>Source</u>	<u>Percent of purchases from each source that has a brand name</u>
Produced in the United States.....	_____
Produced in China.....	_____
Produced in all other countries.....	_____

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

III-25. Report, as indicated below, your firm's end-of-period inventories (in *short tons*) of malleable iron pipe fittings.

(In short tons)					
Item	December 31 of--			June 30 of--	
	2000	2001	2002	2002	2003
Produced in the United States					
Produced in China					
Produced in all other countries ¹					
¹ Please identify these countries. _____					

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

IV-1. Please indicate the countries of origin for malleable iron pipe fittings for which your firm has actual marketing/pricing knowledge.

United States

China

Other countries (Please specify _____)

IV-2. Do the specifications of malleable iron pipe fittings 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 malleable iron pipe fittings 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.

_____ 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 malleable iron pipe fittings 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 malleable iron pipe fittings 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 malleable iron pipe fittings 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 imported malleable iron pipe fittings 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 malleable iron pipe fittings instead (please specify by country, including imports from both subject and nonsubject countries)?

Country _____ percent higher

Country _____ percent higher

Country _____ percent higher

Comments: _____

IV-7. Approximately what percent, if any, of the imported Chinese malleable iron pipe fittings that you buy do you consider to be of lower quality than the domestic product? __ percent.
Approximately what percent, if any, of the domestic malleable iron pipe fittings that you buy do you consider to be of lower quality than the subject imported Chinese product? __ percent.

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

IV-8. For the factors listed below, please rate how malleable iron pipe fittings produced in each country you identified in your response to the first question in Part IV compares with malleable iron pipe fittings 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"/>
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 specifications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry specifications	<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"/>

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

IV-9. For the factors listed below, please rate each in terms of its importance in your purchase decision for malleable iron pipe fittings.

	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 specifications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry specifications	<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"/>

PART VI.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest suppliers of malleable iron pipe fittings 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 malleable iron pipe fittings 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					