

**IMPORTERS' QUESTIONNAIRE**  
**CERTAIN CERAMIC STATION POST INSULATORS FROM JAPAN**

*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 September 4, 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 certain ceramic station post insulators (CSPI) from Japan (inv. No. 731-TA-1023 (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported CSPI (as defined in the instruction booklet) from any country at any time since January 1, 2000?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
---

**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 20 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 CSPI from Japan into the United States or which are engaged in exporting CSPI from Japan 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 CSPI?

No       Yes—List the following information.

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

I-6. Please indicate the nature of your firm's importing operations on CSPI. More than one answer may be applicable.

Importer of record       Takes title to the imported product(s)  
 Consignee of the imported product(s)       Customs broker or freight forwarder

I-7. If your firm is an importer of record of CSPI but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

I-8. Please indicate whether your firm enters CSPI into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones     No       Yes

Bonded warehouses     No       Yes

I-9. Please indicate whether your firm imports CSPI under the TIB (temporary importation under bond) program.

No       Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No       Yes—Please specify. \_\_\_\_\_

\_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from **John Cutchin** (202-205-3396, e-mail: [cutchin@usitc.gov](mailto:cutchin@usitc.gov)). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of CSPI since January 1, 2000?

No       Yes—Supply details as to the time, nature, and significance of such changes.

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

II-3. Has your firm imported or arranged for the importation of CSPI from Japan for delivery after March 31, 2003?

No       Yes—Indicate when such orders are to be delivered and the quantities involved.

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

II-4. If your firm also produces CSPI in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

**PART II. – TRADE AND RELATED INFORMATION – Continued**

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of CSPI imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Japan and for all other sources combined, photocopying as many pages as you need.**

Japan       All other sources combined<sup>1</sup>

(Quantity in number of units, value in \$1,000)					
Item	Calendar years			January-June	
	2000	2001	2002	2002	2003
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )					
<b>IMPORTS:<sup>2</sup></b>					
Quantity of imports					
Value of imports					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>3</sup> of internal consumption/transfers					
<b>EXPORT SHIPMENTS:<sup>4</sup></b>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO:</b>					
<b>OEMs</b> ( <i>quantity</i> )					
<b>Utilities</b> ( <i>quantity</i> )					
<b>Packagers/distributors</b> ( <i>quantity</i> )					
<sup>1</sup> Please identify these sources: _____ _____					
<sup>2</sup> Identify the foreign producers, if known: _____ _____					
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below: _____ _____					
<sup>4</sup> Identify your principal export markets: _____ _____					
<sup>5</sup> <b>Reconciliation of data.</b> —Note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____					

**PART III.-PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from **Craig Thomsen** (202-205-3226, e-mail: cthomsen@usitc.gov).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

**Section III-A.-PRICE DATA**

This section requests quarterly price and quantity data, by channel of distribution (OEM, packager, or utility), f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from **JAPAN** during January 2000-June 2003:

**Product 1.**—Porcelain station post insulators of 138 kV service class, 650 kV Basic Impulse Insulation Level (BIL), 2200 lb. cantilever strength.

**Product 2.**—Porcelain station post insulators of 230 kV service class, 900 kV BIL, 2750 lb. cantilever strength.

**Product 3.**—Porcelain station post insulators of 345 kV service class, 1300 kV BIL, 2450 lb. cantilever strength.

**Product 4.**—Porcelain station post insulators of 345 kV service class, 1300 kV BIL, 3500 lb. cantilever strength.

**Product 5.**—Porcelain station post insulators of 500 kV service class, 1800 kV BIL, 2500 lb. cantilever strength.

**Product 6.**—Porcelain station post insulators of 500 kV service class, 1550 kV BIL, 3100 lb. cantilever strength.

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-A. PRICE DATA—Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> imported and sold into each channel of distribution by your firm.

Choose one: Product 1  Product 2  Product 3  Product 4  Product 5  Product 6

Choose one: Sales to OEMs  Sales to packagers/distributors  Sales to utilities

<i>(Quantity in number of units, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>2</sup>
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-B. PRICE-RELATED QUESTIONS**

**The questions in this section refer to sales to OEMs, packagers, and electrical utilities. If your response to any question differs depending on the market in which the product is sold, please note this in your response.**

III-B-1. Please describe how your firm determines the prices that it charges for sales of CSPI (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

---

---

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

---

---

III-B-3. What are your firm's typical sales terms for CSPI imported from CSPI (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

III-B-4. Approximately what percentage of your firm's sales of CSPI imported from Japan are on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) How frequently are contracts renegotiated? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

(e) What are the standard quantity requirements, if any? \_\_\_\_\_

(f) What is the price premium for sub-minimum shipments? \_\_\_ percent

III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of CSPI? \_\_\_\_\_

III-B-6. What is the approximate percentage of the total delivered cost of CSPI that is accounted for by transportation costs? \_\_\_ percent. Who generally arranges the transportation to your customers' locations? Your firm \_\_\_ or purchaser \_\_\_ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? \_\_\_ percent. 101 to 1,000 miles? \_\_\_ percent. Over 1,000 miles? \_\_\_ percent.



**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-B. PRICE-RELATED QUESTIONS—Continued**

III-B-7. What is the geographic market area in the United States served by your firm's imports of CSPI from Japan?

---

---

III-B-8. What other products may be substitutes for CSPI?

---

---

III-B-9. Describe the end uses of the CSPI that you import from Japan. For each end use product, what percentage of the total cost is accounted for by CSPI?

---

---

III-B-10. How has the demand within the United States (and outside the United States if known) for CSPI changed since January 1, 2000? What were the principal factors affecting changes in demand?

---

---

III-B-11. Have there been any significant changes in the product range or marketing of CSPI in the past five years?

No       Yes—Please describe.

---

---

III-B-12. Does your firm purchase or sell CSPI over the internet?

No       Yes—Please describe, noting the estimated percentage of your firm's total purchases/sales of CSPI in 2002 accounted for by internet transactions.

---

---

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-B. PRICE-RELATED QUESTIONS—Continued**

III-B-13. Are the U.S.-produced and imported CSPI from Japan used interchangeably (i.e., can they physically be used in the same applications)?

Yes       No—Please explain.

---

---

III-B-14. Are the U.S.-produced and NONSUBJECT imported CSPI (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

Yes       No—Please explain, by country.

---

---

III-B-15. Are NONSUBJECT imported CSPI and imported CSPI from Japan used interchangeably?

Yes       No—Please explain, by country.

---

---

III-B-16. Are there any differences in product characteristics or sales conditions between U.S.-produced CSPI and CSPI imported from Japan that are a significant factor in your firm's sales of CSPI?

No       Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

---

---

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-B. PRICE-RELATED QUESTIONS—Continued**

III-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced CSPI and NONSUBJECT imported CSPI that are a significant factor in your firm's sales of CSPI?

- No                       Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

---

---

III-B-18. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported CSPI and imported CSPI from Japan that are a significant factor in your firm's sales of CSPI?

- No                       Yes—Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from Japan.

---

---

**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for CSPI imported from Japan during 2000-2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of CSPI from Japan that each of these customers accounted for in 2002.

<b>No.</b>	<b>Customer's name</b>	<b>Street address (not P.O. box), state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2002 sales (%)</b>
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					