

PRODUCERS' 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 produced CSPI (as defined in the instruction booklet) 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 40 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. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No (that is, I do not wish my position on the petition to be made public)

I-4. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. 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>
_____	_____	_____
_____	_____	_____

I-6. 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>
_____	_____	_____
_____	_____	_____

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). **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; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of CSPI since January 1, 2000?

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

PART II.--TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm produce other products on the same equipment and machinery used in the production of CSPI?

No Yes--List the following information.

<u>Product</u>	<u>Basis for allocation of capacity data</u>
_____	_____
_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce CSPI?

No Yes--List the following information.

<u>Product</u>	<u>Basis for allocation of employment data</u>
_____	_____
_____	_____

II-6. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of CSPI?

No Yes--Name firm: _____

II-7. Does your firm produce CSPI in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2000, has your firm imported CSPI?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

PART II.--TRADE AND RELATED INFORMATION--Continued

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **CSPI** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in number of units, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value</i> ² of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ² of transfers to related firms					
EXPORT SHIPMENTS: ³					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)					
U.S. SHIPMENTS TO:					
OEMs (<i>quantity</i>)					
Utilities (<i>quantity</i>)					
Packagers/distributors (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (<i>value</i>)					
<p>¹ The production capability (see definitions in instructions booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capability, and explain any changes in reported capacity (use additional pages as necessary).</p>					
<p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:</p>					
<p>³ Identify your principal export markets: _____</p>					
<p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>					
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>					

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-11. Other than direct imports, has your firm otherwise purchased CSPI since January 1, 2000? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in number of units, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2000	2001	2002	2002	2003
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
JAPAN:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>					

PART III.--FINANCIAL INFORMATION--Continued

III-6. **Operations on CSPI.**--Report the revenue and related cost information requested below on the **CSPI** operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Quantity in UNITS, value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2002	2003
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Natural gas					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, and allowances. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-7. With respect to the natural gas costs reported in table III-6, please answer the following questions using additional pages as necessary.

a) Describe how natural gas costs were allocated to CSPI.-- _____

b) For each period describe the extent to which hedging instruments for the purchase of natural gas were or were not used.-- _____

c) Describe how your natural gas purchasing policy during the period examined affected CSPI manufacturing costs.-- _____

III-8. If you are a U.S. wholly-owned subsidiary of a foreign company, please answer all of the questions below (using additional pages as necessary). If you are not, please go to question III-9.

a) Please describe how strategic and operational (marketing and production) control is divided between the parent and subsidiary.-- _____

b) Does the subsidiary's current scope of production cover all products (subject and non-subject) offered or is the company's product line filled out by production from other sources? Describe the advantages and/or disadvantages that this operational structure provides.-- _____

PART III.--FINANCIAL INFORMATION--*Continued*

III-8. c) Please discuss the extent to which the activities/services identified below were provided directly or indirectly by your parent company (during or immediately prior to the period examined). (Note: The response should provide a description of the activity/service provided and how it impacts/supports the subsidiary's operations. If a service/activity listed below is not being provided, please make a statement to that effect.)

Management.-- _____

Training.-- _____

Consulting on production/marketing enhancements.-- _____

Provision of financing (working capital/long-term) and/or substantive financing assistance .-- _____

Financial management services (including contracts for primary inputs).-- _____

Engineering services (product and plant design) and equipment procurement.-- _____

Other significant services/activities not listed.-- _____

PART III.--FINANCIAL INFORMATION--Continued

III-8. d) Please indicate the extent to which the subsidiary directly reimburses the parent for costs associated with services/activities provided, as identified in part III-6-C above. Report the amount in aggregate and by service/activity (if reasonably possible). As appropriate, please describe how these items are accounted for in the company's internal financial statements, as well as the CSPI financial results reported to the Commission.--

III-9. Is there an ideal or preferred CSPI product/customer mix for which your company's manufacturing and marketing structure is currently best suited? Please describe what this product/customer mix represents and why it is ideal for your operations (use additional pages as necessary).--

III-10. Describe the actual product/customer mix experienced during the period examined. Has there been a significant change from previous periods? If so, in what ways has your company modified its marketing and manufacturing operations in order to account for these changes? (Use additional pages as necessary).--

III-11. In the recent past and during the period examined, has your overall CSPI production process changed. If so, what was the general impact on your manufacturing costs? If you plan changes in the future which will affect CSPI manufacturing costs, please describe them (use additional pages as necessary).--

III-12. From the standpoint of revenue and manufacturing costs, describe the most important elements necessary for achieving desired CSPI financial results. Describe the impact of these elements during the period examined (use additional pages as necessary).--

PART III.--FINANCIAL INFORMATION--Continued

III-13. If your company engaged in a leveraged buyout just prior to or during the period examined, please answer the questions below (use additional pages as necessary). If you are not, please go to question III-14.

a) How did the leveraged buyout (LBO) affect (directly and/or indirectly) the company's overall cost structure, and its CSPI cost structure in particular?--_____

b) How did the LBO affect (directly and/or indirectly) the company's overall selling, general, and administrative (SG&A) expenses and SG&A expenses attributable to CSPI?--_____

c) How did the LBO affect the company's interest expense?--_____

d) What is/was the company's desired post-LBO capital structure? Was this structure achieved by the end of the period examined? If not, please explain why and describe the impact of not achieving the intended post-LBO structure.--_____

PART III.--FINANCIAL INFORMATION--Continued

III-14. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on **CSPI**, and the values of the property, plant, and equipment used in the production of **CSPI**. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2002	2003
Capital expenditures					
Research and development expenditures					
Property, plant, and equipment:					
Original cost					
Book value					

III-15. Since January 1, 2000, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of **CSPI** from **Japan**?

No Yes--My firm has experienced actual negative effects as follows:

- Cancellation or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds

Other (specify) _____

III-16. Does your firm anticipate any negative impact of imports of **CSPI** from **Japan**?

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced 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

(Quantity in number of units, value in dollars)		
Period of shipment	Quantity	Value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² 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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-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.

IV-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.

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced CSPI (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic CSPI usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced CSPI 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

IV-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? _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-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 or production facility? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

IV-B-7. What is the geographic market area in the United States served by your firm's CSPI?

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

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

IV-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?

IV-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.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-12. Does your firm sell CSPI over the internet?

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

IV-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.

IV-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.

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

- Yes No--Please explain, by country.

IV-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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-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.

IV-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.

IV-B-19. Please list your quarterly natural gas quantities and prices used in the production of CSPI since January 2000 in the table below:

Period	Quantity (in MMBtu)	Price (per MMBtu)	Period	Quantity (in MMBtu)	Price (per MMBtu)
2000 Jan.-Mar.			2002 Jan.-Mar.		
2000 Apr.-June			2002 Apr.-June		
2000 July-Sep.			2002 July-Sep.		
2000 Oct.-Dec.			2002 Oct.-Dec.		
2001 Jan.-Mar.			2003 Jan.-Mar.		
2001 Apr.-June			2003 Apr.-June		
2001 July-Sep.					
2001 Oct.-Dec.					

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for CSPI 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 shipments of CSPI that each of these customers accounted for in 2002.

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

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.

Since January 1, 2000: Did your firm lose sales of CSPI to imports of these products from Japan?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>units</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Accepted import price (total value-- <i>dollars</i>)