U.S. PURCHASERS' QUESTIONNAIRE

RAW FLEXIBLE MAGNETS FROM CHINA AND TAIWAN

So as to be received by the Commission by no later than April 30, 2008

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping duty investigations concerning raw flexible magnets (flexible magnetic sheeting, strips, and profile shapes) from China and Taiwan (Inv. Nos. 701-TA-452 (Final) and 731-TA-1129-1130 (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 Ioana Mic (202-205-3196 or ioana.mic@usitc.gov).

	rm
Address	
City	State Zip Code
World Wie	de Web address
•	m purchased raw flexible magnets (including photo pockets) (as defined in the instruction booklet) urce at any time since January 1, 2005?
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, and return the entire questionnaire to the Commission so as to be received by the date indicated above.)

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 submitting 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 these investigations 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 these investigations 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 these investigations 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 of Authorized Official	Title of Authorized Official	Date	
	Phone: ()		
Signature	Fax ()	E-mail address	

PART I. -- GENERAL INFORMATION

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 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

____hours ____dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.
- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 5 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>	Address	Extent of ownership

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing raw flexible magnets from China and/or Taiwan into the United States or which are engaged in exporting raw flexible magnets from China and/or Taiwan to the United States?

No Yes--List the following information

Firm name	Address	Affiliation

PART I.--GENERAL INFORMATION--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of raw flexible magnets?

No No	YesList the following informatio	n
Firm name	Address	Affiliation

PART II.--PURCHASES

Please note that the questions in this section refer to purchases of both raw flexible magnets and photo pockets. If your response to any question differs depending on the product (i.e., raw flexible magnets vs. photo pockets), please note this in your response and provide information for each product.

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

Company contact:

Name and title	
()	
Phone number	E-mail address

II-2. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of raw flexible magnets. Report based on delivery date, not order date. If your firm purchased photo pockets, please fill out Part VI of this questionnaire but include photo pockets in the data on this page also.

Q	uantity (<i>in 1,000 pol</i>	unds) and value (<i>i</i>	n \$1,000)	
ltem	2005	2006	2007	JanMarch 2008
Purchases of raw flexible	magnets produced i	n the United State	es:	
Quantity				
Value				
Purchases of raw flexible	magnets produced i	n China:		
Quantity				
Value				
Purchases of raw flexible	magnets produced i	n Taiwan:		
Quantity				
Value				
Purchases of raw flexible i countries: ¹	magnets produced i	n all other		
Quantity				
Value				
¹ Please identify these co	ountries:			

PART II.--<u>PURCHASES</u>--Continued

II-3. Referring to your firm's purchases of raw flexible magnets from different sources (both domestic and foreign) as reported in question II-2, please indicate the trend of your purchases of raw flexible magnets from each of the sources identified (*i.e.*, whether they increased, decreased, or remained constant) and provide an explanation for that trend.

Source	Trend	Explanation for trend
Purchases of raw flexible	e magnets produced in-	-
The United States	Decreased	
	Increased	
	Remained constant	
China	Decreased	
	Increased	
	Remained constant	
Taiwan	Decreased	
	Increased	
	Remained constant	
All other countries	Decreased	
	Increased	
	Remained constant	

II-4. If your firm has purchased raw flexible magnets from only one country, please explain the reasons for doing so.

PART II. --<u>PURCHASES</u> --Continued

- II-5. Did your firm change the amount of its purchases (or do you plan to change the amounts of your purchases) of raw flexible magnets from China and/or Taiwan because of the filing of the petition in these investigations and/or because of the Department of Commerce's preliminary determination of subsidization and/or sales at less value of raw flexible magnets from China and/or Taiwan?
 - No ☐ Yes—Supply <u>specific</u> details as to the time, nature, and amounts of any such changes in purchases, also indicating whether any increases in purchases of raw flexible magnets from China and/or Taiwan replaced or will replace (or whether any decreases in purchases of raw flexible magnets from China and/or Taiwan were replaced by or will be replaced by) raw flexible magnets produced in the United States and/or from nonsubject countries and/or substitute products.

II-6. Since January 1, 2005, have prices in the U.S. market for raw flexible magnets generally increased, decreased, fluctuated, or stayed the same?

	Increased	Decreased	Fluctuated	Stayed the same
II-7.	•		sponse to the previous quipal reasons why prices cl	estion, please list (in order hanged.

PART III--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

Please note that the questions in the remainder of this section refer to sales of raw flexible magnets including photo pockets. If your response to any question differs depending on the form (i.e., photo pockets vs. other forms of magnets), please note this in your response and provide information for each product.

III-1. (a) If your firm is a distributor or reseller of raw flexible magnets, what are the major types of consumers to which you sell raw flexible magnets?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase raw flexible magnets?

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

III-2. If your firm is an end user of raw flexible magnets, list in order of quantity of raw flexible magnets consumed, the top 3 products for which your firm purchases raw flexible magnets as a component part or input. Please indicate the share of the <u>total cost</u> of each product is accounted for by raw flexible magnets.

Product you produce	Share of cost accounted for by raw flexible magnets (<i>percent</i>)		

III-3. (a) If your firm is an end user of raw flexible magnets, has the demand for your firm's final products incorporating raw flexible magnets changed since January 1, 2005?

		reased	Decreased	Fluctuated	No Change
	(b) Has	s this had an	y effect on your firm's de	mand for raw flexible n	nagnets?
III-4.	(a)	Please list magnets.	in order of importance an	y products that may be s	substituted for raw flexible
		(i)(ii)			
		(iii)			
	(c)	Have chang	ges in the prices of these	products affected the pri	ice for raw flexible magnets?
	🗌 No		raw flexible magn long is the time la	ets? Does this effect ha	eir prices affect the price for ave a time lag? If so, how oduct? Does this vary by type

III-5. (a) Are you aware whether the raw flexible magnets you are purchasing is U.S.-produced or imported?

PART III.--<u>MARKET CHARACTERISTICS AND PURCHASING PRACTICES</u>--Continued

Do you know t	the manufacturer of the ra	w flexible magnets that y	/ou purchase?
Always	Usually	Sometimes	Never
		are of and/or interested ir	n the country of origin of th
Always	Usually	Sometimes	Never
		our purchasing patterns (e.g., frequency) since
No	Yes Please describ	e.	
Iow many sur	ppliers do you generally co	ontact before making a p	urchase?
Iave you char	nged suppliers since Janua	ury 1, 2005?	
No			
	dropped as a supp	olier, and give the reasons	s for the change.
		her foreign or domestic, t	that have entered the marke
-	Vag Dlagga identifu	the firms	
No	YesPlease identify	the mins.	
	Always Al	Always Usually Co your knowledge, are your buyers aw goods you supply them? Always Usually Have you made significant changes in y anuary 1, 2005? No Yes Please describ How many suppliers do you generally c Have you changed suppliers since Janua No YesPlease list the dropped as a suppliers a supplices a suppliers a supplices	Provide and the second structure of the second

III-13. Do

PART III.--<u>MARKET CHARACTERISTICS AND PURCHASING PRACTICES</u>--Continued

III-12. Approximately what share of your firm's 2007 purchases of raw flexible magnets were on a (1) spot basis, (2) requirement contracts basis (contracts where your firm and the supplier agree on a target price or a range and a target volume), and (3) contracts with fixed terms (fixed quantity and price)?

	Type of purchase	Share of purchases (percent	<u>nt)</u>
	Spot basis		
	Requirement contracts		
	Fixed terms contracts		
•	quire your suppliers to become certific formance characteristic of the raw flex		
🗌 No	Yes percent of pure	chases in 2007	YesAll purchases
Please pro required.	ovide a general description of the cert	ification or qualification p	rocess and the time

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

III-15. Since January 1, 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their raw flexible magnets with your firm or have any producers lost their approved status?

No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

PART III.--<u>MARKET CHARACTERISTICS AND PURCHASING PRACTICES</u>--Continued

III-16. For the factors listed below, please rate each in terms of its importance in your purchase decision for raw flexible magnets.

II	VERY MPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Price			
Minimum qty requirements			
Packaging			
Product consistency			
Quality meets industry standards.			
Quality exceeds industry standard	s.		
Product range			
Reliability of supply			
Technical support/service			
U.S. transportation costs			
Other (specify):			

PART III.--<u>MARKET CHARACTERISTICS AND PURCHASING PRACTICES</u>--Continued

III-17.	in deciding from current availab	m whom to purchase raw f bility, extension of credit, p	he three major factors generation flexible magnets for any one rearranged contracts, price, e of supplier's product line,	quality exceeding
	(i)			
	(ii)			
	(iii)			
	Other factors o	or comments: ()
III-18.	What character magnets?	ristics does your firm cons	ider when determining the o	quality of raw flexible
III-19.	How often doe	es your firm purchase the ra	aw flexible magnets that are	e offered at the lowest price?
	Always		Sometimes	Never
III-20.	since January 1 change, either have a significa priced supplier which a price c	1, 2005. A price leader is of upward or downward, that ant impact on prices. A price. For those firms identified change was communicated	defined as (1) one or more f	or (2) one or more firms that rily have to be the lowest- pecify the time period in was upward or downward,
III-21.	Please describe	e how the above firm(s) ex	hibited price leadership.	
III-22.	Does your firm	n purchase raw flexible ma	gnets over the internet?	
	🗌 No		e, noting the estimated perce lexible magnets in 2007 acc	

Please note that the questions in this section refer to purchases of both raw flexible magnets and photo pockets. If your response to any question differs depending on the product (i.e., raw flexible magnets vs. photo pockets), please note this in your response and provide information for each product.

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

IV-2. Is raw flexible magnets produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair.¹

Country- pair	United States	China	Taiwan	Japan	Vietnam	Other countries
United States						
China	$\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{$	$\left \right\rangle$				
Taiwan	$\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{$	$\left \right>$	$\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{$			
please explai	country-pair pro in the factors that the degree of in	at limit or preclu	ide interchange	able use. In yo	ur response rel	ating to "other

IV-3. Are the differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *et cetera*) between raw flexible magnets produced in the United States and in other countries a significant factor in your firm's sale of the products? Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country- pair	United States	China	Taiwan	Japan	Vietnam	Other countries
United States						
China		\ge				
Taiwan		\ge				

¹ For any country-pair producing raw flexible magnets which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use. In your response relating to "other countries", if the degree of interchangeability differs for different non-subject countries, please note this below.

IV-4.	Do you or your customers ever specifically order raw flexible magnets 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 raw flexible magnets 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 raw flexible magnets available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

IV-6. If you purchased raw flexible magnets from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

IV-7.(a) For the factors listed below, please rate how raw flexible magnets produced in each country you identified in your response to the first question in Part IV compares with raw flexible magnets produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please indicate with an "X" for each quality in each product comparison indicating whether product is superior, comparable, or inferior from the first source compared to the second source.

source compared to the second sou	pro <u>Uni</u> cor pro	duct fr ted Sta nparec duct fr <u>China</u>	i <u>tes</u> I to	<u>Üni</u> cor pro	duct fr ted Sta npared duct fr Taiwan	i <u>tes</u> I to om	cor pro	duct fr <u>China</u> nparec duct fr Taiwan	l to om
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Price ¹									
Minimum quantity requirements									
Packaging									
Product consistency									
Quality meets industry standards									
Quality exceeds industry standards									
Product range									
Reliability of supply									
Technical support/service									
U.S. transportation costs ¹									
Other (specify):									

IV-7. (b) For the factors listed below, please rate how raw flexible magnets produced in each country you identified in your response to the first question in Part IV compares with raw flexible magnets produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please indicate with an "X" for each quality in each product comparison indicating whether product is superior, comparable, or inferior from the first source compared to the second source. Please copy this page as needed.

source compared to the second sou		duct fr			duct fr		pro	duct fr	om
	compared to product from		compared to product from			compared to product from			
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Price ¹									
Minimum quantity requirements									
Packaging									
Product consistency									
Quality meets industry standards									
Quality exceeds industry standards									
Product range									
Reliability of supply									
Technical support/service									
U.S. transportation costs ¹									
Other (specify):									

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

IV-8.	(a)		cally produced raw flexib uses or your customers'	ble magnets meet minimu uses?	ım quality
		Always	Usually	Sometimes	Never
	(b)		l raw flexible magnets fr or your uses or your cust	om China and/or Taiwan tomers' uses?	meet minimum
		China			
		Always	Usually	Sometimes	Never
		Taiwan			
		Always	Usually	Sometimes	Never
	(c)		l raw flexible magnets fr or your uses or your cust	om nonsubject countries tomers' uses?	meet minimum
		From (Japan):			
		Always	Usually	Sometimes	Never
		From (Vietnam):			
		Always	Usually	Sometimes	Never
		From (country):			
		Always	Usually	Sometimes	Never
		From (country):			
		Always	Usually	Sometimes	Never

PART V.--SUPPLIER IDENTIFICATION

V-1. Please provide the names and addresses of your firm's five largest suppliers of raw flexible magnets purchased since January 1, 2005. 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 raw flexible magnets that each of these suppliers accounted for in 2007.

No.	Supplier's Name	Street address (not P.O. box), city, state, and zip code	Contact Person	Area code and telephone number	Share of 2007 purchases (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART VI.--PURCHASES OF PHOTO POCKETS

VI-1. **<u>Purchases of Photo Pockets</u>**. – For the photo pockets purchases, report the information requested below.

ltem	2005	2006	2007	JanMarch 2008
Purchases of photo po	ockets produced in the Ur	nited States:		
Quantity				
Value				
Purchases of photo po	ockets produced in China	:		
Quantity				
Value				
Purchases of photo po	ockets produced in Taiwa	n:		
Quantity				
Value				
Purchases of photo po	ockets produced in all oth	er countries: ¹		
Quantity				
Value				