

**U.S. PURCHASERS' QUESTIONNAIRE**

**SMALL DIAMETER GRAPHITE ELECTRODES FROM CHINA**

**This questionnaire must be received by the Commission by no later than November 5, 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 antidumping investigation concerning small diameter graphite electrodes from China (inv. No. 731-TA-1143 (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 Nancy Bryan (202-205-2088).

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm purchased small diameter graphite electrodes or large diameter graphite electrodes (as defined in the instruction booklet) from <u>any</u> source at any time since January 1, 2005?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (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)</p>
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**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 this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise.*

*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.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ( )</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ( )</i>	

**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 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL INFORMATION--Continued**

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing small diameter graphite electrodes from China into the United States or which are engaged in exporting small diameter graphite electrodes from China to the United States?

No             Yes--List the following information

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of small diameter graphite electrodes?

No             Yes--List the following information

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

**PART II.--PURCHASES**

II-1. Who should be contacted regarding the requested purchase information?

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

( ) \_\_\_\_\_  
 Phone number E-mail address

II-2a. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of **small diameter graphite electrodes**. Report based on delivery date, not order date.

<b>(Quantity in metric tons, value in \$1,000)</b>				
<b>Item</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>Jan.-Sept. 2008</b>
<b>Purchases of product produced in the United States:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Purchases of product produced in China:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Purchases of product produced in 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-2b. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of **large diameter graphite electrodes**. Report based on delivery date, not order date.

<b>(Quantity in metric tons, value in \$1,000)</b>				
<b>Item</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>Jan.-Sept. 2008</b>
<b>Purchases of product produced in the United States:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Purchases of product produced in China:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Purchases of product produced in all other countries:<sup>1</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<sup>1</sup> Please identify these countries: _____				
_____				

II-3. If the relative shares of your firm's total purchases of small diameter graphite electrodes 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.

<b>Country</b>	<b>Increase/decrease</b>	<b>Reason</b>

II-4. If your firm has purchased small diameter graphite electrodes from only one country, please explain the reasons for doing so.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. Who should be contacted regarding the requested information on market characteristics and purchasing practices?

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

( ) \_\_\_\_\_  
Phone number E-mail address

III-2. Which of the following best describes your firm as a purchaser of small diameter graphite electrodes (check all that apply, noting the specific end uses if known)?

- END USER** ( \_\_\_\_\_ )
- DISTRIBUTOR** ( \_\_\_\_\_ )
- Other** ( \_\_\_\_\_ )

III-3. (a) If your firm is a distributor or reseller of small diameter graphite electrodes, what are the major types of consumers to which you sell small diameter graphite electrodes?

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

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase small diameter graphite electrodes?

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

III-4. If your firm is an end user of small diameter graphite electrodes, list in order of quantity of small diameter graphite electrodes consumed, the top 3 products for which your firm purchases small diameter graphite electrodes as a component part or input. Please indicate what percentage of the total cost is accounted for by small diameter graphite electrodes.

<b>Product you produce</b>	<b>Percent of cost accounted for by small diameter graphite electrodes</b>

**PART IV.—PRODUCT COMPARISONS**

III-5. (a) If your firm is an end user of small diameter graphite electrodes, has the demand for your firm's final products incorporating small diameter graphite electrodes changed since January 1, 2005?

- Increased                       No change                       Decreased

(b) Has this had any effect on your firm's demand for small diameter graphite electrodes? Please specify if you have witnessed different demand trends for different sizes and/or grades of small diameter graphite electrodes.

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III-6. Please explain how the technology of newer furnaces have affected your demand for small diameter graphite electrodes, if at all?

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III-7. (a) Can other products be substituted for small diameter graphite electrodes?

- No                       Yes--Please list these substitute products in order of importance.

(i) \_\_\_\_\_

(ii) \_\_\_\_\_

(iii) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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(c) Have changes in the prices of these products affected the price for small diameter graphite electrodes?

- No                       Yes--To what degree do changes in their prices affect the price for small diameter graphite electrodes? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of small diameter graphite electrodes or final end use?

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**PART IV.—PRODUCT COMPARISONS**

III-8. Since January 1, 2005, has your firm purchased large diameter graphite electrodes?

No             Yes

III-9. For each of the factors below, please indicate whether small diameter graphite electrodes and large diameter graphite electrodes are “fully” comparable or the same, *i.e.*, have no differentiation between them; “mostly” comparable or similar; “somewhat” comparable or similar; “never” or not-at-all comparable or similar; or “no familiarity.”

In addition, if applicable, please describe the differences and similarities between large diameter graphite electrodes and small diameter graphite electrodes with respect to the factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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**(b) Interchangeability:**

Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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**(c) Manufacturing processes:**

Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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**PART IV.—PRODUCT COMPARISONS**

III-9.--*Continued*

**(d) Channels of distribution:**

Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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**(e) Customer and producer perceptions:**

Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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**(f) Price:**

Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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III-10. If your firm purchase both small diameter graphite electrodes and large diameter graphite electrodes, are your requests for price quotes for both products made together?

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III-11. For the sizes of graphite electrodes below, please indicate which your firm purchased in 2007.

8 inches or below

10 inches

12 inches

14 inches

16 inches

Greater than 16 inches

Other (describe: \_\_\_\_\_ )

**PART IV.—PRODUCT COMPARISONS**

III-12. Are you aware whether the small diameter graphite electrodes you are purchasing is U.S.-produced or imported?

- Always                       Usually                       Sometimes                       Never

III-13. Do you know the manufacturer of the small diameter graphite electrodes that you purchase?

- Always                       Usually                       Sometimes                       Never

III-14. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

- Always                       Usually                       Sometimes                       Never

III-15. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

- No                       Yes-- Please describe.

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III-16. How many suppliers do you generally contact before making a purchase?

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III-17. Have you changed suppliers since January 1, 2005?

- No                       Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

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**PART IV.—PRODUCT COMPARISONS**

III-18. 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.

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III-19. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the small diameter graphite electrodes they sell to your firm?

- No             Yes-- \_\_\_\_\_ percent of purchases in 2007             Yes--All purchases

Please provide a general description of the certification or qualification process and the time required.

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III-20. 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.

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III-21. Since January 1, 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their small diameter graphite electrodes 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.

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III-22. Have you certified or qualified small diameter graphite electrodes supplied by producers in China, or do you intend to qualify them?

- Already certified     Intend to certify--Please explain:

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**PART IV.—PRODUCT COMPARISONS**

III-23. Did your firm change the amounts of its purchases (or do you plan to change the amounts of your purchases) of small diameter graphite electrodes from China because of the filing of the petition in this investigation?

- No                       Yes--Supply specific details as to the time, nature, and amounts of any such changes in purchases or orders from China, also indicating whether any increase in such purchases replaced or will replace (or whether any or decreases in such imports were replaced by or will be replaced by) small diameter graphite electrodes produced in the United States and/or imported from nonsubject countries.
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III-24. Did your firm change the amounts of its purchases (or do you plan to change the amounts of your purchases) of small diameter graphite electrodes from China because of the Department of Commerce's preliminary determinations of sales at less than fair value of small diameter graphite electrodes from China?

- No                       Yes--Supply specific details as to the time, nature, and amounts of any such changes in purchases or orders from China, also indicating whether any increase in such purchases replaced or will replace (or whether any or decreases in such imports were replaced by or will be replaced by) small diameter graphite electrodes produced in the United States and/or imported from nonsubject countries.
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III-25. In your experience, since January 1, 2005, have prices for small diameter graphite electrodes in the U.S. market generally increased, decreased, or stayed the same?

- Increased                       Decreased                       Stayed the same

If you checked "Increase" or "Decrease" in response to the previous question, please list (in order of importance) what you believe are the principal reasons why prices changed.

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III-26. Has your firm experienced any price increases on small diameter graphite electrodes from China since the case was filed?

- No                       Yes--Supply specific details as to the time, nature, and amounts of any price increases and indicate whether you believe any of these increase were the results of this case.
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**PART IV.—PRODUCT COMPARISONS**

III-27. If your firm replaced, to some degree, its purchases of imports from China with imports from nonsubject countries, did it pay a higher price for those nonsubject import purchases than it had been paying, before this trade case was filed, for imports from China?

No                       Yes

III-28. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for small diameter graphite electrodes.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	-	-	-
Delivery terms.....	-	-	-
Delivery time .....	-	-	-
Discounts offered.....	-	-	-
Extension of credit .....	-	-	-
Price .....	-	-	-
Minimum qty requirements.....	-	-	-
Packaging.....	-	-	-
Product consistency .....	-	-	-
Quality meets industry standards ....	-	-	-
Quality exceeds industry standards.	-	-	-
Product range .....	-	-	-
Reliability of supply.....	-	-	-
Technical support/service .....	-	-	-
U.S. transportation costs .....	-	-	-
Heating costs ("cost per heat") .....	-	-	-
Other:			
_____ .....	-	-	-
_____ .....	-	-	-
_____ .....	-	-	-

**PART IV.—PRODUCT COMPARISONS**

III-28. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase small diameter graphite electrodes for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

(i) \_\_\_\_\_

(ii) \_\_\_\_\_

(iii) \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-29. What characteristics does your firm consider when determining the quality of small diameter graphite electrodes?

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

III-30. How often does your firm purchase the small diameter graphite electrodes that are offered at the lowest price?

- Always       Usually       Sometimes       Never

III-31. Please list the names of any firms you considered price leaders in the small diameter graphite electrodes market during January 2005-September 2008. 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.

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

**PART IV.—PRODUCT COMPARISONS**

III-32. Please describe how the above firm(s) exhibited price leadership.

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III-33. Does your firm purchase small diameter graphite electrodes over the internet?

- No       Yes-- Please describe, noting the estimated percentage of your firm's total purchases of small diameter graphite electrodes in 2007 accounted for by internet purchases.

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III-34. Does your firm ever use a higher grade of small diameter graphite electrodes when you could be using a lower grade?

- No       Yes-- Please describe, including your reasons for doing so, and if there are suppliers that try to sell you a higher grade small diameter graphite electrode when you have requested a lower grade.

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III-35. (a.) Does your firm purchase both HP and UHP grades of small diameter graphite electrodes?

- No       Yes—Please describe the differences in quality and/or price between the two grades.

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(b.) Is your firm willing to pay a price premium for one grade over another?

- No       Yes—Please explain your reasons for doing so.

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**PART IV.—PRODUCT COMPARISONS**

III-36. How detailed is your firm when placing orders in terms of product specifications?

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How often do suppliers meet the exact specifications of your order?

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How willing is your firm to accept supply that does not exactly match your specifications?

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III-37. Do technologies alternative to Electric Arc Furnaces exist that do not require small diameter graphite electrodes?

No             Yes—Please explain.

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III-38. Have rising small diameter graphite electrode prices caused you to consider switching equipment so you will no longer use electrodes regardless of source country?

No             Yes—Please explain.

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III-39. Do tariffs on small diameter graphite electrodes harm your company's global economic competitiveness?

No             Yes—Please explain.

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III-40. Will your company divert your plant's production to non-U.S. facilities because of tariffs on small diameter graphite electrodes?

No             Yes—If so, what would be the likely economic impact to your plant (lost business, layoffs, etc.)?

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**PART IV.—PRODUCT COMPARISONS**

IV-1. Who should be contacted regarding the requested information on product comparisons?

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

( ) \_\_\_\_\_  
 Phone number E-mail address

IV-2. Please indicate the countries of origin for small diameter graphite electrodes for which your firm has actual marketing/pricing knowledge.

- United States
- China
- Other countries (Please specify: \_\_\_\_\_ )

IV-3. Is small diameter graphite electrodes 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 “O” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Other countries
United States			
China			
<sup>1</sup> For any country-pair producing small diameter graphite electrodes which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: _____ _____ _____ _____ _____ _____			

**PART IV.—PRODUCT COMPARISONS--Continued**

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

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IV-5. (a.) Are certain grades/types/sizes of small diameter graphite electrodes 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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(b.) Would your firm be willing to pay a price premium for a particular size or grade?

- No             Yes--Please identify the source and the grade/type/size.

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IV-6. If you purchased small diameter graphite electrodes 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.

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IV-7. Have any suppliers (U.S. or foreign) refused, declined, or been unable to supply small diameter graphite electrodes since January 2005?

- No             Yes--Please note and document the time period(s); the supplier that refused, declined, or was unable to supply; the country of origin; and amount and type (grade and size) of product involved.

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**PART IV.—PRODUCT COMPARISONS--Continued**

IV-8. For the factors listed below, please rate how small diameter graphite electrodes produced in each country you identified in your response to the first question in Part IV compares with small diameter graphite electrodes produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please type an "X" for each quality in each product comparison indicating whether the product from the first source is superior, comparable, or inferior compared with the product from the second source.

Quality	Product from compared to product from			Product from compared to product from			Product from compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	-	-	-	-	-	-	-	-	-
Delivery terms .....	-	-	-	-	-	-	-	-	-
Delivery time .....	-	-	-	-	-	-	-	-	-
Discounts offered .....	-	-	-	-	-	-	-	-	-
Extension of credit.....	-	-	-	-	-	-	-	-	-
Lower price.....	-	-	-	-	-	-	-	-	-
Minimum quantity requirements.....	-	-	-	-	-	-	-	-	-
Packaging.....	-	-	-	-	-	-	-	-	-
Product consistency .....	-	-	-	-	-	-	-	-	-
Quality meets industry standards.....	-	-	-	-	-	-	-	-	-
Quality exceeds industry standards.....	-	-	-	-	-	-	-	-	-
Product range.....	-	-	-	-	-	-	-	-	-
Reliability of supply .....	-	-	-	-	-	-	-	-	-
Technical support/service .....	-	-	-	-	-	-	-	-	-
Lower U.S. transportation costs.....	-	-	-	-	-	-	-	-	-
Heating costs ("cost per heat").....	-	-	-	-	-	-	-	-	-
Other:									
_____	-	-	-	-	-	-	-	-	-
_____	-	-	-	-	-	-	-	-	-
_____	-	-	-	-	-	-	-	-	-

**PART IV.—PRODUCT COMPARISONS--Continued**

IV-9. (a) How often do domestically produced small diameter graphite electrodes meet minimum quality specifications for your uses or your customers' uses?

Always                       Usually                       Sometimes                       Never

(b) How often do imported subject small diameter graphite electrodes meet minimum quality specifications for your uses or your customers' uses?

China

Always                       Usually                       Sometimes                       Never

(c) How often do imported nonsubject small diameter graphite electrodes meet minimum quality specifications for your uses or your customers' uses?

From: \_\_\_\_\_

Always                       Usually                       Sometimes                       Never

**PART V.—SUPPLIER IDENTIFICATION**

V-1. Please provide the names and addresses of your firm's five largest suppliers of small diameter graphite electrodes purchased during 2005-07. 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 small diameter graphite electrodes that each of these suppliers accounted for in 2007.

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