U.S. PURCHASERS' QUESTIONNAIRE

ALUMINUM EXTRUSIONS FROM CHINA

This questionnaire must be received by the Commission by no later than February 8, 2011

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 investigations concerning aluminum extrusions from China (Inv. No. 701-TA-475 and 731-TA-1177 (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 James Fetzer (202-708-5403, james.fetzer@usitc.gov).

City	State Zip Code
World Wide Web	address
	used aluminum extrusions (as defined in the instruction booklet) from \underline{any} source (domestic the since January 1, 2008?
NO (Sign t	the certification below and promptly return only this page of the questionnaire to the Commission)
	the instruction booklet carefully, complete all parts of the questionnaire, and return the entire onnaire to the Commission so as to be received by the date indicated above)
	CERTIFICATION
	erein supplied in response to this questionnaire is complete and correct to the best of my the information submitted is subject to audit and verification by the Commission.
of and understand that the stand that the standard of the stan	crein supplied in response to this questionnaire is complete and correct to the best of my the information submitted is subject to audit and verification by the Commission. I also grant consent for the Commission, and its employees and contract personnel, estionnaire and throughout these proceedings in any other import-injury proceedings co similar merchandise. In submitted in this questionnaire response and throughout these proceedings may be a
ef and understand that the striction of this certification from the same or strictly that the same or strictly the same of the strictly the strictly the strictly the strictly the strictly the strictly to the strictly the strict	erein supplied in response to this questionnaire is complete and correct to the best of my the information submitted is subject to audit and verification by the Commission. I also grant consent for the Commission, and its employees and contract personnel, estionnaire and throughout these proceedings in any other import-injury proceedings co similar merchandise.
if and understand that the string this certification ion provided in this que mission on the same or whether that information its employees, and ing the records of the seedings relating to the fact personnel will sign in	erein supplied in response to this questionnaire is complete and correct to the best of my the information submitted is subject to audit and verification by the Commission. I also grant consent for the Commission, and its employees and contract personnel, estionnaire and throughout these proceedings in any other import-injury proceedings co similar merchandise. In submitted in this questionnaire response and throughout these proceedings may be a discontract personnel who are acting in the capacity of Commission employees, for device proceedings or related proceedings for which this information is submitted, or in integrands and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I under
ef and understand that the striction of this certification from the same or strictly that the same or strictly the same of the strictly the strictly the strictly the strictly the strictly the strictly to the strictly the strict	erein supplied in response to this questionnaire is complete and correct to the best of my the information submitted is subject to audit and verification by the Commission. I also grant consent for the Commission, and its employees and contract personnel, estionnaire and throughout these proceedings in any other import-injury proceedings co similar merchandise. In submitted in this questionnaire response and throughout these proceedings may be a discontract personnel who are acting in the capacity of Commission employees, for description or related proceedings for which this information is submitted, or in integrams and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I under non-disclosure agreements.

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.		OMB statisticsPlease report 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.	questionnaire		ted in any comments you arity of specific questions we address.		
I-2.	questionnaire	(see page 3 of the i	de the name and address of nstruction booklet for rep e stock exchange and trad	orting guidelines).	
I-3.	Ownership	Is your firm owned	I, in whole or in part, by a	ny other firm?	
	□ No	<u> </u>	following information.		
		i esList the	Tollowing information.		
	Firm name		Address		Extent of ownership
I-4.	domestic or fo	oreign, which are er	xportersDoes your firm ngaged in importing alumi ed in exporting aluminum	inum extrusions fro	om China into the
	☐ No	YesList the	following information.		
	Firm name		<u>Address</u>	<u>Affilia</u>	<u>ation</u>
	_				

PART I.--GENERAL INFORMATION--Continued

□ No		o the United States? It the following information	
Firm name an	d country	Address	<u>Affiliation</u>
are engaged ir	the production	n of aluminum extrusions?	irms, either domestic or foreign,
	the production		Ç

PART II.--PURCHASES

Contact information (Purchases) Please	identify the individ	ual to be contacted re	garding the
confidential information requested in parts II			
Name and title:			
Please indicate the manner by which parts II to IV with questions regarding			
E-mail:	T	elephone: ()	
Fax: ()			
II-1. PurchasesReport, as indicated bel agent or broker) of aluminum extrusi Quantity (in po		on delivery date, not	
Item	2008	2009	2010
Purchases of finished heat sinks produced in The United States: Quantity Value			
China: Quantity			
Value Canada: Quantity			
Value			
All other countries: ¹ Quantity			
Value			
Purchases of aluminum extrusions other than finished heat sinks produced in The United States: Quantity			
Value			
China:			

¹ Please identify these countries:

Quantity Value Canada:

Quantity Value

All other countries:¹
Quantity
Value

PART II.--PURCHASES--Continued

II-3.

When responding to questions, please indicate when your response varies by finished heat sinks and other aluminum extrusions.

II-2. <u>Changes in purchasing patterns.</u>—Please indicate how the relative levels of your firm's purchases of aluminum extrusions from different sources (both domestic and foreign) have changed in the last three years.

-
has purchased aluminum extrusions from or
so.

PART II.--PURCHASES--Continued

II-4. **Supplier identification.--**Please identify below the names and addresses of your firm's **FIVE** largest suppliers for aluminum extrusions since 2008. 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 aluminum extrusions that each of these suppliers accounted for in 2010.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2010 purchases (%)
1					
2					
3					
4					
5					

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

When responding to questions, please indicate when your response varies by finished heat sinks and other aluminum extrusions.

	hich of the following the ck all that apply)?	ng best describes your firm as a pure	chaser of aluminum		
☐ End user					
Distributor					
Other (Desc	ribe:)		
compete for sale		e a <u>distributor</u> or <u>reseller</u> of aluminurs with the manufacturers or import			
□No	YesPle	ease describe			
		is a <u>distributor</u> or <u>reseller</u> of aluming you sell aluminum extrusions?	num extrusions, what are t		
			num extrusions, what are t		
End usesIf yo your firm purcha aluminum extrus	our firm is an end u ases aluminum extr sions accounted for		e top 3 products for which of your total purchases of		
End usesIf yo your firm purcha aluminum extrueend use product	our firm is an end u ases aluminum extr sions accounted for that is accounted for	ser of aluminum extrusions, list the rusions as an input, the percentage or by each end use, and the percentagor by aluminum extrusions. Share of aluminum extrusions you purchase that is used in this end use	e top 3 products for which of your total purchases of ge of the total cost of the Share of cost of this product accounted for aluminum extrusions		
End usesIf yo your firm purcha aluminum extrueend use product	our firm is an end u ases aluminum extr sions accounted for	ser of aluminum extrusions, list the rusions as an input, the percentage or by each end use, and the percentagor by aluminum extrusions. Share of aluminum extrusions you purchase that is used in	e top 3 products for which of your total purchases of		
End usesIf yo your firm purcha aluminum extrusend use product Product(s)	our firm is an end u ases aluminum extr sions accounted for that is accounted for	ser of aluminum extrusions, list the rusions as an input, the percentage or by each end use, and the percentagor by aluminum extrusions. Share of aluminum extrusions you purchase that is used in this end use	e top 3 products for which of your total purchases of ge of the total cost of the Share of cost of this product accounted for aluminum extrusion		

III-5.	<u>Demar</u>	nd for end u	se products		
	(a)		m is an end user of alum ncorporating aluminum		the demand for your firm's final nce 2008?
		Increas	sed Decreased	☐ Fluctuated	☐ No change
	(b)	Has this h	ad any effect on your fir	m's demand for alumi	inum extrusions?
		☐ No	YesPlease de	escribe.	
III-6.	<u>Substi</u>	tutesCan	other products be substi	tuted for aluminum ex	xtrusions?
III-6.	Substi	<u>tutes</u> Can ☐ No	<u> </u>	tuted for aluminum extends the table below.	xtrusions?
III-6.	<u>Substi</u>	□ No	<u> </u>	l out the table below.	strusions? s in the prices of this substitute price for aluminum extrusions?
III-6.		□ No	YesPlease fi	l out the table below. Have changes affected the p	s in the prices of this substitute
		□ No	YesPlease fi	l out the table below. Have changes affected the p	s in the prices of this substitute price for aluminum extrusions?
		□ No	YesPlease fi	l out the table below. Have changes affected the p	s in the prices of this substitute price for aluminum extrusions?
1.		□ No	YesPlease fi	l out the table below. Have changes affected the p	s in the prices of this substitute price for aluminum extrusions? Yes Yes—please explain.
1.		□ No	YesPlease fi	l out the table below. Have changes affected the part of the part	s in the prices of this substitute price for aluminum extrusions? Yes Yes—please explain. Yes—please explain.
1.		□ No	YesPlease fi	l out the table below. Have changes affected the part of the part	s in the prices of this substitute price for aluminum extrusions? Yes Yes—please explain.

III-7.	<u>Finishi</u> availab	ing. —Would you purchase unfinished aluminum extrusions if finished extrusions were not le?
	□ N/A	A-Do not purchase finished aluminum extrusions
	Yes	sWould purchase unfinished aluminum extrusions if finished aluminum extrusions were not available-please explain below
	□ No-	Would not puchase unfinished aluminum extrusions if finished aluminum extrusions were not available-please explain below
	Oth	nerPlease explain.
	-	
III-8.	<u>Demar</u>	nd trends
	(a)	How has the demand within the United States for aluminum extrusions changed since January 1, 2008? What principal factors affect changes in demand?
		☐ Increased ☐ Decreased ☐ Fluctuated ☐ No change
	(b)	How has the demand <u>outside</u> the United States for aluminum extrusions changed since January 1, 2008? What principal factors affect changes in demand?
		☐ Increased ☐ Decreased ☐ Fluctuated ☐ No change

III-9.		rtance of purchasing domestic productIs buying a product that is produced in the I States an important factor in your firm's purchases of aluminum extrusions (check ALL oply)?					
	☐ Ye	 No YesPurchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves percent of all purchases of aluminum extrusions. YesPurchases of domestic product are not required by law or regulation, but are by your customers. This involves percent of all purchases of aluminum extrusions. YesPurchases of domestic product are required for other reasons (please specify these reasons below). This involves percent of all purchases of aluminum extrusions. 					
III-10	Condi	tions of competition					
	(a)	Is the aluminum extrusions market subject to business cycles or conditions of competition other than the changes in the overall economy?					
		☐ No ☐ YesPlease explain and estimate the duration of any such cycle.					
	(1.)						
	(b)	Have the business cycles or conditions of competition for aluminum extrusions changed since January 1, 2008?					
		☐ No ☐ YesPlease explain any such changes.					

III-11.		ne extent that you known extrusions based on t							
	Your firm:	Always	Usually	Sometimes	Never				
	Your customers:	Always	Usually	Sometimes	Never				
	If at least sometimes why this information		w your firm or you	ur customers determine	the producer and				
	Your firm:								
	Your customers:								
III-12.		purchasing decision	ons involving alun	and to the extent that y					
	Your firm:	Always	Usually	Sometimes	Never				
	Your customers:	Always	Usually	☐ Sometimes	Never				
	If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.								
	Your firm:	Your firm:							
	Your customers:								

III-13.	Purchasing frequency						
	(a)	How frequently do you make purchases?					
		☐ Daily ☐ Weekly ☐ Monthly ☐ Quarterly ☐ Annually					
		Other (specify))					
	(b)	Have you made significant changes in your purchasing patterns (e.g., frequency) since January 1, 2008?					
		☐ No ☐ Yes—Please describe.					
III-14.	Number purcha	er of suppliers contactedHow many suppliers do you generally contact before making a se? firms					
III-15.	<u>Suppli</u>	er negotiations					
	(a)	Do purchases of aluminum extrusions usually involve negotiations between supplier and purchaser?					
		☐ No ☐ YesPlease describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.					
	(b)	Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?					
		☐ No ☐ YesSpecify the time period.					

	<u>Change in suppliers</u> Have you changed suppliers since 2008?
	No YesPlease list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.
III-17.	New suppliersAre you aware of any new suppliers, either foreign or domestic, that have entered the market since 2008?
	☐ No ☐ YesPlease identify the firms and indicate how you became aware of them.
III-18.	Supplier qualification
	(a) Do you require your suppliers to be or to become certified or qualified to sell aluminum extrusions to your firm?
	☐ No ☐ Yes percent of purchases in 2010 ☐ Yesall purchases
	(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product reliability of supplier, etc.)
	(c) How long does it take to qualify a new supplier? <u>days.</u>
III-19.	<u>Failure to certify.</u> Since 2008, have any domestic or foreign producers failed in their attempts to certify or qualify their aluminum extrusions with your firm or have any producers lost their approved status?
	☐ No ☐ YesPlease identify these firms, the countries where they are located, and the

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

III-20. <u>Purchasing factors</u>.--For the factors listed below, please rate each in terms of its importance in your purchase decision for aluminum extrusions.

	Very important	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 standards			
Product range			
Reliability of supply			
Technical support/service			
U.S. transportation costs			
Other (specify):			

III-21.			in order of their importance iding from whom to purch	ce, the three major factors has aluminum extrusions for
	any one order (ex		oility, extension of credit, c	ontracts, price, quality, range
	1			
	Other factors or	comments:		
III-22.	Quality characte		eristics does your firm con	sider when determining the
III-23.		cisions based on price offered at the lowest p	:How often does your fir rice?	m purchase the aluminum
	Always	Usually	☐ Sometimes	Never
III-24.	either upward or o	downward, that is follo	wed by other firms, or (2)	that initiate a price change, one or more firms that have a ave to be the lowest priced
			onsidered price leaders in t the firm(s) exhibited price	

☐ No	Yes Please provi	ide the following data.	
Type of su	When this occurred	Which suppliers were caused the constraint	Why did the sup constraint occ
1			
2			
3			

PART IV.—PRODUCT COMPARISONS

When responding to questions, please indicate when your response varies by finished heat sinks and other aluminum extrusions.

IV-1.	<u>Country knowledge.</u> Please indicate the countries of origin for aluminum extrusions for which your firm has actual marketing/pricing knowledge.										
	☐ United States										
	China										
	☐ Canada										
	Other countrie	es (Please specify)							
IV-2.	in other countries Please indicate bel always interchange indicate that the property of the pr	Interchangeability by country-pairIs aluminum extrusions produced in the United States and in other countries interchangeable (<i>i.e.</i> , 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 <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. ¹									
	Country-pair	China	Canada	Other countries							
	United States										
	China										
	Canada										
			uminum extrusions which is so nat limit or preclude interchange								

PART IV.—PRODUCT COMPARISONS--Continued

IV-3. <u>Factors other than price.</u>--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between aluminum extrusions produced in the United States and in other countries a significant factor in your firm's purchases 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 that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.

Country-pair	China	Canada	Other countries
United States			
China			
Canada			
your firm's sales of	ry-pair for which factors otle certain aluminum extrusion arted by such factors:	ner than price always or freque ons, identify the country-pair an	ntly are a significant factor in d report the advantages or

PART IV.—PRODUCT COMPARISONS--Continued

☐ No	YesPlease identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or you customers prefer to order, and indicate why aluminum extrusions from
	these countries is preferred over product from other countries (please note the specific product in your response).
from only a sir	f merchandiseAre certain grades/types/sizes of aluminum extrusions available ngle source (domestic or foreign, including both subject and nonsubject countries)
□ No	YesPlease identify the source and the grade/type/size.
although a con your reasons fo and nonsubject	duct not based on priceIf you purchased aluminum extrusions from one source apparable product was available from another source at a lower price, please explain or doing so (please specify by country, including the United States and both subject foreign countries). Possibilities might include transaction characteristics such as to fill orders, minimum order size, reliability of supply, etc.

PART IV.—PRODUCT COMPARISONS -- Continued

IV-7. <u>Factor country comparisons.</u>--For the factors listed below, please rate how aluminum extrusions produced in each country you identified in your response to the first question in Part IV compares with aluminum extrusions produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

	United COI	duct fr d State mpared duct fr	<u>s</u> d to	United cor	product from ited States compared to product from nada		product from China compared to product from Canada		
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.

PART IV.—PRODUCT COMPARISONS--Continued

IV-7. *Continued.*

	product from product from		pro	product from					
		mpared oduct fr		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):									
	П			\Box	П			П	П

PART IV.—PRODUCT COMPARISONS--Continued

IV-8.	8. Minimum quality										
	(a) How often does domestically produced aluminum extrusions meet minimum q specifications for your uses or your customers' uses?										
		Always	Usually		☐ Sometimes	Rarely	or never				
	(b)	How often does i specifications for	mported subject a your uses or you			minimum quali	ty				
		Sou	rce	Always	Usually	Sometimes	Rarely or never				
		China									
	(c)	How often does if from countries of your customers'	ther than China) r								
		Sou	rce	Always	Usually	Sometimes	Rarely or never				
		Canada									