
IMPORTERS' QUESTIONNAIRE
DIAMOND SAWBLADES AND PARTS THEREOF FROM CHINA AND KOREA

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 May 17, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning diamond sawblades and parts thereof from China and Korea (invs. Nos. 731-TA-1092-1093 (Preliminary)). 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)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____
Has your firm imported diamond sawblades or parts thereof (as defined in the instruction booklet) from any country at any time since January 1, 2002?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

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 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 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 30 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>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing diamond sawblades and parts from China and Korea into the United States or which are engaged in exporting diamond sawblades and parts from China and Korea to the United States?

No Yes--List the following information.

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

PART I. GENERAL QUESTIONS—Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of diamond sawblades and parts?

No Yes—List the following information.

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

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

Importer of record Takes title to the imported product(s)

Consignee of the imported product(s) Customs broker or freight forwarder

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

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

Foreign trade zones No Yes

Bonded warehouses No Yes

I-9. Please indicate whether your firm imports diamond sawblades and parts under the TIB (temporary importation under bond) program.

No Yes

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

No Yes—Please specify. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Elizabeth Haines (202-205-3200). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
Name and title

Phone No.

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of diamond sawblades and parts since January 1, 2002?

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

II-3. Has your firm imported or arranged for the importation of diamond sawblades and parts from China and Korea for delivery after March 31, 2005?

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

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

PART II. TRADE AND RELATED INFORMATION—Continued

II-5. **Finished diamond sawblades.**—Report your firm's imports and your firm's shipments and inventories of diamond sawblades imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Korea, and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

China Korea All other sources combined¹

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-March	
	2002	2003	2004	2004	2005
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS: ²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO RENTAL HOUSES (quantity)					
U.S. SHIPMENTS TO RETAIL OUTLETS (quantity)					
U.S. SHIPMENTS TO SAWBLADE PRODUCERS (quantity)					
U.S. SHIPMENTS TO OEMS (quantity)					
U.S. SHIPMENTS TO ALL OTHER END USERS (quantity)					
¹ Please identify these sources: _____ _____					
² Identify the foreign producers, if known: _____ _____					
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2002, 2003, and 2004 below: _____ _____					
⁴ Identify your principal export markets: _____ _____					
⁵ Reconciliation of data. --Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					

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

II-6. **Parts of diamond sawblades.**—Report your firm's imports and your firm's shipments and inventories of diamond cores and diamond sawblade segments imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each product listed below and for China, Korea, and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

- Diamond cores Diamond sawblade segments
 China Korea All other sources combined¹

<i>(Quantity in units, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2002	2003	2004	2004	2005
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS:²					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ³ of internal consumption/transfers					
EXPORT SHIPMENTS:⁴					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO RENTAL HOUSES (<i>quantity</i>)					
U.S. SHIPMENTS TO RETAIL OUTLETS (<i>quantity</i>)					
U.S. SHIPMENTS TO SAWBLADE PRODUCERS (<i>quantity</i>)					
U.S. SHIPMENTS TO OEMS (<i>quantity</i>)					
U.S. SHIPMENTS TO ALL OTHER END USERS (<i>quantity</i>)					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2002, 2003, and 2004 below: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**--Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No—Please explain: _____

PART III.-PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226 or craig.thomsen@usitc.gov).

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

Company contact: _____
Name and title

Phone No.

E-mail address

Section III-A.-PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from China and Korea during January 2002-March 2005:

Product 1.– 4" diameter laser-welded blades for dry cutting, 0.080" segment thickness, Premium grade blade for power tools, for sales to distributors

Product 2.– 14" diameter laser-welded blades for dry cutting, 0.125" segment thickness, Premium grade blade for high speed saws, for sales to distributors

Product 3.– 14" diameter laser-welded blades for dry cutting, 0.125" segmented thickness, Premium grade blade for high speed saws, for sales to OEMs (e.g., power tool manufacturers, branded diamond blade resellers)

Product 4.– 20" diameter laser-welded blades for dry cutting, 0.125" segment thickness, Premium grade blade for blocks, for sales to distributors

Product 5.– 14" diameter laser-welded blades for wet cutting, 0.125" segmented thickness, Premium grade blade for use in saws of 35 hp or more, for sales to distributors

Product 6.– 18" diameter laser-welded blades for wet cutting, 0.125" segment thickness, Premium grade blade for use in saws of 35 hp or more, for sales to distributors

Product 7.– 24" diameter laser-welded blades for wet cutting, 0.155" segment thickness, Premium grade blade for use in saws of 35 hp or more, for sales to distributors

Product 8.– 26" diameter laser-welded or soldered blades for wet cutting, 0.165" segment thickness, highest grade blade, for sales to professional end users

(NOTE: "Premium" grade corresponds to Diamond Products' "Heavy Duty Orange" grade, and it excludes super-premium grades such as Diamond Products' "Black" grade. For product 8, "Highest grade" is your "top of the line" grade offered for this product.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the **FINAL NET** amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from China or Korea and sold by your firm to unrelated U.S. customers. Also complete a separate page for each subject country you import from.

China Korea

Product 1 Product 2 Product 3 Product 4

Product 5 Product 6 Product 7 Product 8

(Quantity in units, value in dollars)		
Period of shipment	Quantity	Value ²
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
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 III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS

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

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

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

III-B-4. Approximately what share of your firm's sales of its diamond sawblades imported from China and/or Korea in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

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

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

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

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

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

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of diamond sawblades?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of diamond sawblades that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) 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.

III-B-9. What is the geographic market area in the United States served by your firm's diamond sawblades?

Northeast Mid-Atlantic Midwest Southeast

Southwest Rocky Mountains West Coast Northwest

National Other (describe) _____

III-B-10. Describe the end uses of the diamond sawblades that you import from China and/or Korea. For each end-use product, what percentage of the total cost is accounted for by diamond sawblades?

<u>End use</u>	<u>Share of total cost accounted for by diamond sawblades (percent)</u>
_____	_____
_____	_____
_____	_____

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

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

III-B-11. (a) Please list in order of importance any products that may be substituted for diamond sawblades.

(1) _____ (2) _____ (3) _____

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

(c) Have changes in the prices of these products affected the price for diamond sawblades?

No Yes--To what degree do changes in their prices affect the price for diamond sawblades? 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 diamond sawblades or final end use?

III-B-12. How has the demand within the United States (and outside the United States if known) for diamond sawblades changed since January 1, 2002? What principal factors affect changes in demand?

Increased Unchanged Decreased

III-B-13. Have there been any significant changes in the product range or marketing of diamond sawblades since January 1, 2002?

No Yes--Please describe.

III-B-14. Does your firm sell diamond sawblades over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of diamond sawblades in 2004 accounted for by internet sales.

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

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

III-15. Report and classify your firm's 2004 *U.S. commercial shipments* of finished diamond sawblades imported by your firm, by value, according to the method of joining the core and segment and the diameter of the blade.

<i>(Share of value in percent)</i>					
Method of joining core and segment	≤7.0"	>7.0" <u>but</u> ≤10.0"	>10.0" <u>but</u> ≤14.0"	>14.0" <u>but</u> ≤20.0"	>20.0"
China: ¹					
Laser-welding					
Soldering					
Sintering					
Total (sum of <u>all</u> 15 cells should = 100)					
Korea: ²					
Laser-welding					
Soldering					
Sintering					
Total (sum of <u>all</u> 15 cells should = 100)					
All other sources: ³					
Laser-welding					
Soldering					
Sintering					
Total (sum of <u>all</u> 15 cells should = 100)					
<p>¹ Please report the share of your firm's 2004 commercial shipments of <i>continuous</i> finished diamond sawblades (____ percent) and <i>segmented</i> finished diamond sawblades (____ percent) (percentages should total 100).</p> <p>² Please report the share of your firm's 2004 commercial shipments of <i>continuous</i> finished diamond sawblades (____ percent) and <i>segmented</i> finished diamond sawblades (____ percent) (percentages should total 100).</p> <p>³ Please report the share of your firm's 2004 commercial shipments of <i>continuous</i> finished diamond sawblades (____ percent) and <i>segmented</i> finished diamond sawblades (____ percent) (percentages should total 100).</p>					

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

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

III-B-16. Are diamond sawblades 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	Korea	Other countries
United States				
China				
Korea				

¹ For any country-pair producing diamond sawblades which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

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

III-B-17. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between diamond sawblades produced in the United States and in other countries a significant factor in your firm's sales 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 *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	Korea	Other countries
United States				
China				
Korea				

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of diamond sawblades identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III.-PRICING AND RELATED INFORMATION-Continued

Section III-C.-CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for diamond sawblades imported from China and/or Korea during 2002-2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of diamond sawblades from China and/or Korea that each of these customers accounted for in 2004.

No.	Customer's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					