

PURCHASERS' QUESTIONNAIRE
CERTAIN ACTIVATED CARBON FROM CHINA

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 January 16, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain activated carbon from China (inv. No. 731-TA-1103 (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 Steve Trost (202-205-3220).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased **certain activated carbon** or reactivated carbon (as defined in the instruction booklet) from **ANY** source (domestic or foreign) at any time since January 1, 2003?

- 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, 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 this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() ()

Phone Fax

Email address

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 20 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 **certain activated carbon** from China into the United States or which are engaged in exporting **certain activated carbon** from China 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 **certain activated carbon or reactivated carbon**?

No Yes--List the following information.

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

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of **certain activated carbon**. Report based on delivery date, not order date.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>				
Item	2003	2004	2005	2006
PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF PRODUCT PRODUCED IN CHINA:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:¹				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

PART II.--PURCHASES--Continued

II-2. If the relative shares of your firm's total purchases of **certain activated carbon** from different sources (both domestic and foreign) have changed in the last four years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-3. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of **reactivated carbon**. Report based on delivery date, not order date.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>				
Item	2003	2004	2005	2006
PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF PRODUCT PRODUCED IN CHINA:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:¹				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

PART II.--PURCHASES--Continued

II-4. If the relative shares of your firm's total purchases of **reactivated carbon** from different sources (both domestic and foreign) have changed in the last four years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-5. If your firm has purchased **certain activated carbon** from only one country, please explain the reasons for doing so.

PART II.--PURCHASES--Continued

II-5. **COMPARABILITY OF CERTAIN ACTIVATED CARBON AND REACTIVATED CARBON.**—Please describe the differences and similarities between **certain activated carbon and reactivated carbon** with respect to the following 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:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

Please note that the questions in this section refer to domestic CERTAIN ACTIVATED CARBON and CERTAIN ACTIVATED CARBON imported from ANY source (both China and nonsubject countries). If your response to any question differs depending on the country of origin, please report separately for each country and note this in your response. Also, for questions in this section, if your firm is also a purchaser of REACTIVATED CARBON, please indicate if your response differs for REACTIVATED CARBON.

III-1. Which of the following best describes your firm as a purchaser of certain activated carbon (check all that apply, noting the specific end uses if known)?

- | | |
|--|---|
| <input type="checkbox"/> Municipal water treatment plant | <input type="checkbox"/> Food processing plant |
| <input type="checkbox"/> Chemical treatment plant | <input type="checkbox"/> Sugar Producer |
| <input type="checkbox"/> Power utility | <input type="checkbox"/> Automotive company |
| <input type="checkbox"/> Mining company | <input type="checkbox"/> Pharmaceutical company |
| <input type="checkbox"/> Distributor | <input type="checkbox"/> Other (_____) |

III-2. (a) If your firm is a distributor or reseller of certain activated carbon, what are the major types of consumers to which you sell certain activated carbon?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase certain activated carbon?

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

<u>Product you produce</u>	<u>Percent of cost accounted for by certain activated carbon</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

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

III-4. (a) If your firm is an end user of **certain activated carbon**, has the demand for your firm's final products incorporating **certain activated carbon** changed since January 1, 2003?

Increased Unchanged Decreased

(b) Has this had any effect on your firm's demand for **certain activated carbon**?

(c) Have there been any changes in the end uses of **certain activated carbon** since January 1, 2003? Do you anticipate any future changes in the end uses of **certain activated carbon**?

No Yes--Please discuss the changes that occurred and/or changes anticipated?

III-5. (a) Please list in order of importance any products that may be substituted for **certain activated carbon**.

(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 **certain activated carbon**?

No Yes--Please explain.

III-6. Are you aware whether the **certain activated carbon** you are purchasing is U.S.-produced or imported?

Always Usually Sometimes Never

III-7. Do you know the manufacturer of the **certain activated carbon** that you purchase?

Always Usually Sometimes Never

III-8. 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-9. To your knowledge, do your customers make purchasing decisions involving **certain activated carbon** based on the producer of the **certain activated carbon** you purchase?

Always Usually Sometimes Never

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

III-10. Is buying **certain activated carbon** that is produced in the United States an important factor in your firm's purchases of **certain activated carbon** (please check ALL that apply)?

No

Yes--Purchases of domestic **certain activated carbon** are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves _____ percent of all purchases of **certain activated carbon**.

Yes--Purchases of domestic **certain activated carbon** are not required by law or regulation, but are by your customers. This involves _____ percent of all purchases of **certain activated carbon**.

Yes--Purchases of domestic **certain activated carbon** are required for other reasons (please specify these reasons below). This involves _____ percent of all purchases of **certain activated carbon**.

III-11. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last four years?

No Yes--Please explain.

III-12. How many suppliers do you generally contact before making a purchase?

III-13. How has demand within the United States for **certain activated carbon** changed since January 2003?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

How has demand outside the United States for **certain activated carbon** changed since January 2003?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

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

II-14. Do you anticipate any future changes in **certain activated carbon** demand in the United States and, if known, the rest of the world?

- No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-15 What effect, if any, has or will changes in legislation concerning mercury emissions by power plants have on the demand for **certain activated carbon**?

III-16. Have you changed suppliers since January 1, 2003?

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

III-17. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last four years?

- No Yes--Please identify the firms.

III-18. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the **certain activated carbon** they sell to your firm?

- No Yes-- ____ percent of purchases in 2006 Yes--all purchases

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

III-19. 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.

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

III-20. Since January 1, 2003, have any domestic or foreign producers failed in their attempts to certify or qualify their **certain activated carbon** 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.

III-20. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for **certain activated carbon**.

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

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

III-21. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase **certain activated carbon** 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.).

- 1. _____
- 2. _____
- 3. _____

Other factors or comments: _____

III-22. What characteristics does your firm consider when determining the quality of **certain activated carbon**?

III-23. How often does your firm purchase the **certain activated carbon** that is offered at the lowest price?

- Always Usually Sometimes Never

III-24. Please list the names of any firms you considered price leaders in the **certain activated carbon** market during January 2003-December 2006. 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.

III-25. Please describe how the above firm(s) exhibited price leadership.

III-26. Does your firm purchase **certain activated carbon** over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total purchases of **certain activated carbon** in 2006 accounted for by internet purchases.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

Please note that the questions in this section refer to domestic CERTAIN ACTIVATED CARBON and CERTAIN ACTIVATED CARBON imported from ANY source (both China and nonsubject countries). If your response to any question differs depending on the country of origin, please report separately for each country and note this in your response. Also, for questions in this section, please indicate if your response differs for REACTIVATED CARBON.

IV-1. Please indicate the countries of origin for **certain activated carbon** for which your firm has actual marketing/pricing knowledge.

- United States**

 China
 Other countries (Please specify _____)

IV-2. Is **certain activated carbon** produced in the United States and in other countries used interchangeably (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	Other countries ²
United States			
China			

¹ For any country-pair producing **certain activated carbon** which is *sometimes or never* used interchangeably, 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.**

² Please note the country/countries of origin of the certain activated carbon that are included in the "other countries" category.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-3. Do you or your customers ever specifically order **certain activated carbon** from one country in particular over other possible sources of supply?

No

Yes--Please identify all relevant countries (including the United States and both China and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why **certain activated carbon** from these countries is preferred over product from other countries (please note the specific product in your response).

IV-4. Are certain grades/types/sizes of **certain activated carbon** available from only a single source (domestic or foreign, including both China and nonsubject countries)?

No

Yes--Please identify the source and the grade/type/size.

IV-5. If you purchased **certain activated carbon** 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 China and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-6. For the factors listed below, please rate how **certain activated carbon** produced in each country you identified in your response to the first question in Part IV compares with **certain activated carbon** produced in each of the other countries you identified (including the United States and both China and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

	compared to		
(specify country)		(specify country)	
	SUPERIOR	COMPARABLE	INFERIOR
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A country is regarded as "superior" in these categories if the price or transportation cost is lower. Conversely, a country is regarded as "inferior" in these categories if the price or transportation cost is higher.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-7. (a) How often does domestically produced **certain activated carbon** meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(b) How often does imported Chinese **certain activated carbon** meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(c) How often does imported nonsubject **certain activated carbon** meet minimum quality specifications for your uses or your customers' uses?

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

PART V.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's five largest suppliers of **certain activated carbon** purchased during January 2003-December 2006. 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 **certain activated carbon** that each of these suppliers accounted for in 2006. **Also, for this request, please indicate if your response differs for REACTIVATED CARBON.**

No.	Supplier's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2006 purchases (%)
1					
2					
3					
4					
5					