

U.S. PURCHASERS' QUESTIONNAIRE

CERTAIN CRYSTALLINE SILICON PHOTOVOLTAIC PRODUCTS FROM CHINA AND TAIWAN

This questionnaire must be received by the Commission by no later than **October 14, 2014**

See the last page of this questionnaire 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 and countervailing duty investigations concerning certain crystalline silicon photovoltaic products from China and Taiwan (Inv. No. 701-TA-511 & 731-TA-1246-1247 (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 firm's possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Aimee Larsen (202-205-3179, aimee.larsen@usitc.gov).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

Website address _____

Has your firm purchased **crystalline silicon photovoltaic products ("CSPV products")** (as defined on the next page) from any country at any time since January 1, 2011?

☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

Return questionnaire via the U.S. International Trade Commission **Drop Box** by clicking on the following link: <https://dropbox.usitc.gov/oinv/>. (use the following PIN: **SUN2**)

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 proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name of Authorized Official

Title of Authorized Official

Date

Phone:

Signature

Fax

Email address

PART I.—GENERAL INFORMATION

Background.

This proceeding was instituted in response to petitions filed December 31, 2013 by Solar World Industries America, Hillsboro, OR.

Antidumping and/or countervailing duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of dumping and/or countervailable subsidies.

Merchandise covered by the scope of these investigations.

“Certain crystalline silicon photovoltaic products,” “CSPV products” or “subject product”: The merchandise covered by these investigations is crystalline silicon photovoltaic cells, and modules, laminates and/or panels consisting of crystalline silicon photovoltaic cells, whether or not partially or fully assembled into other products, including building integrated materials.

For purposes of these investigations, subject merchandise also includes modules, laminates and/or panels assembled in the subject country consisting of crystalline silicon photovoltaic cells that are completed or partially manufactured within a customs territory other than that subject country, using ingots that are manufactured in the subject country, wafers that are manufactured in the subject country, or cells where the manufacturing process begins in the subject country and is completed in a non-subject country.

Subject merchandise includes crystalline silicon photovoltaic cells of thickness equal to or greater than 20 micrometers, having a p/n junction formed by any means, whether or not the cell has undergone other processing, including, but not limited to, cleaning, etching, coating, and/or addition of materials (including, but not limited to, metallization and conductor patterns) to collect and forward the electricity that is generated by the cell.

Merchandise covered by these investigations is currently classified in the Harmonized Tariff Schedule of the United States (HTSUS) under subheadings 8501.61.0000, 8507.20.8030, 8507.20.8040, 8507.20.8060, 8507.20.8090, 8541.40.6020, 8541.40.6030, and 8501.31.8000. These HTSUS subheadings are provided for convenience and customs purposes; the written description of the scope of these investigations is dispositive.

Exclusions from the scope of these investigations:

(1) Excluded from the scope of these investigations are thin film photovoltaic products produced from amorphous silicon (a-Si), cadmium telluride (CdTe), or copper indium gallium selenide (CIGS).

(2) Also excluded from the scope of these investigations are any products covered by the existing antidumping and countervailing duty orders on crystalline silicon photovoltaic cells, whether or not assembled into modules, from the People’s Republic of China. See Crystalline Silicon Photovoltaic Cells, Whether or Not Assembled Into Modules, From the People’s Republic of China: Amended Final Determination of Sales at Less Than Fair Value, and Antidumping Duty Order, 77 FR 73018 (December 7,

2012); *Crystalline Silicon Photovoltaic Cells, Whether or Not Assembled Into Modules, From the People's Republic of China: Countervailing Duty Order*, 77 FR 73017 (December 7, 2012).

(3) Also excluded from the scope of these investigations are crystalline silicon photovoltaic cells, not exceeding 10,000 mm² in surface area, that are permanently integrated into a consumer good whose function is other than power generation and that consumes the electricity generated by the integrated crystalline silicon photovoltaic cell. Where more than one cell is permanently integrated into a consumer good, the surface area for purposes of this exclusion shall be the total combined surface area of all cells that are integrated into the consumer good.

Service of questionnaire response(s).--In the event that your firm is a party to this proceeding, you are required to serve a copy of the questionnaire(s), once completed, on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties is maintained by the Commission's Secretary and may be obtained by calling 202-205-1803. A certificate of service must accompany the copy of the completed questionnaire(s) you submit (see 19 CFR § 207.7).

Confidentiality.--The commercial and financial data furnished in response to the enclosed questionnaire(s) that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

Verification.--The information submitted in the enclosed questionnaire(s) is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all of your files, worksheets, and supporting documents used in the preparation of the questionnaire response(s).

Release of information.--The information provided by your firm in response to the questionnaire(s), as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

- I-1a. **OMB statistics.**--Please 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. **OMB feedback.**--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 address listed above.

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-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol.

"Establishment"--Each facility of a firm involved in the production, importation, and/or purchase of the subject product, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

- I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

- I-4. **Related importers/exporters from subject countries.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing the subject product from China and Taiwan into the United States or which are engaged in exporting the subject product from China and Taiwan to the United States?

☐ No ☐ Yes--List the following information.

Firm name	Address	Affiliation

- I-5. **Related importers/exporters from nonsubject countries.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing the subject product from countries other than China and Taiwan into the United States or which are engaged in exporting the subject product from countries other than China and Taiwan to the United States?

☐ No ☐ Yes--List the following information.

Firm name and country	Address	Affiliation

- I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of the subject product?

☐ No ☐ Yes--List the following information.

Firm name	Address	Affiliation

PART II.--PURCHASES

Contact information.-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	
Fax	

II-1. Purchases.—

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

Item	2011	2012	2013	Jan.-June 2013	Jan.-June 2014
Purchases of CSPV cells produced in:					
United States:					
<i>Quantity (kilowatts)</i>					
<i>Value</i>					
China:					
<i>Quantity (kilowatts)</i>					
<i>Value</i>					
Taiwan:					
<i>Quantity (kilowatts)</i>					
<i>Value</i>					
All other countries:¹					
<i>Quantity (kilowatts)</i>					
<i>Value</i>					
¹ Please identify these countries:					

(b) Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of **CSPV modules**. Report based on delivery date, not order date.

Item	2011	2012	2013	Jan.-June 2013	Jan.-June 2014
Purchases of CSPV modules produced in:					
United States:					
<i>Quantity (kilowatts)</i>					
<i>Value</i>					
China:					
<i>Quantity (kilowatts)</i>					
<i>Value</i>					
Taiwan:					
<i>Quantity (kilowatts)</i>					
<i>Value</i>					
All other countries:¹					
<i>Quantity (kilowatts)</i>					
<i>Value</i>					
¹ Please identify these countries:					

- II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of the subject product from different sources have changed in the last three years.

Source of purchases	Did not purchase	Overall decrease	Overall increase	No change	Fluctuate with no clear trend	Explanation for trend
United States	☐	☐	☐	☐	☐	
China	☐	☐	☐	☐	☐	
Taiwan	☐	☐	☐	☐	☐	
All other countries	☐	☐	☐	☐	☐	

- II-3. **Installations.**--If your firm is an installer or developer, please report the number and total wattage of your installation projects that used CSPV products by market segment.

Item	2011	2012	2013	Jan.-June 2013	Jan.-June 2014
Residential Market:					
<i>Number of installations</i>					
<i>Total wattage</i>					
Commercial Market:					
<i>Number of installations</i>					
<i>Total wattage</i>					
Utility:					
<i>Number of installations</i>					
<i>Total wattage</i>					

- II-4. **Purchases from one country only.**--If your firm has purchased the subject product from only one country, please explain the reasons for doing so.

- II-5. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for the subject product since 2011. Also, provide the share of the quantity of your firm's total purchases of the subject product that each of these suppliers accounted for in 2013.

No.	Supplier's name	City and state	Share of quantity of 2013 purchases
1			%
2			%
3			%
4			%
5			%

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

- III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of the subject product (check all that apply)?

☐	Residential installer
☐	Commercial installer
☐	Utility company/developer
☐	Distributor of cells
☐	Distributor of modules
☐	Other (Describe: _____)

If your firm is a distributor of the subject product, please answer questions III-2 and III-3.

- III-2. **Competition for sales.**--Do you compete for sales to your customers with the manufacturers or importers from which you purchase the subject product?

No	Yes	If yes, please describe.
☐	☐	

- III-3. **Types of customers.**--What are the major types of consumers to which you sell the subject product?

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If your firm is an end user of the subject product, please answer questions III-4 and III-5.

III-4. **End uses.**--List the top 3 products you make using CSPV cells and modules and estimate the percent of your total production cost that is accounted for by CSPV products and by other inputs (such as labor, energy, and other raw materials).

Product(s) you produce	Share of total cost of end use product accounted for by		Total
	CSPV products	Other inputs	
Module	%	%	0.0 %
Residential system	%	%	0.0 %
Commercial system	%	%	0.0 %
Utility system	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

III-5. **Demand for end use products.**--

(a) Has the demand for your firm's final products incorporating CSPV products changed since January 1, 2011?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend
☐	☐	☐	☐

(b) Has this had any effect on your firm's demand for CSPV products?

No	Yes	Explain
☐	☐	

III-6. Substitutes.—

- (a) When making an initial purchase decision (i.e., at the point in time of deciding to build an electricity generation system), can non-solar renewable energy products be substituted for CSPV products?

☐ No ☐ Yes--Please fill out the table.

Substitute		Have changes in the price of this substitute affected the price for CSPV products?		
		No	Yes	Explanation
1.		☐	☐	
2.		☐	☐	
3.		☐	☐	

- (b) When making an initial purchase decision (i.e., at the point in time of deciding to build an electricity generation system), can other solar energy products be substituted for CSPV products?

☐ No ☐ Yes--Please fill out the table.

Substitute		Have changes in the price of this substitute affected the price for CSPV products?		
		No	Yes	Explanation
1.		☐	☐	
2.		☐	☐	
3.		☐	☐	

If your firm does not conduct business in the utility/developer market segment, please skip to question III-8.

III-7. Utility portfolios.—

- (a) During the initial planning stage, what factors does a utility consider when planning a new electricity generation system?

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III-7. Utility portfolios.—Continued.

- (b) How do utilities determine the share of solar energy from CSPV products in a utility's energy portfolio as compared to the share of other renewable energy sources and the share of non-renewable energy sources?

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- (c) Please identify each renewable and non-renewable energy source (other than CSPV) in your portfolio since January 1, 2011 and fill out the table.

Energy source		Have changes in the price of this energy source affected the price for solar generated electricity?		
		No	Yes	Explanation
1.		☐	☐	
2.		☐	☐	
3.		☐	☐	
4.		☐	☐	

- III-8. Demand trends.**—Indicate how demand within the United States and outside of the United States (if known) for CSPV products has changed since January 1, 2011. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	☐	☐	☐	☐	
Outside the United States	☐	☐	☐	☐	

III-9. **Government incentives.**—

- (a) How has the level or availability of government incentives for CSPV products changed since January 1, 2011 (i.e., is there a greater amount or lesser amount of government incentives available for CSPV products today as compared with January 1, 2011)? In the last column, list or describe the principal incentive programs (e.g., Section 1603 Program, Renewable Portfolio Standards, or California Solar Initiative) whose level or availability has changed.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Incentives
State and local government incentives	☐	☐	☐	☐	
Federal government incentives	☐	☐	☐	☐	

- (b) Have the changes in the level or availability of government incentives affected demand for CSPV products since January 1, 2011? In the last column, list or describe the principal incentive programs (e.g., Section 1603 Program, Renewable Portfolio Standards, or California Solar Initiative) whose change in level or availability has affected demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Incentives and explanation of demand trends
State and local government incentives	☐	☐	☐	☐	
Federal government incentives	☐	☐	☐	☐	

- (c) How have changes in the availability of government incentives affected the price of solar generated electricity since January 1, 2011? Explain any trends and describe the principal factors that have affected these changes in price.

Overall price increase	No Change in price	Overall price decrease	Fluctuate with no clear trend	Explanation and factors
☐	☐	☐	☐	

- (d) Do changes in the price of solar generated electricity affect the price of CSPV modules? If so, how?

No	Yes	If yes, please explain.
☐	☐	

III-10. **Conventional energy sources.**—

(a) How have prices of U.S. conventional energy sources changed since January 1, 2011?

Source	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Factors
Natural gas	☐	☐	☐	☐	
Coal	☐	☐	☐	☐	
Other conventional energy	☐	☐	☐	☐	

(b) How have prices of U.S. conventional energy sources such as natural gas and coal impacted demand for CSPV cells and modules in each sector below since January 1, 2011?

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Factors
Residential	☐	☐	☐	☐	
Commercial	☐	☐	☐	☐	
Utility	☐	☐	☐	☐	

(c) How have changes in the price of U.S. conventional energy affected the price of solar generated electricity since January 1, 2011? Explain any trends and describe the principal factors that have affected these changes in price.

Overall price increase	No Change in price	Overall price decrease	Fluctuate with no clear trend	Explanation and factors
☐	☐	☐	☐	

III-11. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2013 purchases of CSPV products that required the product be produced in the United States.

	Estimated percentage of your firm's total 2013 purchases of CSPV products
Purchases that did not require domestic product	%
Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions)	%
Purchases that were not required by law or regulation, but were required by your customers to be domestic product	%
Purchases that were required to be domestic product for other reasons (explain:)	%
	0.0 %

III-12. Conditions of competition.--

- (a) Is the market for CSPV products subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to CSPV products?

Check all that apply.	Please describe.
☐ No	Skip to question III-13.
☐ Yes-Business cycles (e.g. seasonal business)	
☐ Yes-Other distinctive conditions of competition	

- (b) Have there been any changes in the business cycles or conditions of competition for CSPV products since January 1, 2011?

No	Yes	If yes, describe.
☐	☐	

- III-13. Decisions based on producer and country-of-origin.--**How often does your firm, and if you know, do your customers, make purchasing decisions involving CSPV products based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
Decision based on producer					
Your firm	☐	☐	☐	☐	
Your customers	☐	☐	☐	☐	
Decision based on country of origin					
Your firm	☐	☐	☐	☐	
Your customers	☐	☐	☐	☐	

- III-14. **Supply constraints.**--Has any firm refused, declined, or been unable to supply CSPV products since January 1, 2011 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe.
☐	☐	

- III-15. **Purchasing frequency.**--

- (a) How frequently do you make purchases of CSPV products (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
☐	☐	☐	☐	☐	☐	

- (b) Has this purchasing frequency changed since January 1, 2011?

No	Yes	If yes, please describe.
☐	☐	

- III-16. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? Between ____ and ____ firms

- III-17. **Supplier negotiations.**--Do your purchases of CSPV products usually involve negotiations between supplier and purchaser?

No	Yes	If yes, explain the factors you generally negotiate and note whether your firm quotes competing prices during negotiations.
☐	☐	

- III-18. **Change in suppliers.**--Have you changed suppliers since January 1, 2011?

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, the reasons for the change.
☐	☐	

III-19. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2011?

No	Yes	If yes, please identify the firms.
☐	☐	

III-20. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell CSPV products to your firm?

If yes, provide the following information.

- The number of days to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (*e.g.*, quality of product, reliability of supplier, etc.).

No	Yes	Number of days	Process and factors
☐	☐		

III-21. **Failure to certify.**--Since January 1, 2011, have any domestic or foreign producers failed in their attempts to certify or qualify their subject product with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
☐	☐	

III-22. **Major purchasing factors.**--Please list, in order of their importance, the three major factors your firm considers in deciding from whom to purchase CSPV products (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Please list any other factors that are very important in your purchase decisions:	

III-23. **Purchasing factors.**-- Please rate the importance of the following factors in your firm's purchasing decisions for CSPV products.

Factor	Very important	Somewhat important	Not important
Availability	☐	☐	☐
Cell count (60, 72, 90-cell modules)	☐	☐	☐
Delivery terms	☐	☐	☐
Delivery time	☐	☐	☐
Discounts offered	☐	☐	☐
Extension of credit	☐	☐	☐
Minimum quantity requirements	☐	☐	☐
Module racking systems	☐	☐	☐
Packaging	☐	☐	☐
Price	☐	☐	☐
Product consistency	☐	☐	☐
Product range	☐	☐	☐
Quality exceeds industry standards	☐	☐	☐
Quality meets industry standards	☐	☐	☐
Reliability of supply	☐	☐	☐
Technical support/service	☐	☐	☐
Warranty	☐	☐	☐
Wattage efficiency	☐	☐	☐
U.S. transportation costs	☐	☐	☐

III-24. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of CSPV products?

III-25. **Frequency of decisions based on price.**--How often does your firm purchase CSPV products that are offered at the lowest price?

Always	Usually	Sometimes	Never
☐	☐	☐	☐

- III-26. **Technical parameter.**—If your firm purchased modules during 2011-2013, please indicate the following technical parameters of the modules you purchased and estimate the percentage of your firm's total 2013 purchases of CSPV modules for a given technical parameter and the market segment (i.e., residential, commercial, utility) in which the purchased module was used.

(a) Module cell count

Module cell count	Estimated percentage of your firm's total 2013 purchases of CSPV modules			
	Residential	Commercial	Utility	
60-cell module	%	%	%	
72-cell module	%	%	%	
90-cell module	%	%	%	
Other:	%	%	%	
				0.0 %

(b) Cell type: monocrystalline and multicrystalline cells

Cell type	Estimated percentage of your firm's total 2013 purchases of CSPV modules			
	Residential	Commercial	Utility	
Monocrystalline	%	%	%	
Multicrystalline	%	%	%	
				0.0 %

(c) Voltage

Voltage	Estimated percentage of your firm's total 2013 purchases of CSPV modules			
	Residential	Commercial	Utility	
600 volt (UL) module	%	%	%	
1,000 volt (UL) modules	%	%	%	
Other:	%	%	%	
				0.0 %

(d) Mounting technologies

Mounting technology	Estimated percentage of your firm's total 2013 purchases of CSPV modules			
	Residential	Commercial	Utility	
Zep-compatible	%	%	%	
Other quick-mounting systems (excluding Zep)	%	%	%	
Other:	%	%	%	
				0.0 %

- III-27. **Bankability.**--Please describe the role of bankability in your or your customers' purchasing decisions and if it has changed since January 1, 2011.

Describe the role of bankability

- III-28. **Financing.**—Has your firm purchased CSPV cells or modules from a producer or importer that offered to finance the purchase?

No	Yes	Please provide details on the financing terms offered by the producer or importer (e.g. duration, interest rate, payback schedule, etc.)
☐	☐	

- III-29. **Price leaders.**— 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 is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the market for CSPV products since January 1, 2011.

Firm(s)	Describe how the firm(s) exhibited price leadership

PART IV.—PRODUCT COMPARISONS

- IV-1. **Country knowledge**.--Please indicate the countries of origin of CSPV products for which your firm has actual marketing/pricing knowledge.

United States	China	Taiwan	Other countries (specify)
☐	☐	☐	

- IV-2. **Interchangeability**.—Are CSPV products produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or O in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

O = *no familiarity* with products from a specified country-pair

Country-pair	China	Taiwan	Other countries
United States			
China	X		
Taiwan	X	X	
For any country-pair producing CSPV products that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: _____			

- IV-3. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between CSPV products produced in the United States and in other countries a significant factor in your firm's purchases of the products?

Please indicate A, F, S, N, or O in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

O = *no familiarity* with products from a specified country-pair

Country-pair	China	Taiwan	Other countries
United States			
China			
Taiwan			
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of CSPV products, identify the country-pair and report the advantages or disadvantages imparted by such factors: _____			

- IV-4. **Country preferences.**--Do you or your customers ever specifically order CSPV products from one country in particular over other possible sources of supply?

No	Yes	If yes, identify the countries and explain.
☐	☐	

- IV-5. **Availability of merchandise.**--Are certain grades/types/sizes of CSPV products available from only from certain country sources?

No	Yes	If yes, please identify the countries and the grade/type/size.
☐	☐	

- IV-6. **Choice of product not based on price.**--If you purchased CSPV products from one country source although a comparable product was available from another country source at a lower price, please explain your reasons for doing so (please specify by country).

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Please note: If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

	Product from <u>United States</u> compared to product from <u>China</u>			Product from <u>United States</u> compared to product from <u>Taiwan</u>			Product from <u>China</u> compared to product from <u>Taiwan</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	☐	☐	☐	☐	☐	☐	☐	☐	☐
Cell count (60, 72, 90-cell modules)	☐	☐	☐	☐	☐	☐	☐	☐	☐
Delivery terms	☐	☐	☐	☐	☐	☐	☐	☐	☐
Delivery time	☐	☐	☐	☐	☐	☐	☐	☐	☐
Discounts offered	☐	☐	☐	☐	☐	☐	☐	☐	☐
Extension of credit	☐	☐	☐	☐	☐	☐	☐	☐	☐
Minimum quantity requirements	☐	☐	☐	☐	☐	☐	☐	☐	☐
Module racking systems	☐	☐	☐	☐	☐	☐	☐	☐	☐
Packaging	☐	☐	☐	☐	☐	☐	☐	☐	☐
Price	☐	☐	☐	☐	☐	☐	☐	☐	☐
Product consistency	☐	☐	☐	☐	☐	☐	☐	☐	☐
Product range	☐	☐	☐	☐	☐	☐	☐	☐	☐
Quality exceeds industry standards	☐	☐	☐	☐	☐	☐	☐	☐	☐
Quality meets industry standards	☐	☐	☐	☐	☐	☐	☐	☐	☐
Reliability of supply	☐	☐	☐	☐	☐	☐	☐	☐	☐
Technical support/service	☐	☐	☐	☐	☐	☐	☐	☐	☐
Warranty	☐	☐	☐	☐	☐	☐	☐	☐	☐
Wattage efficiency	☐	☐	☐	☐	☐	☐	☐	☐	☐
U.S. transportation costs	☐	☐	☐	☐	☐	☐	☐	☐	☐

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.

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

- IV-8. **Minimum quality.**--How often does CSPV products from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	☐	☐	☐	☐	☐
China	☐	☐	☐	☐	☐
Taiwan	☐	☐	☐	☐	☐
Other:	☐	☐	☐	☐	☐

- IV-9. **Other explanations.**--If your firm would like to further explain a response to any question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

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OPTIONS FOR FILING THIS QUESTIONNAIRE RESPONSE WITH THE ITC

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

http://www.usitc.gov/trade_remedy/731_ad_701_cvd/investigations/2014/cs_photovoltaic/finalphase.htm

Please do not attempt to modify the format or permissions of the questionnaire document. Please complete the questionnaire and submit it electronically using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the completed questionnaire in MS Word format along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

Web address: <https://dropbox.usitc.gov/oinv/> **Pin:** **SUN2**

- **E-mail.**—E-mail your questionnaire to the economist identified on page 1 of this questionnaire; include a scanned copy of the signed certification page (page 1).

Please note that submitting your questionnaire by e-mail may subject your firm’s business proprietary information to transmission over an unsecure environment and to possible disclosure. If you choose this option, the Commission warns you that any risk involving possible disclosure of such information is assumed by the submitter and not by the Commission.

- **Compact disc (CD).**—Copy your MS Word questionnaire onto a CD. Also please include a signed certification page (page 1), and mail to the U.S. International Trade Commission, 500 E. Street, SW, Washington, DC 20024. *It is strongly recommended that you use an **overnight mail service**. U.S. mail sent to government offices undergoes additional processing which not only results in substantial delays in delivery but may also damage CDs.*

Note: If you are a party to the proceeding, and service of the questionnaire is required, such service should be made in paper form.

If you determine that your firm does not purchase this product, please complete page 1 of the respective questionnaire by: (1) Filling in your name and address, (2) Checking the “no” box, (3) Signing the bottom of page 1, and (4) Returning page 1 to the Commission using any of the methods listed above.