

**CANADIAN INTERNATIONAL TRADE TRIBUNAL**

**PURCHASERS' QUESTIONNAIRE  
ON MARKET CHARACTERISTICS**

**COPPER PIPE FITTINGS**

**INQUIRY NO.: NQ-2006-002**

Before completing this questionnaire, please read carefully the instruction guide that can be downloaded from the Tribunal's Web site at [www.citt-tcce.gc.ca/question/index\\_e.asp](http://www.citt-tcce.gc.ca/question/index_e.asp).

Please **return only** your questionnaire response to the Canadian International Trade Tribunal, as per the directives provided in the instruction guide, **no later than November 14, 2006**.

**PART I**

**PUBLIC INFORMATION**

**Note: Information requested in this part is public.**

1. Please provide your company's name and the following certification:

A) Name (in English and in French, if applicable) and address of reporting company and any other companies (other locations, facilities and outlets) on behalf of which your company is responding to this questionnaire:

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B) The undersigned certifies that the information herein supplied is complete and correct to the best of his/her knowledge and belief.

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\_\_\_\_\_

\_\_\_\_\_

2. Have you been an importer of record of **copper pipe fittings** since 2003?

Yes

No

3. Please describe your firm's activities relative to **copper pipe fittings** by indicating the trade levels at which your firm operates. Please check **only one** box.

Buying Group

Retailer/Mass Merchandiser

Broker

End User/Contractor/OEM

Wholesaler/Distributor

Other: \_\_\_\_\_  
(specify)

4. If you are an end user/contractor/OEM, for what purpose do you use **copper pipe fittings** (e.g., air-conditioning, plumbing, pressure uses, etc.)?

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5. Please indicate the categories of **copper pipe fittings** that your firm has purchased since 2003.

Pressure Copper Pipe Fittings: Wrought

Pressure Copper Pipe Fittings: Cast

DWV Copper Pipe Fittings: Wrought

DWV Copper Pipe Fittings: Cast

6. Have there been any changes in your firm's activities in relation to the purchase, use and/or distribution of **copper pipe fittings** since 2003?

	<b>Yes</b>	<b>No</b>
Pressure Copper Pipe Fittings: Wrought	<input type="checkbox"/>	<input type="checkbox"/>
Pressure Copper Pipe Fittings: Cast	<input type="checkbox"/>	<input type="checkbox"/>
DWV Copper Pipe Fittings: Wrought	<input type="checkbox"/>	<input type="checkbox"/>
DWV Copper Pipe Fittings: Cast	<input type="checkbox"/>	<input type="checkbox"/>

If so, please comment on changes. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

7. If your firm is associated in any manner with Canadian producers (Cello Products Inc. [Cello] and Bow Plumbing Group [Bow]), importers or exporters of **copper pipe fittings**, please list those producers, importers, exporters or distributors and their addresses, and indicate the nature of the association.

<b>Name of Producer, Importer, Exporter or Distributor</b>	<b>Address</b>	<b>Nature of Association<sup>1</sup></b>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

1. Please refer to definition of "associated firms" in the instruction guide.

8. Please indicate (with an "X") when and from where your firm purchased **copper pipe fittings**.

	2003	2004	2005	Jan 1. - Sept. 30 2006
Domestic Producers	_____	_____	_____	_____
China	_____	_____	_____	_____
South Korea	_____	_____	_____	_____
United States	_____	_____	_____	_____
Other Countries	_____	_____	_____	_____

## SUBSTITUTABILITY BY SOURCE OF SUPPLY

*This section of the questionnaire seeks information on the degree to which domestically produced and imported **copper pipe fittings** are substitutable in the Canadian market. In particular, it seeks information on the factors that influence substitutability between Canadian and imported sources of **copper pipe fittings** and the amount of price change necessary to influence customers to switch from one source to another. This section also requests information on how the imported products compete among each other in the Canadian market.*

9. Please indicate with an "X" the countries of origin from which your firm purchased **copper pipe fittings** at least once in the last two years or countries for which your firm has product/pricing knowledge.

Countries	Copper Pipe Fittings	
	Purchased Product	Product or Pricing Knowledge
Canada	<input type="checkbox"/>	<input type="checkbox"/>
<b>Subject Countries:</b>		
China	<input type="checkbox"/>	<input type="checkbox"/>
South Korea	<input type="checkbox"/>	<input type="checkbox"/>
United States	<input type="checkbox"/>	<input type="checkbox"/>
<b>Non-subject Countries (specify):</b>		
_____	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>

10. Are the **copper pipe fittings** produced by the Canadian producers (Cello and Bow) and those imported from the countries listed below physically (or functionally) interchangeable for all purposes or applications?

	Physically (or functionally) Interchangeable		If Goods Are Not Interchangeable, Why Not?
	Yes	No	
<b>Subject Countries:</b>			
China	<input type="checkbox"/>	<input type="checkbox"/>	_____
South Korea	<input type="checkbox"/>	<input type="checkbox"/>	_____
United States	<input type="checkbox"/>	<input type="checkbox"/>	_____
<b>Non-subject Countries:</b>			
_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
_____	<input type="checkbox"/>	<input type="checkbox"/>	_____

11. Is your response to question 10 the same for each category of **copper pipe fittings** (i.e. pressure copper pipe fittings: wrought; pressure copper pipe fittings: cast; DWV copper pipe fittings: wrought; and DWV copper pipe fittings: cast)?

Yes  No

If no, please explain: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

12. What is the **typical delivery time** for **copper pipe fittings** from the day on which an order is placed to the day of arrival at your facility? (If not applicable, please mark "N/A").

**Copper Pipe Fittings**

- |    |  |  |                                      |
|----|--|--|--------------------------------------|
| a) | Purchases From Canadian Producers                | _____  | Days                                 |
| b) | Purchases From Wholesalers of Canadian Producers | _____  | Days                                 |
| c) | Purchases of Imported Products From:             | <b>Direct Imports</b> (you are "importer of record") | <b>Wholesalers/<br/>Distributors</b> |
|    | China  | _____  | Days                                 |
|    | South Korea                                      | _____  | Days                                 |
|    | United States                                    | _____  | Days                                 |
|    | Other Countries (specify)                        | _____  | Days                                 |
|    | _____  | _____  | Days                                 |
|    | _____  | _____  | Days                                 |

- 13.

- A) If your firm **only** purchased **copper pipe fittings** that were made in Canada last year, by what percent would the price of **copper pipe fittings** imported from the subject countries have to fall before your firm would source at least 10% of its total purchases of **copper pipe fittings** from the subject countries?

Country	Percent
China	_____
South Korea	_____
United States	_____

- B) If your firm purchased **copper pipe fittings both** from Canada and the subject countries in the past year, approximately how much (percent) would the price of the **copper pipe fittings** imported from the subject countries have to fall before your firm would switch all of its purchases of **copper pipe fittings** to the subject countries' product?

Country	Percent
China	_____
South Korea	_____
United States	_____

14. Please indicate whether the following factors are very important, somewhat important or not important when choosing a supplier of **copper pipe fittings**.

Please complete one table for each product category if your evaluation for importance of each factor varies for the different product categories, otherwise please complete one table for all subject **copper pipe fittings**.

**Product Category (specify)<sup>1</sup>:** \_\_\_\_\_

<b>Factor</b>	<b>Very Important</b>	<b>Somewhat Important</b>	<b>Not Important</b>
Product Quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product Consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ability to Supply a Full Line of Products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product Meets Technical Specifications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brand Reputation or Trade Mark	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Origin of Product (Country)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of Inventory-on-hand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowest Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts and Rebates Offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Incentives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Credit Arrangements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery Cost	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery Time and Terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of Supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum Quantity Requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Range of Distribution Channels	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
After Sales Service or Warranties	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability on a Year-round Basis	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability in All Regions of Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify) _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

1. All subject copper pipe fittings **or** pressure copper pipe fittings: wrought, pressure copper pipe fittings: cast, DWV copper pipe fittings: wrought, and DWV copper pipe fittings: cast.



15. For each of the factors that affect a choice of supplier, please indicate whether the Canadian product or the imported **copper pipe fittings** have an advantage or whether they are comparable. Please complete this question if you indicated in question 9 that you have either purchased their product or have specific product/pricing knowledge. Please indicate “I” where the imported product has the advantage for the particular factor, “D” where the domestic product has the advantage and “C” where the two products are comparable.

Please complete one table for each product category if your evaluation for advantages of each factor varies for the different product categories, otherwise please complete one table for all subject **copper pipe fittings**.

**Product Category (specify)<sup>1</sup>:** \_\_\_\_\_

**Comparison of Advantages by Source of Supply**

(I = Imported Product; D = Domestic Product; C = Comparable)

Factor	Canada Versus		
	China	South Korea	United States
Product Quality	_____	_____	_____
Product Consistency	_____	_____	_____
Ability to Supply a Full Line of Products	_____	_____	_____
Product Meets Technical Specifications	_____	_____	_____
Brand Reputation or Trade Mark	_____	_____	_____
Lowest Price	_____	_____	_____
Discounts and Rebates Offered	_____	_____	_____
Credit Arrangements	_____	_____	_____
Incentives	_____	_____	_____
Delivery Time and Terms	_____	_____	_____
Delivery Cost	_____	_____	_____
Availability on a Year-round Basis	_____	_____	_____
Reliability of Supply	_____	_____	_____
Packaging	_____	_____	_____
Minimum Quantity Requirement	_____	_____	_____
Availability of Inventory-on-hand	_____	_____	_____
Range of Distribution Channels	_____	_____	_____
After Sales Service or Warranties	_____	_____	_____
Availability in All Regions of Canada	_____	_____	_____
Other (specify) _____	_____	_____	_____
_____	_____	_____	_____

1. All subject copper pipe fittings **or** pressure copper pipe fittings: wrought, pressure copper pipe fittings: cast, DWV copper pipe fittings: wrought, and DWV copper pipe fittings: cast.

16. To your knowledge, are your customers aware of and/or specifically interested in or request “made in Canada” **copper pipe fittings** you supply to them?

Always

Usually

Sometimes

Never

## PRICE RESPONSIVENESS OF TOTAL DOMESTIC MARKET DEMAND

*This part of the questionnaire seeks information on the responsiveness of total domestic market demand for **copper pipe fittings**, whether imported or produced domestically, to changes in domestic market conditions, especially changes in the average price of **copper pipe fittings**. It also seeks information on potential alternatives for **copper pipe fittings**. The information provided will help determine the amount by which the sales of **copper pipe fittings** would have increased as a result of decreases in average prices in the domestic market.*

17.

A) What are the end uses for **copper pipe fittings**?

- **Pressure Copper Pipe Fittings: Wrought**

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- **Pressure Copper Pipe Fittings: Cast**

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- **DWV Copper Pipe Fittings: Wrought**

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- **DWV Copper Pipe Fittings: Cast**

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B) Are **cast** copper pipe fittings interchangeable with **wrought** copper pipe fittings? Please explain.

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C) Are **DWV** copper pipe fittings interchangeable with **pressure** copper pipe fittings and vice versa? Please explain.

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18. If the price of all subject **copper pipe fittings** in Canada (both domestic and imported) were to be reduced by 10 percent for one year, and the prices of all other goods and services were unchanged during the period, what would you estimate to be the percentage increase in the volume of all sales of **copper pipe fittings** in Canada during the year?

- 0 to 3%        4 to 6%        7 to 10%        11 to 15%        More than 15%

19. What have been the principal factors affecting the changes in demand for **copper pipe fittings** since 2003?

**Principal Factors Affecting the Changes in Demand for  
Copper Pipe Fittings**

	<b>Very Important</b>	<b>Somewhat Important</b>	<b>Not Important</b>
Changes in economic conditions in Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Changes in exchange rates	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Changes in interest rates	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Changes in construction activity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Changes in machinery and equipment manufacturing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Changes in overall manufacturing activity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Introduction of new alternative products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Changes in relative prices of alternative goods	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Changes in building code requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Changes in consumer preference	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Changes in total population	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other factors (please 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"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

20. What products sold in Canada would consumers view as a reasonable alternative to the **copper pipe fittings** that your firm sells or buys (e.g., **copper pipe fittings** that do not require soldering, PEX pipe fittings, CPVC pipe fittings<sup>1</sup>, etc.)? Please specify any restrictions or limitations to the use of these alternative products (quality, relative cost, availability, etc.). For this question, an alternative is a product other than **copper pipe fittings** that the end user could use for the same or nearly the same purpose as **copper pipe fittings** are used.

	Reasonable Alternative Product	Restrictions or Limitations
<b>Pressure Copper Pipe Fittings: Wrought</b>	_____	_____
	_____	_____
	_____	_____
<b>Pressure Copper Pipe Fittings: Cast</b>	_____	_____
	_____	_____
	_____	_____
<b>DWV Copper Pipe Fittings: Wrought</b>	_____	_____
	_____	_____
	_____	_____
<b>DWV Copper Pipe Fittings: Cast</b>	_____	_____
	_____	_____
	_____	_____

1. Chlorinated Poly Vinyl Chloride (CPVC) is a thermoplastic pipe and fitting material made with CPVC compounds, meeting the requirements of ASTM 23447, for potable water distribution, corrosive fluid handling in industry, and fire suppression systems. Source: <http://www.ppfahome.org/cpvc>.

21. For the best alternative product identified in the previous question, given current market prices, what is the minimum percentage increase in the price of **copper pipe fittings** that would make the alternative product price-competitive?

**Pressure Copper Pipe Fittings: Wrought**

Best alternative product \_\_\_\_\_

Minimum percentage increase in price of **copper pipe fittings** that would make the alternative product price competitive:

1 to 5%  6 to 10%  11 to 20%  21 to 30%  More than 30%

**Pressure Copper Pipe Fittings: Cast**

Best alternative product \_\_\_\_\_

Minimum percentage increase in price of **copper pipe fittings** that would make the alternative product price competitive:

1 to 5%  6 to 10%  11 to 20%  21 to 30%  More than 30%

**DWV Copper Pipe Fittings: Wrought**

Best alternative product \_\_\_\_\_

Minimum percentage increase in price of **copper pipe fittings** that would make the alternative product price competitive:

1 to 5%  6 to 10%  11 to 20%  21 to 30%  More than 30%

**DWV Copper Pipe Fittings: Cast**

Best alternative product \_\_\_\_\_

Minimum percentage increase in price of **copper pipe fittings** that would make the alternative product price competitive:

1 to 5%  6 to 10%  11 to 20%  21 to 30%  More than 30%

- 22. In order to minimize the burden of responding to questionnaires on participants in Tribunal investigations, the Tribunal's staff is continually looking for ways to collect the information necessary for the proper conduct of an investigation with the least inconvenience to the respondents. We would welcome your suggestions for ways to streamline the data collection process and minimize the burden of questionnaire response. As well, we would appreciate the best estimate of the time required by your firm to complete this questionnaire.

Hours to complete: \_\_\_\_\_

Comments: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



**PART II**

**CONFIDENTIAL INFORMATION**

**Note:** Information requested in this part is considered to be confidential in nature and will be treated as such, in accordance with sections 43 to 49 of the *Canadian International Trade Tribunal Act*.

**COMPANY NAME:** \_\_\_\_\_

**PURCHASING PROCESS**

*This part of the questionnaire seeks information on the process by which purchasers choose their suppliers, the conditions under which **copper pipe fittings** are bought in the domestic market, and the importance of these goods to your firm's overall business activity.*

23. Does your firm choose suppliers and negotiate prices for the purchases of **copper pipe fittings**?

Yes

No

24. If yes, please describe how your firm chooses suppliers and negotiates prices for its purchases of **copper pipe fittings**.

A) How many suppliers do you generally contact before making a decision to purchase?

1

2

3

More than 3

B) What is the usual method of establishing a transaction price?

- Requests for quotations from several firms
- Competitive bidding
- Negotiation with an established supplier based on market intelligence on prices
- Negotiation with an established supplier based on unsolicited bids received
- Published book prices
- Other methods (please specify)
- \_\_\_\_\_
- \_\_\_\_\_

C) Does the lowest price offered for **copper pipe fittings** win a contract or a sale?

- Always  Usually  Sometimes  Never

D) When the bid with the lowest price does not win the contract, what other factors does your firm take into account when making its purchase decision?

	<b>Very Important</b>	<b>Somewhat Important</b>	<b>Not Important</b>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Range of product line (including sizes)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
After sales service and technical support	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply/supplier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other factors (please 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"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

E) At what price difference does price become the primary factor outweighing all other factors identified in D above?

5%  10%  15%  20%  25%  More than 25%

Price would never be the primary factor

25. Does your firm normally purchase from more than one supplier of **copper pipe fittings** during a calendar year?

Yes  No

If yes, please explain:

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26.

A) Please indicate the approximate volume and value of your firm's total purchases of **copper pipe fittings** in 2005.

<b>Product Category</b>	<b>Volume (pieces)</b>	<b>Value (\$)</b>
Pressure Copper Pipe Fittings: Wrought	_____	_____
Pressure Copper Pipe Fittings: Cast	_____	_____
DWV Copper Pipe Fittings: Wrought	_____	_____
DWV Copper Pipe Fittings: Cast	_____	_____
<b>Total</b>	=====	=====

B) Please indicate the percentage of your firm's purchases of **copper pipe fittings** manufactured in the following countries in 2005.

Product Category	Canada	China	South Korea	United States	Other	Total (%)
Pressure Copper Pipe Fittings: Wrought	_____	_____	_____	_____	_____	100
Pressure Copper Pipe Fittings: Cast	_____	_____	_____	_____	_____	100
DWV Copper Pipe Fittings: Wrought	_____	_____	_____	_____	_____	100
DWV Copper Pipe Fittings: Cast	_____	_____	_____	_____	_____	100

27. For 2004 and 2005, please indicate (with a "+" or "-" or "n/c") whether you increased, decreased or did not change the quantity you purchased from the various suppliers compared with the previous year.

	2004	2005
Domestic Producers	_____	_____
China	_____	_____
South Korea	_____	_____
United States	_____	_____
Other Countries	_____	_____

28. Please indicate if your firm has been contacted by **copper pipe fittings** producers from China, South Korea and the United States or non-subject countries in the last year with offers to sell **copper pipe fittings** to your firm. If so, which countries?

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**If your firm does not purchase copper pipe fittings under term contracts (forward purchases of at least three months for specified volumes and/or prices generally involving multiple shipments), do not complete the remainder of the questionnaire.**

29. Please indicate the percentage of your firm's total purchases (by volume) of **copper pipe fittings** that were made under term contracts in 2005.

2005                      \_\_\_\_\_ percent of goods were purchased under term contracts.

30. For purchases of **copper pipe fittings**, what was the average period of your contracts negotiated in 2005?

\_\_\_\_\_ months

31. If the average contract period has changed since 2003, for purchases of **copper pipe fittings**, please indicate when and why it changed.

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32. For purchases of **copper pipe fittings**, please describe the general nature of the term contracts or sales agreements. What provisions are generally included in these contracts or agreements to allow for price changes during the period of the contract or agreement?

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