

**U.S. PURCHASERS' QUESTIONNAIRE**

**STAINLESS STEEL SHEET AND STRIP FROM  
GERMANY, ITALY, JAPAN, KOREA, MEXICO, AND TAIWAN**

**This questionnaire must be received by the Commission by no later than March 9, 2011**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its five-year reviews concerning stainless steel sheet and strip from Germany, Italy, Japan, Korea, Mexico, and Taiwan (Inv. Nos. 701-TA-382 and 731-TA-798-803 (Second Review)). 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 Cindy Cohen (202-205-3230, cindy.cohen@usitc.gov).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm purchased stainless steel sheet and strip (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) at any time since January 1, 2005?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (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)

**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 means of 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 reviews in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout these reviews 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 reviews 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.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ( )</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ( )</i>	

**PART I.—GENERAL INFORMATION**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **OMB 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 above address.

I-2. **Establishments covered.**--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. **Ownership.**--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. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing stainless steel sheet and strip from Germany, Italy, Japan, Korea, Mexico, and Taiwan into the United States or which are engaged in exporting stainless steel sheet and strip from Germany, Italy, Japan, Korea, Mexico, and Taiwan to the United States?

No  Yes--List the following information.

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

**PART I.--GENERAL INFORMATION--Continued**

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing stainless steel sheet and strip from countries other than Germany, Italy, Japan, Korea, Mexico, and Taiwan into the United States or which are engaged in exporting stainless steel sheet and strip from countries other than Germany, Italy, Japan, Korea, Mexico, and Taiwan to the United States?

No             Yes--List the following information.

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

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of stainless steel sheet and strip?

No             Yes--List the following information.

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

I-7. **Business plan.**--Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for stainless steel sheet and strip?

No             Yes--Please provide these documents. If you are not providing the requested documents, please explain why not.

\_\_\_\_\_

\_\_\_\_\_

**PART II.--PURCHASES**

Please identify the individual to be contacted regarding the confidential information requested in parts II, III, and IV.

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for parts II to IV with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: ( ) \_\_\_\_\_

Fax: ( ) \_\_\_\_\_

II-1. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of stainless steel sheet and strip. Report based on delivery date, not order date.

Quantity (in short tons) and value (in \$1,000)						
Item	2005	2006	2007	2008	2009	2010
<b>Purchases of stainless steel sheet and strip produced in--</b>						
<b>The United States:</b>						
Quantity						
Value						
<b>Germany:</b>						
Quantity						
Value						
<b>Italy:</b>						
Quantity						
Value						
<b>Japan:</b>						
Quantity						
Value						
<b>Korea:</b>						
Quantity						
Value						
<b>Mexico:</b>						
Quantity						
Value						
<b>Taiwan:</b>						
Quantity						
Value						
<b>All other countries:<sup>1</sup></b>						
Quantity						
Value						
<sup>1</sup> Please identify these countries: _____						
_____						

**PART II.--PURCHASES--Continued**

II-2. **Changes in purchasing patterns.**-- Please indicate how the relative levels of your firm's purchases of stainless steel sheet and strip from different sources (both domestic and foreign) have changed since 2005.

Source of purchases	Trend	Explanation for trend
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
Germany	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
Italy	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
Japan	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
Korea	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
Mexico	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
Taiwan	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>

**PART II.--PURCHASES--Continued**

II-3. **Purchases from one country only**.--If your firm has purchased stainless steel sheet and strip from only one country, please explain the reasons for doing so.

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II-4. **Supplier identification**.--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for stainless steel sheet and strip since 2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of stainless steel sheet and strip that each of these suppliers accounted for in 2010.

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

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

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of stainless steel sheet and strip (check all that apply, noting the specific end uses if known)?

- Automotive assembler/supplier (\_\_\_\_\_)
- Transportation (non-automotive) equipment producer (\_\_\_\_\_)
- Machinery and equipment producer (\_\_\_\_\_)
- Construction equipment producer (\_\_\_\_\_)
- Consumer and household goods producer (\_\_\_\_\_)
- Tubular products producer (\_\_\_\_\_)
- Processor/service center (\_\_\_\_\_)
- Distributor (\_\_\_\_\_)
- Other (Describe: \_\_\_\_\_)

III-2. **Competition for sales.**--If you are a distributor or reseller of stainless steel sheet and strip, do you compete for sales to your customers with the manufacturers or importers from which you purchase stainless steel sheet and strip?

- No                       Yes--Please describe

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III-3. **Types of customers.**--If your firm is a distributor or reseller of stainless steel sheet and strip, what are the major types of consumers to which you sell stainless steel sheet and strip?

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

III-4. **Contract versus spot.**--Approximately what share of your firm's purchases of stainless steel sheet and strip in 2010 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of purchases (percent)</u>		
	<u>United States</u>	<u>Subject countries</u>	<u>Nonsubject countries</u>
Long-term contracts	_____	_____	_____
Short-term contracts	_____	_____	_____
Spot sales	_____	_____	_____

III-5. **Long-term contract provisions.**--If you purchase 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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet or release provision?     Yes     No

III-6. **Short-term contract provisions.**--If you purchase 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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet or release provision?     Yes     No



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

III-7. **End uses.**--If your firm is an end user of stainless steel sheet and strip, list the top 3 products for which your firm purchases stainless steel sheet and strip as an input, and the percentage of the total cost of each end use product that is accounted for by stainless steel sheet and strip and by other inputs.

Product(s) you produce	Share of cost of this product accounted for by		Total
	Stainless steel sheet and strip (percent)	Other inputs (percent)	
1.			100%
2.			100%
3.			100%

III-8. **Demand for end use products.**--

(a) If your firm is an end user of stainless steel sheet and strip, has the demand for your firm's final products incorporating stainless steel sheet and strip changed since 2005?

- Increased       Decreased       Fluctuated       No change

(b) Has this had any effect on your firm's demand for stainless steel sheet and strip?

- No       Yes--Please describe.

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III-9. **Changes in end uses.**--Have there been any changes in the end uses of stainless steel sheet and strip since 2005?

- No       Yes--Please describe.

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III-10. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of stainless steel sheet and strip?

- No       Yes--Please describe.

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

III-11. **Substitutes.**--Can other products be substituted for stainless steel sheet and strip?

No                       Yes--Please fill out the table below.

Substitute product	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for stainless steel sheet and strip?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain _____ _____
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain _____ _____
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain _____ _____

III-12 **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for stainless steel sheet and strip since 2005?

No                       Yes--Please explain.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-13. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for stainless steel sheet and strip?

No                       Yes--Please describe.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

**III-14. Demand trends.--**

- (a) How has the demand within the United States for stainless steel sheet and strip changed since 2005? What principal factors affect changes in demand?

Increased       Decreased       Fluctuated       No change

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- (b) How has the demand outside the United States for stainless steel sheet and strip changed since 2005? What principal factors affect changes in demand?

Increased       Decreased       Fluctuated       No change

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**III-15. Anticipated demand trends.--**

- (a) How do you anticipate demand will change within the United States for stainless steel sheet and strip in 2011 and 2012? What principal factors that will affect these changes in demand?

Increase       Decrease       Fluctuate       No change

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- (b) How do you anticipate demand will change outside the United States for stainless steel sheet and strip in 2011 and 2012? What principal factors that will affect these changes in demand?

Increase       Decrease       Fluctuate       No change

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- III-16. Market studies.--**Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss stainless steel sheet and strip supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Germany, Italy, Japan, Korea, Mexico, and Taiwan, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future.

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

III-17. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced stainless steel sheet and strip in the U.S. market since 2005?

- No             Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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III-18. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of stainless steel sheet and strip (check ALL that apply)?

- No  
 Yes-- Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of all our purchases of stainless steel sheet and strip.  
 Yes--Purchases of domestic product are not required by law or regulation, but are by our customers. This involves \_\_\_\_ percent of all our purchases of stainless steel sheet and strip.  
 Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all our purchases of stainless steel sheet and strip.

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III-19. **Conditions of competition.**--

(a) Is the stainless steel sheet and strip market subject to business cycles or conditions of competition other than fluctuations in the overall economy?

- No             Yes--Please explain and estimate the duration of any such cycle.

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

(b) Has business cycles or conditions of competition of the stainless steel sheet and strip market changed since 2005?

No                       Yes--Please explain any such changes.

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III-20. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving stainless steel sheet and strip based on the producer of the stainless steel sheet and strip you purchase?

Your firm:                       Always                       Usually                       Sometimes                       Never

Your customers:                       Always                       Usually                       Sometimes                       Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: \_\_\_\_\_

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Your customers: \_\_\_\_\_

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III-21. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving stainless steel sheet and strip based on the country of origin of the stainless steel sheet and strip you purchase?

Your firm:                       Always                       Usually                       Sometimes                       Never

Your customers:                       Always                       Usually                       Sometimes                       Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: \_\_\_\_\_

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Your customers: \_\_\_\_\_

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

**III-22. Purchasing frequency.--**

(a) How frequently do you make purchases?

- Daily       Weekly       Monthly       Quarterly       Annually  
 Other (specify) \_\_\_\_\_)

(b) Do you expect this purchasing pattern to change in the next two years?

- No       Yes—Please explain.

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**III-23. Number of suppliers contacted.--**How many suppliers do you generally contact before making a purchase? \_\_\_\_\_ firms

**III-24. Supplier negotiations.--**

(a) Do purchases of stainless steel sheet and strip usually involve negotiations between supplier and purchaser?

- No       Yes--Please describe these negotiations.

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(b) Do you quote competing prices as part of the negotiation process?

- No       Yes

(c) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No       Yes--Specify the time period.

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

III-25. **Change in suppliers.**--Have you changed suppliers since 2005?

- No             Yes--Please list the supplier(s), indicate whether the firm was added or dropped, and the reasons for the change.

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III-26. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2005?

- No             Yes--Please identify the firms.

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(b) Do you expect new stainless steel sheet and strip suppliers to enter the U.S. market?

- No             Yes--Please provide details, noting the specific future time period.

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III-27. **Supplier qualification**

(a) Do you require the stainless steel sheet and strip you purchase to be certified to meet standards set by ASTM, AISI, or by a similar body?

- No             Yes-- \_\_\_\_\_ percent of value of purchases in 2010     Yes--all purchases

(b) Please specify the type(s) of certification. \_\_\_\_\_

(c) Do you require any supplier qualification in addition to those reported in a and b above?

- No             Yes—Please list these qualification factors and the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

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(d) How long does it take to qualify a new supplier? \_\_\_\_\_ days.

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

III-28. **Failure to certify.**--Since 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their stainless steel sheet and strip 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.

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III-29. **Supply issues.**—Have any suppliers (U.S. or foreign) refused, declined, or been unable to supply stainless steel sheet and strip since 2005? (Examples include being placed on allocation or “controlled order entry,” suppliers declining to accept new customers or to renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)

- No                       Yes--Please note when this occurred (i.e. month and year) and duration, country of origin, and supplier; amount and type of product involved; and the effect on your operations.

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III-30. **Surcharges.**--

(a) Since 2005, have you ever paid surcharges on your purchases of stainless steel sheet and strip for:

- Raw materials     Fuel     Energy     Transportation     Other:\_\_\_\_\_

(b) Which suppliers imposed the surcharges and during what time frame?

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(c) How were the surcharge(s) determined (e.g., which indices were used)?

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(d) Please describe how the surcharges have changed since 2005.

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

III-31. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for stainless steel sheet and strip.

	<b>Very important</b>	<b>Somewhat important</b>	<b>Not important</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of cold rolled product.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of extra wide or long rolls	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of metric widths .....	<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-32. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase stainless steel sheet and strip for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-33. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of stainless steel sheet and strip?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-34. **Frequency of decisions based on price.**--How often does your firm purchase the stainless steel plate that is offered at the lowest price for spot and contract purchases?

For spot purchases:      Always      Usually      Sometimes      Never

For contract purchases:      Always      Usually      Sometimes      Never

III-35. **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 does not necessarily have to be the lowest priced supplier.

Please list the names of any firms you considered price leaders in the stainless steel sheet and strip market since 2005, and describe how the firm(s) exhibited price leadership.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

**III-36. Changes in U.S. industry.--**

- (a) Please identify and discuss any improvements/changes in the U.S. stainless steel sheet and strip industry since 2005 and explain the factors, including the orders under review, that were responsible for each improvement/change.

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- (b) Please discuss any improvements/changes that you anticipate in the future in the U.S. stainless steel sheet and strip industry. Identify the time period and causes for these improvements/changes.

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**III-37. Effect of revocation.--**What do you think will be the likely effects of any revocation of the countervailing duty order/antidumping duty orders for imports of stainless steel sheet and strip from Germany, Italy, Japan, Korea, Mexico, and Taiwan? As appropriate, please discuss any potential effects of revocation of the countervailing duty order/antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: \_\_\_\_\_

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(2) Entire U.S. market: \_\_\_\_\_

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**PART IV.-- PRODUCT COMPARISONS**

IV-1. **Country knowledge.**--Please indicate the countries of origin for stainless steel sheet and strip for which your firm has actual marketing/pricing knowledge.

- United States       Germany       Italy       Japan  
 Korea       Mexico       Taiwan  
 Other countries (Please specify \_\_\_\_\_ )

IV-2. **Interchangeability by country-pair.**--Is stainless steel sheet and strip 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.<sup>1</sup>

Country-pair	Germany	Italy	Japan	Korea	Mexico	Taiwan	Other countries
United States							
Germany	/						
Italy	/	/					
Japan	/	/	/				
Korea	/	/	/	/			
Mexico	/	/	/	/	/		
Taiwan	/	/	/	/	/	/	

<sup>1</sup> For any country-pair producing stainless steel sheet and strip which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-3. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between stainless steel sheet and strip produced in the United States and in other countries a significant factor in your firm's purchases of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	Germany	Italy	Japan	Korea	Mexico	Taiwan	Other countries
United States							
Germany							
Italy							
Japan							
Korea							
Mexico							
Taiwan							
<sup>1</sup> 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 purchases of stainless steel sheet and strip, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/> <hr/>							

IV-4. **Availability of merchandise.**--Are certain grades/types/sizes of stainless steel sheet and strip available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No                       Yes--Please identify the source and the grade/type/size.

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**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-5. **Grades.**—Please check the grades of stainless steel sheet and strip you purchase and the sources from which you purchase them.

Producing Country	Grades						
	304/304L	316/316L	403/410	409	430	434/436	Other <sup>1</sup>
United States							
Germany							
Italy							
Japan							
Korea							
Mexico							
Taiwan							
Other (please list)							
Other (please list)							
Other (please list)							

<sup>1</sup> List the "other" grades you purchased in 2010, by country source.

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IV-6. **Choice of product not based on price.**--If you purchased stainless steel sheet and strip 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 subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-7. **Factor country comparisons.**--For the factors listed below, please rate how stainless steel sheet and strip produced in each country you identified in your response to the first question in Part IV compares with stainless steel sheet and strip produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

Quality	product from			product from			product from		
	compared to product from			compared to product from			compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<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"/>
Availability of cold rolled product.....	<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"/>
Availability of extra wide or long rolls	<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"/>
Availability of metric widths .....	<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"/>
Delivery terms .....	<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"/>
Delivery time .....	<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"/>
Discounts offered .....	<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"/>
Extension of credit.....	<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"/>
Price <sup>1</sup> .....	<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"/>
Minimum quantity requirements.....	<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"/>
Packaging .....	<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"/>
Product consistency .....	<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"/>
Quality meets industry standards.....	<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"/>
Quality exceeds industry standards.....	<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"/>
Product range.....	<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"/>
Reliability of supply .....	<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"/>
Technical support/service .....	<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"/>
U.S. transportation costs <sup>1</sup> .....	<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"/>
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"/>
_____	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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







**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-8. **Minimum quality**--

(a) How often does domestically produced stainless steel sheet and strip meet minimum quality specifications for your uses or your customers' uses?

Always                       Usually                       Sometimes                       Rarely or never

(b) How often does imported subject stainless steel sheet and strip meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never
Germany	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Italy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Japan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Korea	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mexico	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Taiwan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) How often does imported nonsubject stainless steel sheet and strip (*i.e.*, stainless steel sheet and strip from countries other than Germany, Italy, Japan, Korea, Mexico, and Taiwan) meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never
_____	<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"/>

IV-9. **Change in price**.—Please indicate below how prices of stainless steel sheet and strip from the subject countries have changed **relative** to prices of U.S.-produced stainless steel sheet and strip.

Germany	<input type="checkbox"/> Increased	<input type="checkbox"/> Decreased	<input type="checkbox"/> No change	<i>relative to U.S. prices</i>
Italy	<input type="checkbox"/> Increased	<input type="checkbox"/> Decreased	<input type="checkbox"/> No change	<i>relative to U.S. prices</i>
Japan	<input type="checkbox"/> Increased	<input type="checkbox"/> Decreased	<input type="checkbox"/> No change	<i>relative to U.S. prices</i>
Korea	<input type="checkbox"/> Increased	<input type="checkbox"/> Decreased	<input type="checkbox"/> No change	<i>relative to U.S. prices</i>
Mexico	<input type="checkbox"/> Increased	<input type="checkbox"/> Decreased	<input type="checkbox"/> No change	<i>relative to U.S. prices</i>
Taiwan	<input type="checkbox"/> Increased	<input type="checkbox"/> Decreased	<input type="checkbox"/> No change	<i>relative to U.S. prices</i>