

**U.S. IMPORTERS' QUESTIONNAIRE**

**HIGH PRESSURE STEEL CYLINDERS FROM CHINA**

**This questionnaire must be received by the Commission by no later than May 25, 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 countervailing duty/antidumping investigations concerning high pressure steel cylinders from China (Inv. Nos. 701-TA-480 and 731-TA-1188 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).**

<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 imported high pressure steel cylinders (as defined in the instruction booklet) from any country at any time since January 1, 2008?
<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 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.*

_____ <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 below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_hours \_\_\_\_\_dollars

I-1b. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____



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

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters high pressure steel cylinders into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones      No             Yes

Bonded warehouses      No             Yes

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports high pressure steel cylinders under the TIB (temporary importation under bond) program.

No             Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No             Yes--Please specify. \_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from **Edward Petronzio (202-205-3176, edward.petronzio@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

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

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

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

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

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of high pressure steel cylinders since January 1, 2008.

- |  |   |
|--|---|
| <i>(check as many as appropriate)</i>  | <i>(please describe in some detail)</i> |
| <input type="checkbox"/> office or warehouse openings, expansions, or acquisitions .....                         | _____                                   |
| <input type="checkbox"/> office or warehouse closings, consolidations, or relocations.....                       | _____                                   |
| <input type="checkbox"/> prolonged shutdowns or curtailments of import operations ..                             | _____                                   |
| <input type="checkbox"/> other ( <i>e.g.</i> , changes in technology, revised labor agreements, et cetera) ..... | _____                                   |

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of high pressure steel cylinders from China for delivery after **March 31, 2011**?

- No             Yes--Indicate when such orders are to be delivered and the quantities involved.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

II-4. **Reasons for importing.**--If your firm also produces high pressure steel cylinders in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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II-5. Please list the Harmonized Tariff Schedule of the United States ("HTS") statistical reporting numbers (e.g., HTS numbers 7311.00.0030, 7311.00.0090, or other) under which you have imported high pressure steel cylinders at any time since January 1, 2008.

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

II-6. **IMPORTS FROM CHINA.**—Did your firm import high pressure steel cylinders from China any time since January 1, 2008?

- No.                       Yes-- Report your firm's imports, shipments and inventories of high pressure steel cylinders imported from China during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

Quantity (in units), value (in \$1,000)					
Item	Calendar years			January-March	
	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories (quantity)</b>					
<b>Imports:<sup>1</sup></b>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:<sup>3</sup></b>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories<sup>4</sup> (quantity)</b>					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-7. **IMPORTS FROM CANADA**.--Did your firm import high pressure steel cylinders from Canada any time since January 1, 2008?

- No.                       Yes-- Report your firm's imports, shipments and inventories of high pressure steel cylinders imported from Canada during the specified periods. (See definitions in the instruction booklet.)

**CANADA**

Quantity (in units), value (in \$1,000)					
Item	Calendar years			January-March	
	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the sources and foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-8. **IMPORTS FROM KOREA.**—Did your firm import high pressure steel cylinders from China any time since January 1, 2008?

- No.                       Yes-- Report your firm's imports, shipments and inventories of high pressure steel cylinders imported from Korea during the specified periods. (See definitions in the instruction booklet.)

**KOREA**

Quantity (in units), value (in \$1,000)					
Item	Calendar years			January-March	
	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-9. **IMPORTS FROM ALL OTHER SOURCES COMBINED**.--Did your firm import high pressure steel cylinders from sources other than China and Canada any time since January 1, 2008?

- No.                       Yes-- Report your firm's imports, shipments and inventories of high pressure steel cylinders imported from all other sources other than China and Canada combined during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in units), value (in \$1,000)					
Item	Calendar years			January-March	
	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the sources and foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____ _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____					

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

II-10. **U.S. shipments of high pressure steel cylinders by gas capacity.**--Please estimate the share of your firms U.S. shipments of high pressure steel cylinders by size in each year.

## China

Gas Capacity	Share of U.S. Shipments		
	2008 (percent)	2009 (percent)	2010 (percent)
U.S. shipments of imports from <u>China</u> :			
80 cubic feet or less			
Between 80 and 150 cubic feet			
Between 150 and 702 cubic feet			
Total, China	100%	100%	100%

## Canada

Gas Capacity	Share of U.S. Shipments		
	2008 (percent)	2009 (percent)	2010 (percent)
U.S. shipments of imports from <u>Canada</u> :			
80 cubic feet or less			
Between 80 and 150 cubic feet			
Between 150 and 702 cubic feet			
Total, Canada	100%	100%	100%

## Korea

Gas Capacity	Share of U.S. Shipments		
	2008 (percent)	2009 (percent)	2010 (percent)
U.S. shipments of imports from <u>Korea</u> :			
80 cubic feet or less			
Between 80 and 150 cubic feet			
Between 150 and 702 cubic feet			
Total, Korea	100%	100%	100%

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

## All other sources combined

Gas Capacity	Share of U.S. Shipments		
	2008 (percent)	2009 (percent)	2010 (percent)
U.S. shipments of imports from <u>all other sources combined</u> : 80 cubic feet or less			
Between 80 and 150 cubic feet			
Between 150 and 702 cubic feet			
Total, All other sources	100%	100%	100%

II-11. **China Foreign Manufacturer / Exporter identification.**--Please identify below the names and addresses of your firm's **FIVE** largest foreign suppliers (whether the foreign manufacturer or just foreign exporter) for high pressure steel cylinders from China in the 2008-10 period. Please also provide the name and fax number or e-mail address of a contact person and the share of the quantity of your firm's total imports of high pressure steel cylinders that each of these suppliers accounted for in 2010.

Not applicable (*i.e.*, responded "no" to question II-6)

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

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

Further information on this part of the questionnaire can be obtained from **Clark Workman (202-205-3248, clark.workman@usitc.gov)**.

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III?

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

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

**PRICE DATA**

III-2. Does your firm resell high pressure steel cylinders?

- Yes--Please complete this section.
- No, import for own end use only --Please skip to question III-12.

These questions request quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers of the following products you imported from China, Canada, and Korea:

**Product 1.**—High pressure cylinders, 40 cubic feet, DOT 3AA2015, painted.  
Report values *without* additional charges for neck rings, caps, and valves.

**Product 2.**-- High pressure cylinders, 80 cubic feet, DOT 3AA2015, painted.  
Report values including neck rings and caps, but *without* additional charges for valves.

**Product 3.**— High pressure cylinders, 150 cubic feet, DOT 3AA2015, painted.  
Report values including neck rings and caps, but *without* additional charges for valves.

**Product 4.**— High pressure cylinders, 300 cubic feet, DOT 3AA2400, painted.  
Report values including neck rings and caps, but *without* additional charges for valves.

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

III-2.(a) For products 1-4, please check the box for those items which are included in the price of the cylinder (if you charge an additional fee for these items, leave the box blank).

- |           |                                    |                              |                                |
|-----------|------------------------------------|------------------------------|--------------------------------|
| Product 1 | <input type="checkbox"/> Neck ring | <input type="checkbox"/> Cap | <input type="checkbox"/> Valve |
| Product 2 | <input type="checkbox"/> Neck ring | <input type="checkbox"/> Cap | <input type="checkbox"/> Valve |
| Product 3 | <input type="checkbox"/> Neck ring | <input type="checkbox"/> Cap | <input type="checkbox"/> Valve |
| Product 4 | <input type="checkbox"/> Neck ring | <input type="checkbox"/> Cap | <input type="checkbox"/> Valve |

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

III-2b. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm.

**China**

Period of shipment	(Quantity in units, value in dollars)							
	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>2008:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2009:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2010:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2011:</b>								
January-March								

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. Values should NOT include neck rings and caps for products 1-4, and valves for product 1 only.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

III-2c. **Pricing data.--** Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Canada and sold by your firm.

**Canada**

Period of shipment	(Quantity in units, value in dollars)							
	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>2008:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2009:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2010:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2011:</b>								
January-March								

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. Values should NOT include neck rings and caps for products 1-4, and valves for product 1 only.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.--**If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

III-2d. **Pricing data.--** Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Korea and sold by your firm.

**Korea**

Period of shipment	(Quantity in units, value in dollars)							
	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>2008:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2009:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2010:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2011:</b>								
January-March								

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. Values should NOT include neck rings and caps for products 1-4, and should not include valves for product 1 only.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.--**If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

III-3(a) **Price setting.**-- How does your firm determine the prices that it charges for sales of high pressure steel cylinders (*check all that apply*)?

- Transaction by transaction     
  Contracts     
  Set price lists  
 Other--Please describe: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

III-3(b) **Buying groups.**—Did your firm negotiate prices with any buying groups in 2010?

- No  
 Yes – Approximately what percent of your 2010 total sales of high pressure steel cylinders were to firms that were members of buying groups?      %. Please complete table.

Name of group	Did you negotiate prices in 2010?	Were you selected as the preferred vendor in 2010?
IWDC	<input type="checkbox"/> No <input type="checkbox"/> Yes	<input type="checkbox"/> No <input type="checkbox"/> Yes
BIG Buying Group	<input type="checkbox"/> No <input type="checkbox"/> Yes	<input type="checkbox"/> No <input type="checkbox"/> Yes
AIWD	<input type="checkbox"/> No <input type="checkbox"/> Yes	<input type="checkbox"/> No <input type="checkbox"/> Yes
ADA	<input type="checkbox"/> No <input type="checkbox"/> Yes	<input type="checkbox"/> No <input type="checkbox"/> Yes
IDC	<input type="checkbox"/> No <input type="checkbox"/> Yes	<input type="checkbox"/> No <input type="checkbox"/> Yes
Other _____	<input type="checkbox"/> No <input type="checkbox"/> Yes	<input type="checkbox"/> No <input type="checkbox"/> Yes

III-4. **Discount policy.**-- Please indicate and describe your firm's discount policies for sales of high pressure steel cylinders (*check all that apply*).

- Quantity discounts     
  Annual total volume discounts     
  No discounts  
 Other--Please describe: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

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

**III-5. Pricing terms.--**

(a) What are your firm's typical sales terms for high pressure steel cylinders imported from China (e.g., 2/10 net 30 days)? \_\_\_\_\_

(b) On what basis are your prices of imported high pressure steel cylinders from China usually quoted? (check one)

F.o.b.--Please specify point: \_\_\_\_\_  Delivered

**III-6. Contract versus spot.--**Approximately what share of your firm's sales of high pressure steel cylinders imported from China 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 sales</u>
Long-term contracts	_____ %
Short-term contracts	_____ %
Spot sales	_____ %
<b>Total</b>	<b>100%</b>

**III-7. Long-term contract provisions.--**If you sell high pressure steel cylinders imported from China 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-8. Short-term contract provisions.--**If you sell high pressure steel cylinders imported from China 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.-- PRICING AND RELATED INFORMATION--Continued**

III-9. **Lead times.**--What is your share of sales of high pressure steel cylinders imported from China both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of high pressure steel cylinders?

<u>Source</u>	<u>Share of sales,</u> <u>2010</u>	<u>Lead time</u>
From your U.S. inventory	_____ %	_____ days
From foreign manufacturers' inventory	_____ %	_____ days
Produced to order	_____ %	_____ days
<b>Total</b>	<b>100 %</b>	

III-10. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of high pressure steel cylinders imported from China that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
 Your firm or  Purchaser
- (c) When you sell high pressure steel cylinders imported from China, from where is it shipped? (check one) point of importation  or storage facility
- (d) What proportion of your sales of high pressure steel cylinders imported from China are delivered within 100 miles of your point of shipment (provide the percentages)? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-11. **Geographical shipments.**--What is the geographic market area in the United States served by your firm's shipments of high pressure steel cylinders imported from any source? (check all that apply)

Geographic area	√ if applicable
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> --AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> --CA, OR, and WA.	<input type="checkbox"/>
<b>Other.</b> --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>

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

III-12. **End uses**-Describe the end uses of the high pressure steel cylinders that you import from China. For each end-use product, what percentage of the total cost is accounted for by high pressure steel cylinders and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	High pressure steel cylinders	Other inputs	
1.	%	%	100%
2.	%	%	100%
3.	%	%	100%

III-13. **Substitutes**--

(a) Can other products be substituted for high pressure steel cylinders?

No             Yes--Please complete (b).

(b) Please list in order of importance any products that may be substituted for high pressure steel cylinders and fill out the table.

Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for high pressure steel cylinders?
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-- _____ _____

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

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

(a) How has the demand within the United States for high pressure steel cylinders changed since January 1, 2008? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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(b) How has the demand outside the United States (if known) for high pressure steel cylinders changed since January 1, 2008? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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**III-15. Product changes.--**Have there been any significant changes in the product mix or marketing of high pressure steel cylinders since January 1, 2008?

No       Yes-- Please describe.

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

III-16. **Business cycles.**--

(a) Is the high pressure steel cylinders market subject to business cycles or conditions of competition (including seasonal business) distinctive to high pressure steel cylinders?

No (skip to question IV-17.)       Yes-- Please describe below and then answer part (b).

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(b) If yes, have there been any changes in the business cycles or conditions of competition for high pressure steel cylinders since January 1, 2008?

No       Yes-- Please describe.

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III-17. **Supply constraints.**--Has your firm (or if you are an end user, please regarding your suppliers) refused, declined, or been unable to supply high pressure steel cylinders since January 1, 2008 (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-- Please describe.

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III-18. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce high pressure steel cylinders and whether you expect these trends to continue.

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

III-21. **Customer Identification.**--Please identify below the names and addresses of your firm's 10 largest customers for high pressure steel cylinders since January 1, 2008. Please also provide the name, email, and telephone number of a contact person and the share of the quantity of your firm's total shipments of high pressure steel cylinders from China that each of these customers accounted for in 2010.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person and e-mail address	Area code and telephone number	Share of 2010 sales (%)
1		Street Address City        '        State        Zip Code	Name Email		
2		Street Address City        '        State        Zip Code	Name Email		
3		Street Address City        '        State        Zip Code	Name Email		
4		Street Address City        '        State        Zip Code	Name Email		
5		Street Address City        '        State        Zip Code	Name Email		
6		Street Address City        '        State        Zip Code	Name Email		
7		Street Address City        '        State        Zip Code	Name Email		
8		Street Address City        '        State        Zip Code	Name Email		
9		Street Address City        '        State        Zip Code	Name Email		
10		Street Address City        '        State        Zip Code	Name Email		