

**U.S. PURCHASERS' QUESTIONNAIRE**

**CUT-TO-LENGTH CARBON-QUALITY STEEL PLATE FROM INDIA, INDONESIA, ITALY,  
JAPAN, AND KOREA**

**This questionnaire must be received by the Commission by no later than August 10, 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 review of the countervailing duty and antidumping duty orders concerning cut-to-length carbon-quality steel plate ("CTL plate") from India, Indonesia, Italy, Japan, and Korea (Inv. Nos. 701-TA-388-391 and 731-TA-817-821 (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 Aimee Larsen (202-205-3179, aimee.larsen@usitc.gov).

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm purchased CTL plate (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) at any time since January 1, 2005?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</p>
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**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 or reviews 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 [aimee.larsen@usitc.gov](mailto:aimee.larsen@usitc.gov) or via the other submission options described in the instruction booklet.

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 [aimee.larsen@usitc.gov](mailto:aimee.larsen@usitc.gov) or via the other submission options described in the instruction booklet.

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, that are engaged in importing CTL plate from India, Indonesia, Italy, Japan, and/or Korea into the United States or that are engaged in exporting CTL plate from India, Indonesia, Italy, Japan, and/or Korea 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 producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of CTL plate?

No             Yes--List the following information.

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

I-6. **Business plan.**--In Part III of this questionnaire we request a copy of your company's 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 CTL plate?

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

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**PART II.--PURCHASES**

Please identify the individual to be contacted and indicate the methods to be used for questions regarding the confidential information in parts II to IV.

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

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

**PLEASE NOTE:**

**For the remaining questions, when providing information regarding imports from Korea, please exclude imports from POSCO from your discussion. Imports from POSCO are not subject to the antidumping order and should be addressed when discussing nonsubject CTL plate.**

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

Quantity ( <i>in short tons</i> ) and value ( <i>in \$1,000</i> )								
Item	2005	2006	2007	2008	2009	2010	Jan.-June 2010	Jan.-June 2011
<b>Purchases of CTL plate produced in--</b>								
<b>The United States:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>India:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>Indonesia:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>Italy:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>Japan:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>Korea:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>All other countries:<sup>1</sup></b>								
<i>Quantity</i>								
<i>Value</i>								
<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 CTL plate 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"/> No change <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/>
India	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> No change <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/>
Indonesia	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> No change <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/>
Italy	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> No change <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/>
Japan	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> No change <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/>
Korea	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> No change <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> No change <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/>

II-3. **Purchases from one country only.**--If your firm has purchased CTL plate from only one country, please explain the reasons for doing so.

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

II-5. **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for CTL plate 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 CTL plate that each of these suppliers accounted for in 2010.

No.	Supplier's name	City and state	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 CTL plate (check all that apply)?

- End user
- Distributor
- Other (Describe: \_\_\_\_\_)

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

- No
- Yes--Please describe

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III-3. **Types of customers.**--If your firm is a distributor or reseller of CTL plate, what are the major types of consumers to which you sell CTL plate? Check all that apply.

- Oil and gas fabricators
- Storage tank and structural fabricators
- Power transmission/utility pole fabricators
- Tool and die makers
- Ship builders
- Railcar/ other transportation-related manufacturers
- Construction and/or agricultural equipment manufacturers
- Other (Describe: \_\_\_\_\_)

III-4. **End uses.**--If your firm is an end user of CTL plate, list in order of quantity of CTL plate consumed, the top 3 products for which your firm purchases CTL plate as a component part or input. Please indicate what percentage of the total cost is accounted for by CTL plate and other inputs.

Product(s) you produce	Share of total cost in each of the product(s) you produce accounted for by		Total
	CTL plate (percent)	Other inputs (percent)	
1.			100%
2.			100%
3.			100%

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

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

(a) If your firm is an end user of CTL plate, has the demand for your firm's final products incorporating CTL plate changed since 2005?

Increased       Decreased       Fluctuated       No change

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

No—Please explain.       Yes--Please describe.

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**III-6. Changes in end uses.--Have there been any changes in the end uses of CTL plate since 2005?**

No       Yes--Please describe.

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**III-7. Anticipated changes in end uses.--Do you anticipate any changes in terms of the end uses of CTL plate?**

No       Yes--Please describe.

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

III-8. **Substitutes.**--Can other products be substituted for CTL plate?

No                       Yes--Please fill out the table below.

Substitute product	Description of applications or end uses	Have changes in the prices of this substitute affected the price of CTL plate since January 1, 2005?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes-- Yes—please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--—please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--—please explain. <hr/> <hr/>

III-9. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for CTL plate since 2005?

No                       Yes--Please explain.

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III-10. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for CTL plate?

No                       Yes--Please describe.

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

**III-11. Demand trends.--**

(a) How has the demand within the United States for CTL plate 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 CTL plate changed since 2005? What principal factors affect changes in demand?

- Increased       Decreased       Fluctuated       No change

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**III-12. Anticipated demand trends.--**

(a) How do you anticipate demand will change within the United States for CTL plate 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 CTL plate in 2011 and 2012? What principal factors that will affect these changes in demand?

- Increase       Decrease       Fluctuate       No change

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

III-13. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you produced or requisitioned that quantify and/or otherwise discuss CTL plate supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including India, Indonesia, Italy, Japan, and/or Korea, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future. Otherwise list other sources that discuss CTL plate supply and demand and provide meaningful information that you rely on.

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III-14. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of raw materials, 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 CTL plate in the U.S. market since 2005?

No             Yes--Please provide details.

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III-15. **Supply constraints.**--Have any suppliers (U.S. or foreign) refused, declined, or been unable to supply CTL plate since 2005? (Examples include being placed on allocation (or "controlled order entry"), supplier(s) 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 note the time period(s) (i.e., month and year), the customer involved, the amount and type of product involved; and the reason for the allocation.

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

III-16. **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 CTL plate (check ALL that apply)?

- No
- Yes--Purchasing the domestic product is important. However, when the domestic product does not meet the customer's specifications, the firm purchases plate from foreign sources. This involves \_\_\_\_ percent of all our purchases of CTL plate.
- 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 CTL plate.
- 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 CTL plate.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all our purchases of CTL plate.

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III-17. **Conditions of competition.**--

(a) Is the CTL plate market subject to business cycles or conditions of competition other than the changes in the overall economy?

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

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(b) Have the business cycles or conditions of competition for CTL plate changed since 2005?

- No
- Yes--Please explain any such changes.

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

III-18. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving CTL plate based on the producer of the CTL plate 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: \_\_\_\_\_  
\_\_\_\_\_

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

III-19. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving CTL plate based on the country of origin of the CTL plate 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: \_\_\_\_\_  
\_\_\_\_\_

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

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

**III-20. 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-- How and why do you expect these changes to occur?

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**III-21. Number of suppliers contacted.--**How many suppliers do you generally contact before making a purchase? \_\_\_\_\_ firms

**III-22. Supplier negotiations.--**

(a) Do purchases of CTL plate usually involve negotiations between supplier and purchaser?

- No       Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

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(b) 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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**III-23. Type of sale.—**Approximately what share of your firm's purchases of domestic and imported CTL plate 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 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales		
	Domestic	Subject imports	Nonsubject imports
Long-term contracts	%	%	%
Short-term contracts	%	%	%
Spot sales	%	%	%
	100%	100%	100%

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

III-24. **Change in suppliers.**--Have you changed suppliers since 2005?

- No             Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

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III-25. **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 and indicate how you became aware of them.

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(b) Do you expect new CTL plate suppliers to enter the U.S. market?

- No             Yes--Please provide details.

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III-26. **Supplier qualification**

(a) Do you require your suppliers to be or to become certified or qualified to sell CTL plate to your firm?

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

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

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

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

III-27. **Failure to certify.**--Since 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their CTL plate 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-28. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for CTL plate.

	<b>Very important</b>	<b>Somewhat important</b>	<b>Not important</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets customer specifications	<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-29. **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 CTL plate 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-30. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of CTL plate?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-31. **Frequency of decisions based on price.**--How often does your firm purchase the CTL plate that is offered at the lowest price?

Always

Usually

Sometimes

Never

III-32. **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 CTL plate market since 2005. Please describe how the firm(s) exhibited price leadership.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

**III-33. Changes in U.S. industry.--**

- (a) Please identify and discuss any improvements/changes in the U.S. CTL plate industry since 2005 and explain the factor(s), including the order(s) under review, that was/(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. CTL plate industry. Identify the time period and causes for these improvements/changes.

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

III-34. **Effect of revocation.**--What do you think will be the likely effects of any revocation of the subject countervailing duty and antidumping duty orders for imports of CTL plate from India, Indonesia, Italy, Japan, and/or Korea? As appropriate, please discuss any potential effects of revocation of the subject countervailing duty and 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 CTL plate for which your firm has actual marketing/pricing knowledge.

- |  |                                |
|--|--------------------------------|
| <input type="checkbox"/> United States                           | <input type="checkbox"/> Italy |
| <input type="checkbox"/> India                                   | <input type="checkbox"/> Japan |
| <input type="checkbox"/> Indonesia                               | <input type="checkbox"/> Korea |
| <input type="checkbox"/> Other countries (Please specify _____ ) |                                |

IV-2. **Interchangeability by country-pair**--Is CTL plate 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 the following codes:

- A = Products from this country-pair are *always* interchangeable  
 F = Products from this country-pair are *frequently* interchangeable  
 S = Products from this country-pair are *sometimes* interchangeable<sup>1</sup>  
 N = Products from this country-pair are *never* interchangeable<sup>1</sup>  
 0 = *No familiarity* with products from this country-pair

<b>Country-pair</b>	India	Indonesia	Italy	Japan	Korea	Other countries
United States						
India	X					
Indonesia	X	X				
Italy	X	X	X			
Japan	X	X	X	X		
Korea	X	X	X	X	X	

<sup>1</sup> For any country-pair producing CTL plate that 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 CTL plate produced in the United States and in other countries a significant factor in your firm's purchases of the products? Please indicate below, using the following codes:

- A = Products from this country-pair are *always* significant<sup>1</sup>
- F = Products from this country-pair are *frequently* significant<sup>1</sup>
- S = Products from this country-pair are *sometimes* significant
- N = Products from this country-pair are *never* significant
- 0 = *No familiarity* with products from this country-pair

<b>Country-pair</b>	India	Indonesia	Italy	Japan	Korea	Other countries
United States						
India	X					
Indonesia	X	X				
Italy	X	X	X			
Japan	X	X	X	X		
Korea	X	X	X	X	X	

<sup>1</sup> For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's purchases of glycine, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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

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

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

CTL plate grades/types/sizes	Country source
Pressure vessel plate	_____
Floor plate	_____
Steel plate for offshore structures- API 2W	_____
Steel plate for offshore structures- API 2Y	_____
Shipbuilding plate	_____
Construction machinery plate	_____
X-70 (or higher) plate for line pipe	_____
Other:_____	_____
Other:_____	_____

IV-5. **Choice of product not based on price.**--If you purchased CTL plate 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-6. **Factor country comparisons.**--For the factors listed below, please rate how CTL plate produced in each country you identified in your response to the first question in Part IV compares with CTL plate produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

Quality	product from <u>United States</u> compared to product from <u>India</u>			product from <u>United States</u> compared to product from <u>Indonesia</u>			product from <u>United States</u> compared to product from <u>Italy</u>		
	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"/>
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"/>
Quality meets customer 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-6. Continued.

	<u>product from United States compared to product from Japan</u>			<u>product from United States compared to product from Korea</u>			<u>product from United States compared to product from Nonsubject</u>		
	<b>Superior</b>	<b>Comparable</b>	<b>Inferior</b>	<b>Superior</b>	<b>Comparable</b>	<b>Inferior</b>	<b>Superior</b>	<b>Comparable</b>	<b>Inferior</b>
<b>Quality</b>									
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"/>
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"/>
Quality meets customer 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-6. Continued.

	product from			product from			product from		
	compared to product from			compared to product from			compared to product from		
Quality	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"/>
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"/>
Quality meets customer 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-7. Minimum quality--**

- (a) How often does domestically produced CTL plate meet minimum quality specifications for your uses or your customers' uses?

Always             Usually             Sometimes             Rarely or never

Please explain if you responded "Sometimes" or "Rarely or never."

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- (b) How often does imported subject CTL plate meet minimum quality specifications for your uses or your customers' uses?

<b>Source</b>	<b>Always</b>	<b>Usually</b>	<b>Sometimes</b>	<b>Rarely or never</b>
India	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indonesia	<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"/>

Please explain if you responded "Sometimes" or "Rarely or never."

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- (c) How often does imported nonsubject CTL plate (*i.e.*, CTL plate from countries other than India, Indonesia, Italy, Japan, and/or Korea) meet minimum quality specifications for your uses or your customers' uses?

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

Please explain if you responded "Sometimes" or "Rarely or never."

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

IV-8. **Change in price.**-- How have relative prices for U.S.-produced CTL plate changed relative to the prices of subject CTL plate from India, Indonesia, Italy, Japan, and Korea since 2005?

- U.S./India:  Prices have changed by the same amount.  
 U.S. prices have increased relative to India.  
 U.S. prices have decreased relative to India.

- U.S./Indonesia:  Prices have changed by the same amount.  
 U.S. prices have increased relative to Indonesia.  
 U.S. prices have decreased relative to Indonesia.

- U.S./Italy:  Prices have changed by the same amount.  
 U.S. prices have increased relative to Italy.  
 U.S. prices have decreased relative to Italy.

- U.S./Japan:  Prices have changed by the same amount.  
 U.S. prices have increased relative to Japan.  
 U.S. prices have decreased relative to Japan.

- U.S./Korea:  Prices have changed by the same amount.  
 U.S. prices have increased relative to Korea.  
 U.S. prices have decreased relative to Korea.

- U.S./nonsubject imports:  
 Prices have changed by the same amount.  
 U.S. prices have increased relative to nonsubject imports.  
 U.S. prices have decreased relative to nonsubject imports.