

U.S. PURCHASERS' QUESTIONNAIRE

CERTAIN DOMESTIC CONTAINERS FROM CHINA

This questionnaire must be received by the Commission by **February 18, 2015**

See last page 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 and antidumping investigations concerning 53-foot domestic dry containers ("certain domestic containers") from China (Inv. Nos. 701-TA-514 and 731-TA-1250 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Michele Breaux (202-205-2781, Michele.Breaux@usitc.gov).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
Website _____
Has your firm purchased certain domestic containers (as defined on next page) from <u>any</u> source (domestic or foreign) at any time since January 1, 2011?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: CDDC)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By submitting this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name of Authorized Official

Title of Authorized Official

Date

Phone:

Signature

Email address

Fax

PART I.—GENERAL INFORMATION

Background.—This proceeding was instituted in response to a petition filed on April 23, 2014, by Stoughton Trailers, LLC, Stoughton, Wisconsin. Countervailing and/or antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at http://www.usitc.gov/investigations/701731/2014/53_foot_domestic_dry_containers_china/final.htm.

Merchandise covered by these investigations.

Certain Domestic Containers covered by these investigations are closed (i.e., not open top) van containers exceeding 14.63 meters (48 feet) but generally measuring 16.154 meters (53 feet) in exterior length, which are designed for the intermodal transport of goods other than bulk liquids within North America primarily by rail or by road vehicle, or by a combination of rail and road vehicle (domestic containers). The merchandise is known in the industry by varying terms including “53-foot containers,” “53-foot dry containers,” “53-foot domestic dry containers,” “domestic dry containers” and “domestic containers.” Imports of the subject merchandise are provided for under subheading 8609.00.0000 of the Harmonized Tariff Schedule of the United States (HTSUS). Imports of the subject merchandise which meet the definition of and requirements for “instruments of international traffic” pursuant to 19 U.S.C. § 1322 and 19 C.F.R. § 10.41a may be classified under subheading 9803.00.50, HTSUS.

Reporting of information.—If information is not readily available from your firm’s records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), your firm need not respond to duplicated questions.

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

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

Verification.—The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that your firm submits.

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

I-1. **OMB statistics.**--Please report the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 25 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your firm's response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-2. **Establishments covered.**—Provide the name and address of your firm's U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

"Establishment" – Each facility of a firm involved in the purchase of certain domestic containers, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

--

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

No Yes—List the following information.

Firm name	Address	Extent of ownership (percent)

I-4. **Related SUBJECT importers/exporters.**—Does your firm have any related firms, either domestic or foreign, which import certain domestic containers from China into the United States or which export certain domestic containers from China to the United States?

No Yes—List the following information.

Firm name	Address	Affiliation

I-5. **Related NONSUBJECT importers/exporters.**—Does your firm have any related firms, either domestic or foreign, which import certain domestic containers from countries other than China into the United States or which export certain domestic containers from countries other than China to the United States?

No Yes—List the following information.

Firm name and country	Address	Affiliation

I-6. **Related producers.**—Does your firm have any related firms, either domestic or foreign, which produce certain domestic containers?

No Yes—List the following information.

Firm name	Address	Affiliation

PART II.—PURCHASES

Contact information.—Please identify the individual that Commission staff may contact regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	
Fax	

II-1. **Purchases.**—Report your firm's U.S. purchases of certain domestic containers (based on delivery date). Do not include imports for which your firm was the importer of record; such imports should be reported in your firm's U.S. importer's questionnaire.

Item	2011	2012	2013	2014
Purchases of certain domestic containers produced in--	Quantity (in units)			
United States				
China				
All other countries:¹				
¹ Please identify these countries:				

II-2. **Changes in purchasing patterns.**—Please indicate how the shares of your firm's purchases of certain domestic containers from different sources have changed since January 1, 2011.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-3. **Purchases from one country only.**—If your firm has purchased certain domestic containers from only one country, please explain the reasons for doing so.

II-4. **Minimum purchase amount.**—

(a) What is the minimum number of certain domestic containers your firm normally makes in a single purchase/RFQ?

(b) Since 2011, has your firm ever purchased fewer certain domestic containers than this minimum?

No Yes--Please explain why your firm made this decision.

II-5. **Supplier identification.**—Please list your firm's **FIVE** largest suppliers for certain domestic containers since 2011. Also, provide the share of the quantity of your firm's total purchases of certain domestic containers that each of these suppliers accounted for in 2014.

No.	Supplier's name	City and state	Share of quantity of 2014 purchases
1			%
2			%
3			%
4			%
5			%

- II-6. **Marketing efforts.**—Please describe the efforts since January 1, 2011, that a U.S. producer, foreign producer, and/or importer of certain domestic containers made to market its products to your firm. These efforts could include, but are not limited to, providing your firm with marketing materials, providing your firm with a prototype, responding to RFPs/RFQs, providing quotations for their products, etc.

--

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

Railroad	Transport	Third-party logistics (3PL)	Other	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

If your firm is a distributor of certain domestic containers, please answer questions III-2 and III-3.

III-2. **Competition for sales.**—Does your firm compete for sales to your firm's customers with the manufacturers or importers from which your firm purchases certain domestic containers?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-3. **Types of customers.**—What are the major types of consumers to which your firm sells certain domestic containers?

If your firm is an end user of certain domestic containers, please answer questions III-4 and III-5.

III-4. **Share of intermodal shipping costs.** — For the most recently completed fiscal year, please report the total depreciation expense recognized for certain domestic containers as a share of the total operating expenses relevant to intermodal or transport shipping services. _____ percent

III-5. Demand for intermodal shipping services.—

(a) Has the demand for your firm's intermodal or transport shipping services using certain domestic containers changed since January 1, 2011?

Increased	No change	Decreased	Fluctuated
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) Has this had any effect on your firm's demand for certain domestic containers?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

III-6. Substitutes.—

(a) Can other products be substituted for certain domestic containers?

No Yes—Please fill out the table below.

	Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for certain domestic containers?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

(b) Are fully-welded certain domestic containers interchangeable with certain domestic containers assembled in part with mechanical fasteners for purposes of your firm's end use?

Always	Usually	Sometimes	Never	Explain
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-7. **Demand trends.**—Indicate how demand within the United States and outside of the United States (if known) for certain domestic containers has changed since January 1, 2011. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **Importance of purchasing domestic product.**—Please fill out the table below, estimating the percentage of your firm's total 2014 purchases of certain domestic containers that required certain domestic containers produced in the United States.

	Estimated percentage of your firm's total 2014 purchases of certain domestic containers
Purchases that did not require domestic product	%
Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions)	%
Purchases that were not required by law or regulation, but were required by your firm's customers to be domestic product	%
Purchases that were required to be domestic product for other reasons (explain: _____)	%
Total (should sum to 100.0%)	0.0 %

III-9. Conditions of competition.—

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

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question III-10.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

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

No	Yes	If yes, describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-10. Decisions based on producer and country-of-origin.—How often does your firm or your firm's customers make purchasing decisions involving certain domestic containers based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
Decision based on producer					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your firm's customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Decision based on country of origin					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your firm's customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-11. **Supply constraints.**—Has any firm refused, declined, or been unable to supply your firm with certain domestic containers since January 1, 2011 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Purchasing frequency.**—

(a) How frequently does your firm make purchases of certain domestic containers (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Number of suppliers contacted.**—

(a) How many suppliers does your firm generally contact before making a purchase? Between ____ and ____ firms

(b) For your firm’s most recent purchase/RFQ, please report the top five suppliers contacted.

--

III-14. **Supplier negotiations.**—Do your firm's purchases of certain domestic containers usually involve negotiations between supplier and purchaser?

No	Yes	If yes, explain the factors your firm generally negotiates and to what extent your firm references competing prices during negotiations.
<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Change in suppliers.**—Has your firm changed suppliers since January 1, 2011?

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, the reasons for the change.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **New suppliers.**--

(a) Is your firm aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2011 or have announced plans to do so?

No	Yes	If yes, please identify the firms.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **New suppliers.**--*Continued*

(b) Has your firm inspected or tested prototypes from any of the following companies?

Company	Inspected	Tested	Other	If yes, please report the date of the inspection/test, describe your firm's experience, and the effect of test or inspection results on future buying decisions
Stoughton	<input type="checkbox"/>	<input type="checkbox"/>		
AICM	<input type="checkbox"/>	<input type="checkbox"/>		
CIMC	<input type="checkbox"/>	<input type="checkbox"/>		
Singamas	<input type="checkbox"/>	<input type="checkbox"/>		
Other ¹	<input type="checkbox"/>	<input type="checkbox"/>		
¹ Please indicate the specific companies: _____				

(c) If your firm has tested, inspected and/or certified a prototype from the following companies, please report the quantity of prototypes purchased by year?

Company	2011	2012	2013	2014
Stoughton				
AICM				
CIMC				
Singamas				
Other ¹				
¹ Please indicate the specific companies: _____				

III-17. **Supplier qualification.**—Does your firm require your firm’s suppliers to be or to become certified or qualified to sell certain domestic containers to your firm?

If yes, provide the following information.

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

No	Yes	Number of days	Process and factors
<input type="checkbox"/>	<input type="checkbox"/>		

III-18. **Failure to certify.**—Since January 1, 2011, have any domestic or foreign producers failed in their attempts to certify or qualify their certain domestic containers with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, the reasons why they failed the certification/qualification, and the impact of a failure to certify on your firm’s future purchasing decisions.
<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Major purchasing factors.**—Please list, in order of their importance, the three major factors your firm considers in deciding from whom to purchase certain domestic containers (see question III-20 for examples).

1.	
2.	
3.	
Please list any other factors that are very important in your firm’s purchasing decisions: _____	

III-20. **Purchasing factors.**—Please rate the importance of the following factors in your firm's purchasing decisions for certain domestic containers.

Factor	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Container design	<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"/>
Delivered laden with third-party merchandise	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Design testing	<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"/>
Fully welded containers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Interior container dimension >100 inches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Life cycle costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pinwheeling	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product differentiation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Port delivery location/options	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds AAR M-930 standard	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets AAR M-930 standard	<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"/>
Warranty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-21. **Quality characteristics.**—What characteristics does your firm consider when determining the quality of certain domestic containers?

--

III-22. **Decisions based on price.**—

(a) How often does your firm purchase the certain domestic containers that are offered at the lowest price if design specifications are met?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) How often does your firm purchase the certain domestic containers that are offered at the lowest price if design specifications are not met?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-23. **Price leaders.**—A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms your firm has considered price leaders in the certain domestic containers market since January 1, 2011.

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

PART IV.—PRODUCT COMPARISONS

IV-1. **Country knowledge.**—Please indicate the countries of origin for certain domestic containers for which your firm has actual marketing/pricing knowledge.

United States	China	Other countries	Other countries (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____

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

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

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

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

Country-pair	China	Other countries
United States		
China	X	
For any country-pair producing certain domestic containers which is <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use: _____ _____		

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

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

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

Country-pair	China	Other countries
United States		
China	X	
<p>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 certain domestic containers, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/>		

IV-4. **Country preferences.**—Does your firm or your firm's customers ever specifically order certain domestic containers from one country in particular over other possible sources of supply?

No	Yes	If yes, identify the countries and explain.
<input type="checkbox"/>	<input type="checkbox"/>	

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

No	Yes	If yes, please identify the countries, the grade/type/size, any other relevant purchase specifications or design criteria, and impact, if any, of design specifications on performance or use.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-6. **Choice of product not based on price.**—If your firm purchased certain domestic containers from one country source although a comparable product was available from another country source at a lower price, please explain your firm's reasons for doing so (please specify by country).

--

IV-7. **Factor country comparisons.**—For the factors listed below, please rate how certain domestic containers produced in each country your firm identified in your firm’s response to the first question in Part IV compares with certain domestic containers produced in each of the other countries your firm identified. ***If your firm is unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.***

Factor	Product from <u>United States</u> compared to product from <u>China</u>			Product from <u>United States</u> compared to product from <u>Nonsubject Countries</u>			Product from <u>China</u> compared to product from <u>Nonsubject Countries</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"/>
Container design	<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"/>
Delivered laden with third-party merchandise	<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"/>
Design testing	<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"/>
Fully welded containers	<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"/>
Interior container dimension >100 inches	<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"/>
Life cycle costs	<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"/>
Pinwheeling	<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	<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"/>
Product differentiation	<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"/>
Port delivery location/options	<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 AAR M-930 standard	<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 AAR M-930 standard	<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	<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"/>
Warranty	<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"/>

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

IV-8. **Minimum quality.**—How often does certain domestic containers from the following countries meet minimum quality specifications for your firm's uses or your firm's customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

--

PART V.—BID DATA

V-1. **Bid data.**—If your firm purchased certain domestic containers using RFQs/bid, please submit, in chronological order, the information requested below for all of your firm's purchases of certain domestic containers since January 1, 2011.

A separate spreadsheet document is provided with this questionnaire. Please complete all relevant columns of the spreadsheet and list the top 5 RFQs (by value) for the years 2011-2014 for your firm.

Include the following information about the individual RFQs

1. Date of request for proposal (RFQ) or bid
2. Quantity of certain domestic containers requested (in units)
3. List the other materials and services requested
4. Fully welded required (yes/no)
5. Part of a bundled RFQ (yes/no)
6. Delivery date
7. RFQ notes (include firms invited to bid and primary container specifications requested/required)

Include the following information about the individual firm bids:

1. Bidding firm name
2. Container model specified
3. F.o.b. quote for certain domestic containers (total value in dollars)
4. List the other materials and services included in the bid
5. Percent laden
6. Freight/repositioning costs for quoted certain domestic containers
7. Final quote quantity
8. Final quote price
9. Winning bid (yes/no)
10. Winning bid quantity
11. Winning bid price
12. Reason(s) bid accepted or rejected (include the top 2 to 4 RFQ specifications used to evaluate the bid)

V-2. **Bid opportunities.**—How often does your firm allow sellers more than one chance to bid on a particular sales agreement?

Always	Frequently	Sometimes	Rarely	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

If so, why does your firm allow/request multiple bids?

V-3. **Bid competition.**—

(a) How often does your firm discuss the bids of competing firms (whether or not your firm discloses who the competition is) with its suppliers in order to get a lower bid price?

Always	Frequently	Sometimes	Rarely	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please describe these discussions.

(b) Does your firm ever award purchases from a single RFQ to multiple firms?

No Yes—Please explain.

V-4. **Bid exclusions.**—

(a) How often does your firm request a bid from only one supplier?

Always	Frequently	Sometimes	Rarely	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

If your firm requests bids from only one supplier, please explain why.

(b) Since January 1, 2011, has your firm excluded one or more firms from bidding (e.g., not being willing to consider a bid submitted by a supplier, or asked a firm not to bid) on purchases of certain domestic containers?

No Yes—List the suppliers whose bid(s) were excluded and why these bid(s) were not considered.

V-5. **Services included in bid.**—Do the bids that your firm requests for containers typically include other services, such as engineering, construction, maintenance, etc.?

No Yes—Please describe the other services your firm requests in its bids.

V-6. **RFQ request.**—Please, provide a copy of the 2013 RFQ for the highest value purchase by your firm (if your firm did not purchase containers in 2013, provide a copy of the 2012 RFQ for the highest value purchase).

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

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

http://www.usitc.gov/investigations/701731/2014/53_foot_domestic_dry_containers_china/final.htm.

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

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

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

- **E-mail.**—E-mail your firm’s questionnaire to Michele.Breaux@usitc.gov; include a scanned copy of the signed certification page (page 1). *Please note that submitting your firm’s questionnaire by e-mail may subject your firm’s business proprietary information to transmission over an unsecure environment and to possible disclosure. If your firm chooses this option, the Commission warns your firm that any risk involving possible disclosure of such information is assumed by the submitter and not by the Commission.*

If your firm does not purchase this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

Parties to this proceeding.—If your firm is a party to this proceeding, your firm is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire your firm submits (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.