

U.S. PURCHASERS' QUESTIONNAIRE

CERTAIN CARBON AND ALLOY STEEL CUT-TO-LENGTH PLATE ("CTL PLATE") FROM AUSTRIA, BELGIUM, BRAZIL, CHINA, FRANCE, GERMANY, ITALY, JAPAN, KOREA, SOUTH AFRICA, TAIWAN, AND TURKEY

This questionnaire must be received by the Commission by **October 17, 2016**

See last page for filing instructions.

NO EXTENSIONS WILL BE GIVEN. LATE QUESTIONNAIRES MAY NOT BE INCORPORATED.

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 CTL plate from Austria, Belgium, Brazil, China, France, Germany, Italy, Japan, Korea, South Africa, Taiwan, and Turkey (Inv. Nos. 701-TA-560-561 and 731-TA-1317-1328 (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 possession (19 U.S.C. § 1333(a)).** Further information on this questionnaire can be obtained from Craig Thomsen (202-205-3226, Craig.Thomsen@usitc.gov).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

Website _____

Has your firm purchased **CTL plate** (as defined on next page) from any source (domestic or foreign) at any time since January 1, 2013?

- NO** (Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)
 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: **CTLP**)

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, the undersigned, acknowledge that information submitted in response to this request for information and throughout this investigation or other proceeding may be disclosed to and used:(i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.

Name of Authorized Official

Title of Authorized Official

Date

Phone:

Signature

Fax

Email address

PART I.—GENERAL INFORMATION

Background.-- This proceeding was instituted in response to petitions filed on April 8, 2016, by ArcelorMittal USA LLC (Chicago, Illinois), Nucor Corporation (Charlotte, North Carolina), and SSAB Enterprises, LLC (Lisle, Illinois). Countervailing and/or antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes affirmative determinations of injury, threat, or material retardation, and if the U.S. Department of Commerce makes affirmative determinations of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at https://usitc.gov/investigations/701731/2016/carbon_and_alloy_steel_cut_to_length_plate_austria/financial.htm

CTL plate covered by these investigations is certain carbon and alloy steel hot-rolled or forged flat plate products not in coils, whether or not painted, varnished, or coated with plastics or other non-metallic substances (cut-to-length plate). Subject merchandise includes plate that is produced by being cut-to-length from coils or from other discrete length plate and plate that is rolled or forged into a discrete length. The products covered include (1) Universal mill plates (i.e., flat-rolled products rolled on four faces or in a closed box pass, of a width exceeding 150 mm but not exceeding 1250 mm, and of a thickness of not less than 4 mm, which are not in coils and without patterns in relief), and (2) hot-rolled or forged flat steel products of a thickness of 4.75 mm or more and of a width which exceeds 150 mm and measures at least twice the thickness, and which are not in coils, whether or not with patterns in relief. The covered products described above may be rectangular, square, circular or other shapes and include products of either rectangular or non-rectangular cross-section where such non-rectangular cross-section is achieved subsequent to the rolling process, i.e., products which have been “worked after rolling”, (e.g., products which have been beveled or rounded at the edges).

For purposes of the width and thickness requirements referenced above, the following rules apply:

- (1) except where otherwise stated where the nominal and actual thickness or width measurements vary, a product from a given subject country is within the scope if application of either the nominal or actual measurement would place it within the scope based on the definitions set forth above unless the product is already covered by an order existing on that specific country (e.g., orders on hot-rolled flat-rolled steel); and
- (2) where the width and thickness vary for a specific product (e.g., the thickness of certain products with non-rectangular cross-section, the width of certain products with non-rectangular shape, etc.), the measurement at its greatest width or thickness applies.

Steel products included in the scope of these investigations are products in which: (1) iron predominates, by weight, over each of the other contained elements; and (2) the carbon content is 2 percent or less by weight.

Subject merchandise includes cut-to-length plate that has been further processed in the subject country or a third country, including but not limited to pickling, oiling, levelling, annealing, tempering, temper rolling, skin passing, painting, varnishing, trimming, cutting, punching, beveling, and/or slitting, or any other processing that would not otherwise remove the merchandise from the scope of the investigations if performed in the country of manufacture of the cut-to-length plate.

All products that meet the written physical description, are within the scope of these investigations unless specifically excluded or covered by the scope of an existing order. The following products are outside of, and/or specifically excluded from, the scope of these investigations:

(1) products clad, plated, or coated with metal, whether or not painted, varnished or coated with plastic or other non-metallic substances;

(2) military grade armor plate certified to one of the following specifications or to a specification that references and incorporates one of the following specifications:

- MIL-A-12560,
- MIL-DTL-12560H,
- MIL-DTL-12560J,
- MIL- DTL-12560K,
- MIL-DTL-32332,
- MIL-A-46100D,
- MIL-DTL-46100-E,
- MIL-46177C,
- MIL-S-16216K Grade HY80,
- MIL-S-16216K Grade HY100,
- MIL-S-246245A HSLA-80,
- MIL-S-24645A HSLA-100,
- T9074-BD-GIB-010/0300 Grade HY80,
- T9074-BD-GIB-010/0300 Grade HY100,
- T9074-BD-GIB-010/0300 Grade HSLA80,
- T9074-BD-GIB-010/0300 Grade HSLA100, and
- T9074-BD-GIB-010/0300 Mod. Grade HSLA115,

Except that any cut-to-length plate certified to one of the above specifications, or to a military grade armor specification that references and incorporate one of the above specifications, will not be excluded from the scope if it is also dual- or multiple-certified to any other non-armor specification that otherwise would fall within the scope of this order;

(3) stainless steel plate, containing 10.5 percent or more of chromium by weight;

(4) CTL plate meeting the requirements of ASTM A-829, Grade E 4340 that are over 305 mm in actual thickness.

(5) Alloy forged and rolled CTL plate greater than or equal to 152.4 mm in actual thickness meeting each of the following requirements:

(a) Electric Furnace melted, ladle refined & vacuum degassed and having a chemical composition (expressed in weight percentages):

- Carbon 0.23-0.28,
- Silicon 0.05-0.20,
- Manganese 1.20-1.60,
- Nickel not greater than 1.0,
- Sulfur not greater than 0.007,
- Phosphorus not greater than 0.020,
- Chromium 1.0-2.5,
- Molybdenum 0.35-0.8,
- Boron 0.002-0.004,
- Oxygen not greater than 20 ppm,
- Hydrogen not greater than 2 ppm,
- Nitrogen not greater than 60 ppm;

(b) With a Brinell hardness measured in all parts of the product including mid thickness falling within one of the following ranges:

- (i) 270-300 HBW,
- (ii) 290-320 HBW, or
- (iii) 320-350 HBW;

(c) Having cleanliness in accordance with ASTM E45 method A (Thin and Heavy): A not exceeding 1.5, B not exceeding 1.0, C not exceeding 0.5, D not exceeding 1.5; and

(d) Conforming to ASTM A578-S9 ultrasonic testing requirements with acceptance criteria 2 mm flat bottom hole;

(6) Alloy forged and rolled steel CTL plate over 407 mm in actual thickness and meeting the following requirements:

(a) Made from Electric Arc Furnace melted, Ladle refined & vacuum degassed, alloy steel with the following chemical composition (expressed in weight percentages):

- Carbon 0.23-0.28,
- Silicon 0.05-0.15,
- Manganese 1.20-1.50,
- Nickel not greater than 0.4,
- Sulfur not greater than 0.010,
- Phosphorus not greater than 0.020,
- Chromium 1.2-1.5,
- Molybdenum 0.35-0.55,
- Boron 0.002-0.004,
- Oxygen not greater than 20 ppm,
- Hydrogen not greater than 2 ppm, and
- Nitrogen not greater than 60 ppm;

(b) Having cleanliness in accordance with ASTM E45 method A (Thin and Heavy): A not exceeding 1.5, B not exceeding 1.5, C not exceeding 1.0, D not exceeding 1.5;

(c) Having the following mechanical properties:

- (i) With a Brinell hardness not more than 237 HBW measured in all parts of the product including mid thickness; and having a Yield Strength of 75ksi min and UTS 95ksi or more, Elongation of 18% or more and Reduction of area 35% or more; having charpy V at -75 degrees F in the longitudinal direction equal or greater than 15 ft. lbs (single value) and equal or greater than 20 ft. lbs (average of 3 specimens) and conforming to the requirements of NACE MR01-75; or
- (ii) With a Brinell hardness not less than 240 HBW measured in all parts of the product including mid thickness; and having a Yield Strength of 90 ksi min and UTS 110 ksi or more, Elongation of 15% or more and Reduction of area 30% or more; having charpy V at -40 degrees F in the longitudinal direction equal or greater than 21 ft. lbs (single value) and equal or greater than 31 ft. lbs (average of 3 specimens);

(d) Conforming to ASTM A578-S9 ultrasonic testing requirements with acceptance criteria 3.2 mm flat bottom hole; and

(e) Conforming to magnetic particle inspection in accordance with AMS 2301;

(7) Alloy forged and rolled steel CTL plate over 407 mm in actual thickness and meeting the following requirements:

(a) Made from Electric Arc Furnace melted, ladle refined & vacuum degassed, alloy steel with the following chemical composition (expressed in weight percentages):

- Carbon 0.25-0.30,
- Silicon not greater than 0.25,
- Manganese not greater than 0.50,
- Nickel 3.0-3.5,
- Sulfur not greater than 0.010,
- Phosphorus not greater than 0.020,
- Chromium 1.0-1.5,
- Molybdenum 0.6-0.9,
- Vanadium 0.08 to 0.12
- Boron 0.002-0.004,
- Oxygen not greater than 20 ppm,
- Hydrogen not greater than 2 ppm, and
- Nitrogen not greater than 60 ppm.

(b) Having cleanliness in accordance with ASTM E45 method A (Thin and Heavy): A not exceeding 1.0(t) and 0.5(h), B not exceeding 1.5(t) and 1.0(h), C not exceeding 1.0(t) and 0.5(h), and D not exceeding 1.5(t) and 1.0(h);

(c) Having the following mechanical properties: A Brinell hardness not less than 350 HBW measured in all parts of the product including mid thickness; and having a Yield Strength of 145ksi or more and UTS 160ksi or more, Elongation of 15% or more and Reduction of area 35% or more; having charpy V at -40 degrees F in the transverse direction equal or greater than 20 ft. lbs (single value) and equal or greater than 25 ft. lbs (average of 3 specimens);

(d) Conforming to ASTM A578-S9 ultrasonic testing requirements with acceptance criteria 3.2 mm flat bottom hole; and

(e) Conforming to magnetic particle inspection in accordance with AMS 2301.

At the time of the filing of the petition, there was an existing antidumping duty order on certain cut-to-length carbon-quality steel plate products from Korea. See Notice of Final Determination of Sales at Less Than Fair Value: Certain Cut-To-Length Carbon-Quality Steel Plate Products from Korea, 64 FR 73196 (Dep't Commerce Dec. 29, 1999), as amended, 65 FR 6585 (Dep't Commerce Feb 10, 2000) (1999 Korea AD Order). The scope of the antidumping duty investigation with regard to cut-to-length plate from Korea covers only (1) subject cut-to-length plate not within the physical description of cut-to-length carbon quality steel plate in the 1999 Korea AD Order, regardless of producer or exporter; and (2) cut-to-length plate produced and/or exported by those companies that were excluded or revoked from the 1999 Korea AD Order as of April 8, 2016. The only revoked or excluded company is Pohang Iron and Steel Company, also known as POSCO.

At the time of the filing of the petition, there was an existing countervailing duty order on certain cut-to-length carbon-quality steel plate from Korea. See Final Affirmative Countervailing Duty Determination: Certain Cut-to-Length Carbon-Quality Steel Plate From the Republic of Korea, 64 FR 73176 (Dep't Commerce Dec. 29, 1999), as amended, 65 FR 6587 (Dep't Commerce Feb. 10, 2000) (1999 Korea CVD Order). The scope of the countervailing duty investigation with regard to cut-to-length plate from Korea covers only (1) subject cut-to-length plate not within the physical description of cut-to-length carbon quality steel plate in the 1999 Korea CVD Order regardless of producer or exporter, and (2) cut-to-length plate produced and/or exported by those companies that were excluded or revoked from the 1999 Korea CVD Order as of April 8, 2016. The only revoked or excluded company is Pohang Iron and Steel Company, also known as POSCO.

Excluded from the scope of the antidumping duty investigation on cut-to-length plate from China are any products covered by the existing antidumping duty order on certain cut-to-length carbon steel plate from the People's Republic of China. See Suspension Agreement on Certain Cut-to-Length Carbon Steel Plate From the People's Republic of China; Termination of Suspension Agreement and Notice of Antidumping Duty Order, 68 FR 60081 (Dep't Commerce Oct. 21, 2003), as amended, Affirmative Final Determination of Circumvention of the Antidumping Duty Order on Certain Cut-to-Length Carbon Steel Plate From the People's Republic of China, 76 FR 50996, 50996-97 (Dep't of Commerce Aug. 17, 2011). On August 17, 2011, the U.S. Department of Commerce found that the order covered all imports of certain cut-to-length carbon steel plate products with 0.0008 percent or more boron, by weight, from China not meeting all of the following requirements: aluminum level of 0.02 percent or greater, by weight; a ratio of 3.4 to 1 or greater, by weight, of titanium to nitrogen; and a hardenability test (i.e., Jominy test) result indicating a boron factor of 1.8 or greater.

The products subject to the investigations are currently classified in the Harmonized Tariff Schedule of the United States (HTSUS) under item numbers: 7208.40.3030, 7208.40.3060, 7208.51.0030, 7208.51.0045, 7208.51.0060, 7208.52.0000, 7211.13.0000, 7211.14.0030, 7211.14.0045, 7225.40.1110, 7225.40.1180, 7225.40.3005, 7225.40.3050, 7226.20.0000, and 7226.91.5000.

The products subject to the investigations may also enter under the following HTSUS item numbers: 7208.40.6060, 7208.53.0000, 7208.90.0000, 7210.70.3000, 7210.90.9000, 7211.19.1500, 7211.19.2000, 7211.19.4500, 7211.19.6000, 7211.19.7590, 7211.90.0000, 7212.40.1000, 7212.40.5000, 7212.50.0000, 7214.10.000, 7214.30.0010, 7214.30.0080, 7214.91.0015, 7214.91.0060, 7214.91.0090, 7225.11.0000, 7225.19.0000, 7225.40.5110, 7225.40.5130, 7225.40.5160, 7225.40.7000, 7225.99.0010, 7225.99.0090, 7226.11.1000, 7226.11.9060, 7226.19.1000, 7226.19.9000, 7226.91.0500, 7226.91.1530, 7226.91.1560, 7226.91.2530, 7226.91.2560, 7226.91.7000, 7226.91.8000, and 7226.99.0180.

The HTSUS subheadings above are provided for convenience and customs purposes only. The written description of the scope of the investigations is dispositive.

Purchaser.--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing CTL plate from another firm that produces, imports, or otherwise distributes CTL plate.

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

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 you submit.

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 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 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 CTL plate, 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 CTL plate from Austria, Belgium, Brazil, China, France, Germany, Italy, Japan, Korea, South Africa, Taiwan, and Turkey into the United States or which export CTL plate from Austria, Belgium, Brazil, China, France, Germany, Italy, Japan, Korea, South Africa, Taiwan, and Turkey 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 CTL plate from countries other than Austria, Belgium, Brazil, China, France, Germany, Italy, Japan, Korea, South Africa, Taiwan, and Turkey into the United States or which export CTL plate from countries other than Austria, Belgium, Brazil, China, France, Germany, Italy, Japan, Korea, South Africa, Taiwan, and Turkey 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 CTL plate?

No Yes--List the following information.

| Firm name | Address | Affiliation |
|-----------|---------|-------------|
| | | |
| | | |

PART II.--PURCHASES

Contact information.-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

| | |
|-----------|--|
| Name | |
| Title | |
| Email | |
| Telephone | |
| Fax | |

II-1. **Purchases.**— Report your firm’s total U.S. purchases of CTL plate. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer’s questionnaire.)

| Item | 2013 | 2014 | 2015 | Jan-Sept 2015 | Jan-Sept 2016 |
|--|--------------------------|------|------|---------------|---------------|
| | Quantity (in short tons) | | | | |
| Purchases of CTL plate produced in-- United States | | | | | |
| Austria | | | | | |
| Belgium | | | | | |
| Brazil | | | | | |
| China | | | | | |
| France | | | | | |
| Germany | | | | | |
| Italy | | | | | |
| Japan | | | | | |
| Korea, POSCO & affiliates | | | | | |
| South Africa | | | | | |
| Taiwan | | | | | |
| Turkey | | | | | |
| All other countries: ¹ | | | | | |
| Sources unknown | | | | | |
| Total purchases | 0 | 0 | 0 | 0 | 0 |

¹ Please identify these countries:

Note.--“All other countries” includes Korean producers other than POSCO for products other than high alloy plates.

II-2. Purchases from one country only.—

(a) If your firm has purchased CTL plate from only one country, please explain the reasons for doing so.

(b) If your firm has purchased certain grades/specifications of CTL plate from only one country, please explain the reasons for doing so and identify the grade/specification and country.

II-3. Changes in purchasing patterns.—Please indicate how the shares of your firm's purchases of CTL plate from different sources have changed since January 1, 2013.

| 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"/> | |
| Austria | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Belgium | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Brazil | <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"/> | |
| France | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Germany | <input type="checkbox"/> | <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"/> | <input type="checkbox"/> | |
| Japan | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Korea, POSCO & affiliates | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| South Africa | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Taiwan | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Turkey | <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"/> | |
| Sources unknown | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

¹ "All other countries" includes Korean producers other than POSCO for products other than high alloy plates.

II-4. **Inventories.**— Report your firm's end-of-period inventories of you U.S. purchases of CTL plate. Do not include inventories of imports for which your firm was the importer of record; such imported inventories should be reported in your U.S. importer's questionnaire.

| Item | 2013 | 2014 | 2015 | Jan-Sept 2015 | Jan-Sept 2016 |
|---|--------------------------|------|------|------------------|------------------|
| | Quantity (in short tons) | | | | |
| End-of-period inventories of CTL plate produced in-- | | | | | |
| United States | | | | | |
| Austria | | | | | |
| Belgium | | | | | |
| Brazil | | | | | |
| China | | | | | |
| France | | | | | |
| Germany | | | | | |
| Italy | | | | | |
| Japan | | | | | |
| Korea, POSCO & affiliates | | | | | |
| South Africa | | | | | |
| Taiwan | | | | | |
| Turkey | | | | | |
| All other countries: ¹ | | | | | |
| Sources unknown | | | | | |
| Total purchases | 0 | 0 | 0 | 0 | 0 |
| ¹ Please identify these countries: Note.--“All other countries” includes Korean producers other than POSCO for products other than high alloy plates. | | | | | |

II-5. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for CTL plate since January 1, 2013. Also, provide the share of the quantity of your firm's total purchases of CTL plate that each of these suppliers accounted for in 2015.

| No. | Supplier's name | City and state | Share of quantity of 2015 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)?

| Distributor | End User | Other | Describe other |
|--------------------------|--------------------------|--------------------------|----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

If your firm is a distributor of CTL plate, please answer questions III-2 and III-3. If not, skip to question III-4.

III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases CTL plate?

| 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 CTL plate?

If your firm is an end user of CTL plate, please answer questions III-4 and III-5.

III-4. **Type of end user.**--Which of the following sector(s) best describes the end use for which your firm purchases CTL plate?

| | Sector |
|--------------------------|---|
| <input type="checkbox"/> | Agricultural and electrical equipment |
| <input type="checkbox"/> | Automotive |
| <input type="checkbox"/> | Construction/structural appliance |
| <input type="checkbox"/> | Machinery, tools & industrial equipment |
| <input type="checkbox"/> | Oil and gas industry |
| <input type="checkbox"/> | Rail transportation |
| <input type="checkbox"/> | Shipbuilding and marine equipment |
| <input type="checkbox"/> | Wind tower/wind power |
| <input type="checkbox"/> | Other (Please describe .) |

III-5. **End uses.**--List the top 3 products your firm makes using CTL plate and estimate the percent of your total production cost that is accounted for by CTL plate and by other inputs (such as labor, energy, and other raw materials).

| Product(s) your firm produces | Share of total cost in each of the product(s) your firm produces accounted for by | | | | Total (should sum to 100.0% across) |
|-------------------------------|---|---|--------------|---|-------------------------------------|
| | CTL plate | | Other inputs | | |
| | % | + | % | = | 0.0 % |
| | % | + | % | = | 0.0 % |
| | % | + | % | = | 0.0 % |

III-6. **Demand for end use products.**--

(a) Has the demand for your firm's final products incorporating CTL plate changed since January 1, 2013?

| 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 CTL plate?

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

III-7. **Substitutes.**--Can other products be substituted for CTL plate?

No Yes--Please fill out the table.

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

III-8. **Demand trends.**—

(a) Indicate how demand within the United States and outside of the United States (if known) for CTL plate has changed since January 1, 2013. Explain any trends and describe the principal factors that have affected these changes in demand. If not known for a particular sector, please leave that row blank.

| Market | January 1, 2013-December 31, 2014 | | | Since January 1, 2015 | | |
|---|-----------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| | Overall increase | No change | Overall decrease | Overall increase | No change | Overall decrease |
| Within the United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Within the United States for the following sectors: Agricultural and electrical equipment | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Automotive | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Construction | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Machinery, tools & industrial equipment | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Oil and gas industry | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Rail transportation | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Shipbuilding and marine equipment | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Wind towers | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <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"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| ¹ Please describe the "other" sectors: | | | | | | |

(b) Please explain any principal factors contributing to these trends.

III-9. **Country preferences.**--Do you or your customers ever specifically order CTL plate from one country in particular over other possible sources of supply, or with respect to specific grades/specifications of steel over other sources?

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

III-10. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2015 purchases of CTL plate that required CTL plate produced in the United States.

| | Estimated percentage of your firm's total 2015 purchases of CTL plate |
|---|---|
| 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 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-11. **Conditions of competition.**--

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

| Check all that apply. | Please describe. |
|---|--------------------------|
| <input type="checkbox"/> No | Skip to question III-12. |
| <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 CTL plate since January 1, 2013?

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

III-12. **Decisions based on producer and country-of-origin.**--How often does your firm, and if known, do your customers, make purchasing decisions involving CTL plate 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 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 customers | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-13. **Availability of supply.**--Has the availability of CTL plate in the U.S. market changed since January 1, 2013?

| Availability in the U.S. market | | | Please explain, noting the countries and reasons for the changes. |
|---------------------------------|--------------------------|--------------------------|---|
| | No | Yes | |
| U.S.-produced product | <input type="checkbox"/> | <input type="checkbox"/> | |
| Subject imports | <input type="checkbox"/> | <input type="checkbox"/> | |
| Nonsubject imports | <input type="checkbox"/> | <input type="checkbox"/> | |

III-14. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with CTL plate since January 1, 2013?

| No | Yes | Supply constraint (<i>check all that apply</i>) | Please explain. |
|--------------------------|--------------------------|---|-----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | Our domestic supplier(s) have placed our firm on allocation or "controlled order entry". | |
| <input type="checkbox"/> | <input type="checkbox"/> | Our import supplier(s) have placed our firm on allocation or "controlled order entry". | |
| <input type="checkbox"/> | <input type="checkbox"/> | Our domestic supplier(s) have declined order(s) | |
| <input type="checkbox"/> | <input type="checkbox"/> | Our import supplier(s) have declined order(s) | |
| <input type="checkbox"/> | <input type="checkbox"/> | Our domestic supplier(s) has accepted order(s) but delivered less than promised and/or contracted | |
| <input type="checkbox"/> | <input type="checkbox"/> | Our import supplier(s) has accepted order(s) but delivered less than promised and/or contracted | |
| <input type="checkbox"/> | <input type="checkbox"/> | Our domestic supplier(s) have been unable to provide timely order completion or had extended delivery times | |
| <input type="checkbox"/> | <input type="checkbox"/> | Our import supplier(s) have been unable to provide timely order completion or had extended delivery times | |
| <input type="checkbox"/> | <input type="checkbox"/> | Our domestic supplier(s) have been unable or unwilling to provide specific types of CTL plate/product specifications | |
| <input type="checkbox"/> | <input type="checkbox"/> | Our import supplier(s) have been unable or unwilling to provide specific types of CTL plate/product specifications | |

III-15. **Availability of merchandise.**--Are certain grades/types/sizes of CTL plate only available from certain sources?

| No | Yes | If yes, please identify the sources, firms, the grade/type/size, and approximate cost per short ton in 2015 of these grades/types/sizes. |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-16. **Purchasing frequency.**--

(a) How frequently does your firm make purchases of CTL plate (check one)?

| Daily | Weekly | Monthly | Quarterly | Annually | Other | <i>If other, specify</i> |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <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, 2013?

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

III-17. **Number of suppliers contacted.**--How many suppliers does your firm generally contact before making a purchase? Between ____ and ____ firms

III-18. **Supplier negotiations.**--Does your firm's purchases of CTL plate usually involve negotiations between supplier and purchaser?

| No | Yes | If yes, explain the factors your firm generally negotiates and note whether your firm quotes competing prices during negotiations. |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-19. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2013?

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

III-20. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2013?

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

III-21. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell CTL plate 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 you consider 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-22. **Failure to certify.**--Since January 1, 2013, 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 | If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-23. **Project-specific requirements.**—Do you require qualified suppliers to also meet specific requirements to be awarded a project?

| | | |
|--------------------------|--------------------------|--|
| No | Yes | If yes, provide a general description of the typical project-specific requirements that a supplier must meet to be awarded a project by your firm (e.g., physical characteristics, testing capabilities, etc.). |
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-24. **Failure to meet project-specific requirements.**--Since January 1, 2013, have any domestic or foreign producers failed to meet your requirements to supply CTL plate for specific projects?

| | | |
|--------------------------|--------------------------|--|
| No | Yes | If yes, please identify these suppliers, the countries where they are located, the projects involved including the quantity of CTL plate required for the projects, and the reasons why they failed to meet your requirements (e.g., physical characteristics, testing capabilities, etc.). |
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-25. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase CTL plate (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

| | |
|---|--|
| 1. | |
| 2. | |
| 3. | |
| Please list any other factors that are very important in your purchase decisions: | |

III-26. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for CTL plate.

| Factor | Very important | Somewhat important | Not important |
|------------------------------------|--------------------------|--------------------------|--------------------------|
| 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"/> |
| Minimum quantity requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Prior experience with suppliers | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <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"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Supplier certification | <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"/> |

III-27. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of CTL plate?

III-28. **Minimum quality.**--How often does CTL plate from the following countries meet minimum quality specifications for your uses or your 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"/> |
| Austria | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Belgium | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Brazil | <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"/> |
| France | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Germany | <input type="checkbox"/> | <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"/> | <input type="checkbox"/> |
| Japan | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Korea, POSCO & affiliates | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Korea, other than POSCO | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| South Africa | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Taiwan | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Turkey | <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"/> |

III-29. **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 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-30. **Choice of product not based on price.**--If you purchased CTL plate from one country source although a comparable product was available from another country source at a lower price, please explain your reasons for doing so (please specify by country).

| |
|--|
| |
|--|

III-31. **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 you considered price leaders in the CTL plate market since January 1, 2013.

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

III-32. **Raw material prices.**—

(a) If known, how have prices for raw material used to produce CTL plate changed since January 1, 2013?

| | | | | |
|--------------------------|--------------------------|--------------------------|--------------------------------------|--------------------------|
| Overall increase | No change | Overall decrease | Fluctuate with no clear trend | Don't know |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

(b) Have any changes in raw material costs affected your firm's price negotiations and/or prices paid (including surcharges) with your CTL plate suppliers since January 1, 2013? If there are relevant surcharges, please identify them specifically.

| | | |
|--------------------------|--------------------------|------------------------|
| No | Yes | Please explain. |
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-33. **Raw material prices.**—(continued)

(c) Are your firm's purchases of CTL plate indexed to raw material costs?

| | | |
|--------------------------|--------------------------|---|
| No | Yes | Please explain, identifying the particular index or indices, and how frequently prices are adjusted based on the index or indices. |
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-34. **Purchasing subject imports rather than domestic products.**—

(a) Since January 2013, did your firm purchase imports of CTL plate from Austria, Belgium, Brazil, China, France, Germany, Italy, Japan, Korea, South Africa, Taiwan, and/or Turkey instead of U.S.-produced CTL plate? Respond for each subject country.

| Source | Yes (also respond to parts (b) and (c)) | No (If "No" for all countries, skip to next question) |
|---------------------------|---|---|
| Austria | <input type="checkbox"/> | <input type="checkbox"/> |
| Belgium | <input type="checkbox"/> | <input type="checkbox"/> |
| Brazil | <input type="checkbox"/> | <input type="checkbox"/> |
| China | <input type="checkbox"/> | <input type="checkbox"/> |
| France | <input type="checkbox"/> | <input type="checkbox"/> |
| Germany | <input type="checkbox"/> | <input type="checkbox"/> |
| Italy | <input type="checkbox"/> | <input type="checkbox"/> |
| Japan | <input type="checkbox"/> | <input type="checkbox"/> |
| Korea, POSCO & affiliates | <input type="checkbox"/> | <input type="checkbox"/> |
| South Africa | <input type="checkbox"/> | <input type="checkbox"/> |
| Taiwan | <input type="checkbox"/> | <input type="checkbox"/> |
| Turkey | <input type="checkbox"/> | <input type="checkbox"/> |

III-35. **Purchasing subject imports rather than domestic products.--Continued**

(b) If you responded "Yes" to part (a), was the imported product priced lower than the domestic product?

| Source | Yes | No |
|---------------------------|--------------------------|--------------------------|
| Austria | <input type="checkbox"/> | <input type="checkbox"/> |
| Belgium | <input type="checkbox"/> | <input type="checkbox"/> |
| Brazil | <input type="checkbox"/> | <input type="checkbox"/> |
| China | <input type="checkbox"/> | <input type="checkbox"/> |
| France | <input type="checkbox"/> | <input type="checkbox"/> |
| Germany | <input type="checkbox"/> | <input type="checkbox"/> |
| Italy | <input type="checkbox"/> | <input type="checkbox"/> |
| Japan | <input type="checkbox"/> | <input type="checkbox"/> |
| Korea, POSCO & affiliates | <input type="checkbox"/> | <input type="checkbox"/> |
| South Africa | <input type="checkbox"/> | <input type="checkbox"/> |
| Taiwan | <input type="checkbox"/> | <input type="checkbox"/> |
| Turkey | <input type="checkbox"/> | <input type="checkbox"/> |

III-36. **Purchasing subject imports rather than domestic products.--Continued**

(c) If you responded "Yes" to part (a) above, was price a primary reason for purchasing subject imports rather than domestic product?

| Source | Yes | If Yes, estimate the quantity of imports purchased instead of domestic product since January 2013 because of price (in short tons) | No | If No, please indicate the reason your firm purchased imports instead of domestic product (e.g., availability, logistics, manufacturing capability, etc.) |
|---------------------------|--------------------------|--|--------------------------|---|
| Austria | <input type="checkbox"/> | | <input type="checkbox"/> | |
| Belgium | <input type="checkbox"/> | | <input type="checkbox"/> | |
| Brazil | <input type="checkbox"/> | | <input type="checkbox"/> | |
| China | <input type="checkbox"/> | | <input type="checkbox"/> | |
| France | <input type="checkbox"/> | | <input type="checkbox"/> | |
| Germany | <input type="checkbox"/> | | <input type="checkbox"/> | |
| Italy | <input type="checkbox"/> | | <input type="checkbox"/> | |
| Japan | <input type="checkbox"/> | | <input type="checkbox"/> | |
| Korea, POSCO & affiliates | <input type="checkbox"/> | | <input type="checkbox"/> | |
| South Africa | <input type="checkbox"/> | | <input type="checkbox"/> | |
| Taiwan | <input type="checkbox"/> | | <input type="checkbox"/> | |
| Turkey | <input type="checkbox"/> | | <input type="checkbox"/> | |

III-37. **U.S. producers and import competition.**—

- (a) Since January 1, 2013, in connection with a sale or offer to sell CTL plate to your firm, did U.S. producers reduce their prices of domestically produced CTL plate in order to compete with lower-priced imports of CTL plate from any of the subject countries? Respond for each subject country.

| Source | Yes (also respond to question part (b)) | No (If "No" for all countries, skip next question) | Don't know |
|------------------------------|--|---|--------------------------|
| Austria | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Belgium | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Brazil | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| China | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| France | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Germany | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Italy | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Japan | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Korea, POSCO & affiliates | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| South Africa | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Taiwan | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Turkey | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-38. U.S. producers and import competition. —

(b) If your firm responded “yes” to any of the above countries, please provide an estimate of the reduction in U.S. producers’ prices, and any additional explanations, such as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors for those countries.

| Source | Estimated reduction in U.S. prices (percent) | Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors |
|---------------------------|---|--|
| Austria | % | |
| Belgium | % | |
| Brazil | % | |
| China | % | |
| France | % | |
| Germany | % | |
| Italy | % | |
| Japan | % | |
| Korea, POSCO & affiliates | % | |
| South Africa | % | |
| Taiwan | % | |
| Turkey | % | |

III-39. Global supplier relationship.--

(a) Does your firm or an affiliate of your firm have operations in multiple countries?

| | | |
|------------|--------------------------|--|
| Yes | <input type="checkbox"/> | Please continue to question III-39 (b) and (c). |
| No | <input type="checkbox"/> | Please skip to Part IV. |

III-39. **Global supplier relationship.**—(continued)

(b) Does your firm purchase CTL plate on a consolidated basis for multiple markets including the United States?

| No | Yes | If yes, please explain this process and identify the supplier(s) from whom you are purchasing on this basis. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

(c) Is your firm directed by any firm in its supply chain to purchase CTL plate from any source inside or outside the United States?

| No | Yes | Please explain the details of this relationship. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

PART IV.—COUNTRY COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for CTL plate for which your firm has actual marketing/pricing knowledge.

| | | | | | |
|--------------------------|------------------------------------|--------------------------|----------------------------------|--------------------------|--------------------------|
| United States | Austria | Belgium | Brazil | China | France |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Germany | Italy | Japan | Korea¹ | South Africa | Taiwan |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Turkey | Other countries¹ | | Other countries (specify) | | |
| <input type="checkbox"/> | <input type="checkbox"/> | | | | |

¹ Korea include product from POSCO for all products, and other producers for high alloy plates; "Other countries" includes Korean producers other than POSCO for products other than high alloy plates.

IV-2. **Interchangeability.**--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 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 a specified country-pair

| Country-pair | Austria | Belgium | Brazil | China | France | Germany | Italy | Japan | Korea ¹ | South Africa | Taiwan | Turkey | Canada | Mexico | Other sources ¹ |
|--------------------|---------|---------|--------|-------|--------|---------|-------|-------|--------------------|--------------|--------|--------|--------|--------|----------------------------|
| United States | | | | | | | | | | | | | | | |
| Austria | X | | | | | | | | | | | | | | |
| Belgium | X | X | | | | | | | | | | | | | |
| Brazil | X | X | X | | | | | | | | | | | | |
| China | X | X | X | X | | | | | | | | | | | |
| France | X | X | X | X | X | | | | | | | | | | |
| Germany | X | X | X | X | X | X | | | | | | | | | |
| Italy | X | X | X | X | X | X | X | | | | | | | | |
| Japan | X | X | X | X | X | X | X | X | | | | | | | |
| Korea ¹ | X | X | X | X | X | X | X | X | X | | | | | | |
| South Africa | X | X | X | X | X | X | X | X | X | X | | | | | |
| Taiwan | X | X | X | X | X | X | X | X | X | X | X | | | | |
| Turkey | X | X | X | X | X | X | X | X | X | X | X | X | | | |
| Canada | X | X | X | X | X | X | X | X | X | X | X | X | X | | |
| Mexico | X | X | X | X | X | X | X | X | X | X | X | X | X | X | |

For any country-pair producing CTL plate that is *sometimes* or *never* interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:

¹ Korea include product from POSCO for all products, and other producers for high alloy plates; Other sources includes Korean producers other than POSCO for products other than high alloy plates.

IV-3. **Factors other than price.**--Are differences other than price (*e.g.*, 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 A, F, S, N, or 0 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
 0 = *no familiarity* with a specified country-pair

| Country-pair | Austria | Belgium | Brazil | China | France | Germany | Italy | Japan | Korea ¹ | South Africa | Taiwan | Turkey | Canada | Mexico | Other sources ¹ |
|--------------------|---------|---------|--------|-------|--------|---------|-------|-------|--------------------|--------------|--------|--------|--------|--------|----------------------------|
| United States | | | | | | | | | | | | | | | |
| Austria | X | | | | | | | | | | | | | | |
| Belgium | X | X | | | | | | | | | | | | | |
| Brazil | X | X | X | | | | | | | | | | | | |
| China | X | X | X | X | | | | | | | | | | | |
| France | X | X | X | X | X | | | | | | | | | | |
| Germany | X | X | X | X | X | X | | | | | | | | | |
| Italy | X | X | X | X | X | X | X | | | | | | | | |
| Japan | X | X | X | X | X | X | X | X | | | | | | | |
| Korea ¹ | X | X | X | X | X | X | X | X | X | | | | | | |
| South Africa | X | X | X | X | X | X | X | X | X | X | | | | | |
| Taiwan | X | X | X | X | X | X | X | X | X | X | X | | | | |
| Turkey | X | X | X | X | X | X | X | X | X | X | X | X | | | |
| Canada | X | X | X | X | X | X | X | X | X | X | X | X | X | | |
| Mexico | X | X | X | X | X | X | X | X | X | X | X | X | X | X | |

For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of CTL plate, identify the country-pair and report the advantages or disadvantages imparted by such factors:

¹ Korea includes product from POSCO for all products, and other producers for high alloy plates; Other sources includes Korean producers other than POSCO for products other than high alloy plates.

IV-4. **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.

If you are 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>Austria</u> | | | Product from <u>United States</u> compared to product from <u>Belgium</u> | | | Product from <u>United States</u> compared to product from <u>Brazil</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"/> |
| 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"/> |
| Price ¹ | <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"/> |
| Prior experience with supplier | <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 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"/> |
| 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"/> |
| 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"/> |
| Supplier certification | <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 ¹ | <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-4. **Factor country comparisons.--Continued.**

If you are 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>France</u> | | | Product from <u>United States</u> compared to product from <u>Germany</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"/> |
| 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"/> |
| Price ¹ | <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"/> |
| Prior experience with suppliers | <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 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"/> |
| 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"/> |
| 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"/> |
| Supplier certification | <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 ¹ | <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-4. **Factor country comparisons.--Continued.**

If you are 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>Italy</u> | | | Product from <u>United States</u> compared to product from <u>Japan</u> | | | Product from <u>United States</u> compared to product from <u>Korea, POSCO & affiliates</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"/> |
| 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"/> |
| Price ¹ | <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"/> |
| Prior experience with supplier | <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 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"/> |
| 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"/> |
| 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"/> |
| Supplier certification | <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 ¹ | <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-4. **Factor country comparisons.--Continued.**

If you are 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>Korea, other than POSCO</u> | | | Product from <u>United States</u> compared to product from <u>South Africa</u> | | | Product from <u>United States</u> compared to product from <u>Taiwan</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"/> |
| 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"/> |
| Price ¹ | <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"/> |
| Prior experience with supplier | <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 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"/> |
| 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"/> |
| 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"/> |
| Supplier certification | <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 ¹ | <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-4. **Factor country comparisons.--Continued.**

If you are 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>Turkey</u> | | | Product from <u>United States</u> compared to product from <u>Nonsubject countries</u> | | | Product from <u>Austria</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"/> |
| 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"/> |
| 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"/> |
| Price ¹ | <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"/> |
| Prior experience with supplier | <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 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"/> |
| 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"/> |
| 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"/> |
| Supplier certification | <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 ¹ | <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-4. **Factor country comparisons.--Continued.**

If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

| Factor | Product from <u>Belgium</u> compared to product from <u>Nonsubject countries</u> | | | Product from <u>Brazil</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"/> |
| 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"/> |
| 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"/> |
| Price ¹ | <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"/> |
| Prior experience with supplier | <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 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"/> |
| 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"/> |
| 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"/> |
| Supplier certification | <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 ¹ | <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-4. **Factor country comparisons.--Continued.**

If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

| Factor | Product from <u>France</u> compared to product from <u>Nonsubject countries</u> | | | Product from <u>Germany</u> compared to product from <u>Nonsubject countries</u> | | | Product from <u>Italy</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"/> |
| 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"/> |
| 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"/> |
| Price ¹ | <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"/> |
| Prior experience with supplier | <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 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"/> |
| 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"/> |
| 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"/> |
| Supplier certification | <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 ¹ | <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-4. **Factor country comparisons.--Continued.**

If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

| Factor | Product from <u>Japan</u> compared to product from <u>Nonsubject countries</u> | | | Product from <u>Korea, POSCO & affiliates</u> compared to product from <u>Nonsubject countries</u> | | | Product from <u>Korea, other than POSCO</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"/> |
| 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"/> |
| 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"/> |
| Price ¹ | <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"/> |
| Prior experience with supplier | <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 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"/> |
| 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"/> |
| 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"/> |
| Supplier certification | <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 ¹ | <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-4. **Factor country comparisons.--Continued.**

If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

| Factor | Product from <u>South Africa</u> compared to product from <u>Nonsubject countries</u> | | | Product from <u>Taiwan</u> compared to product from <u>Nonsubject countries</u> | | | Product from <u>Turkey</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"/> |
| 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"/> |
| 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"/> |
| Price ¹ | <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"/> |
| Prior experience with supplier | <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 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"/> |
| 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"/> |
| 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"/> |
| Supplier certification | <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 ¹ | <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.

PART V.—FURTHER INFORMATION

- V-1. **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.

| |
|--|
| |
|--|

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

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

https://usitc.gov/investigations/701731/2016/carbon_and_alloy_steel_cut_to_length_plate_austria/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:** CTLP

- **E-mail.**—E-mail the MS Word questionnaire to Craig Thompson (Craig.Thomsen@usitc.gov); include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you 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, it 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.