

U.S. PRODUCERS' QUESTIONNAIRE

REFILLABLE STAINLESS STEEL KEGS FROM CHINA, GERMANY, AND MEXICO

This questionnaire must be received by the Commission by **July 5, 2019**

See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing and antidumping duty investigations concerning refillable stainless steel kegs from China, Germany, and Mexico (Inv. Nos. 701-TA-610 and 731-TA-1425-1427 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p>Has your firm produced refillable stainless steel kegs (as defined on next page) at any time since January 1, 2016?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: KEGS)</p>
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CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings 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 proceeding or other proceedings 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

Signature

Phone

Email address

PART I.—GENERAL INFORMATION

Background.--This proceeding was instituted in response to a petition filed on September 20, 2018, by American Keg Company, LLC, Pottstown, Pennsylvania. Countervailing and/or antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes an affirmative determination of subsidization/dumping. Questionnaires and other information pertinent to this proceeding are available at https://www.usitc.gov/investigations/701731/2019/refillable_stainless_steel_kegs_china_germany_and/final.htm.

Refillable stainless steel kegs covered by these investigations are kegs, vessels, or containers with bodies that are approximately cylindrical in shape, made from stainless steel (i.e., steel containing at least 10.5 percent chromium by weight and less than 1.2 percent carbon by weight, with or without other elements), and that are compatible with a "D Sankey" extractor (refillable stainless steel kegs) with a nominal liquid volume capacity of 10 liters or more, regardless of the type of finish, gauge, thickness, or grade of stainless steel, and whether or not covered by or encased in other materials. Refillable stainless steel kegs may be imported assembled or unassembled, with or without all components (including spears, couplers or taps, necks, collars, and valves), and be filled or unfilled.

"Unassembled" or "unfinished" refillable stainless steel kegs include drawn stainless steel cylinders that have been welded to form the body of the keg and attached to an upper (top) chime and/or lower (bottom) chime. Unassembled refillable stainless steel kegs may or may not be welded to a neck, may or may not have a valve assembly attached, and may be otherwise complete except for testing, certification, and/or marking.

Subject merchandise also includes refillable stainless steel kegs that have been further processed in a third country, including but not limited to, attachment of necks, collars, spears or valves, heat treatment, pickling, passivation, painting, testing, certification or any other processing that would not otherwise remove the merchandise from the scope of the investigation if performed in the country of manufacture of the in-scope refillable stainless steel keg.

Specifically excluded are the following:

- (1) vessels or containers that are not approximately cylindrical in nature (e.g., box, "hopper" or "cone" shaped vessels);
- (2) stainless steel kegs, vessels, or containers that have either a "ball lock" valve system or a "pin lock" valve system (commonly known as "Cornelius," "corny" or "ball lock" kegs);
- (3) necks, spears, couplers or taps, collars, and valves that are not imported with the subject merchandise; and
- (4) stainless steel kegs that are filled with beer, wine, or other liquid and that are designated by the Commissioner of Customs as Instruments of International Traffic within the meaning of section 332(a) of the *Tariff Act of 1930*, as amended.

Refillable stainless steel kegs are currently classified in the Harmonized Tariff Schedule of the United States (HTSUS) under subheadings 7310.10.0010, 7310.10.0050, 7310.29.0025, and 7310.29.0050. These HTSUS subheadings are provided for convenience and customs purposes; the written description of the scope of this investigation is dispositive.

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.

D-GRIDS tool.--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage (https://www.usitc.gov/trade_remedy/question.htm) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is *optional*. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDs tool are available within the D-GRIDs tool itself.

I-1a. **OMB statistics.**--Please report below 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 50 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-1b. **TAA information release.**--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes No

I-2. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. **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 production of refillable stainless steel kegs, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments covered ¹	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
¹ Additional discussion on establishments consolidated in this questionnaire: _____.			

I-3. **Petitioner status.**--Is your firm a petitioner in this proceeding or a member firm of the petitioning entity?

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

I-4. **Petition support.**--Does your firm support or oppose the petition?

Country	Support	Oppose	Take no position
China CVD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China AD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Germany AD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mexico AD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-5. **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-6. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing refillable stainless steel kegs from China, Germany, and Mexico into the United States or that are engaged in exporting refillable stainless steel kegs from China, Germany, and Mexico to the United States?

No Yes--List the following information.

Firm name	Country	Affiliation

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Celia Feldpausch (202-205-2387, celia.feldpausch@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of refillable stainless steel kegs since January 1, 2016.

<i>(check as many as appropriate)</i>	<i>(If checked, please describe; leave blank if not applicable)</i>
<input type="checkbox"/> plant openings	
<input type="checkbox"/> plant closings	
<input type="checkbox"/> relocations	
<input type="checkbox"/> expansions	
<input type="checkbox"/> acquisitions	
<input type="checkbox"/> consolidations	
<input type="checkbox"/> prolonged shutdowns or production curtailments	
<input type="checkbox"/> revised labor agreements	
<input type="checkbox"/> other (e.g., technology)	

II-3a. **Production using same machinery.**--Please report your firm's production of products using the same equipment, machinery, or employees as used to produce refillable stainless steel kegs, and the combined production capacity on this shared equipment, machinery, or employees in the periods indicated.

"Theoretical capacity"-- The maximum level of production that your establishment(s) could have obtained during the specified periods assuming maximum operating parameters and conditions (e.g., using equipment and machinery in place and ready to operate; twenty-four hours operating levels (hours per week/weeks per year) and no time for downtime, no maintenance, no repair, and no cleanup).

"Overall production capacity" or "capacity" -- The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup).

Note.--If your firm does not produce any out-of-scope merchandise on the same machinery and equipment as scope merchandise then the "overall production capacity" numbers reported in this question should be exactly equal to the "average production capacity" numbers reported in question II-7. If, however, your firm does produce out-of-scope merchandise using the same machinery and equipment as scope merchandise, then the "average production capacity" reported in question II-7 should exclude the portion of "overall production capacity" that was used to produce this out-of-scope merchandise.

"Production" -- All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

Quantity (in units)					
Item	Calendar years			January-March	
	2016	2017	2018	2018	2019
Theoretical capacity					
Overall production capacity¹					
Production of:					
Refillable stainless steel kegs ²	0	0	0	0	0
Other products ³					
Total production using same machinery or workers	0	0	0	0	0
¹ Data reported for overall capacity should be greater than data reported for total production (last line). ² Data entered for production of refillable stainless steel kegs will populate here once reported in question II-7. ³ Please identify these products: _____.					

II-3b. **Operating parameters.**--The production capacity reported in II-3a is based on the following operating parameters:

Hours per week	Weeks per year

II-3c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-3a, and explain any changes in reported capacity.

II-3d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

II-3e. **Production capacity.**--Do the figures in II-3a represent a consistent capacity over each annual period, including times of peak seasonal demand?

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

II-3f. **Product shifting.**—

(i) Is your firm able to switch production (capacity) between refillable stainless steel kegs and other products using the same equipment and/or labor?

No	Yes	If yes—(i.e., have produced other products or are able to produce other products) Please identify other actual or potential products:
<input type="checkbox"/>	<input type="checkbox"/>	

(ii) Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

II-4. **Tolling.**--Since January 1, 2016, has your firm been involved in a toll agreement regarding the production of refillable stainless steel kegs?

"Toll agreement"--Agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No	Yes	If yes-- Please describe the toll arrangement(s) and name the firm(s) involved.
<input type="checkbox"/>	<input type="checkbox"/>	

II-5. **Foreign trade zones.**--

(a) **Firm's FTZ operations.**--Does your firm produce refillable stainless steel kegs in and/or admit refillable stainless steel kegs into a foreign trade zone (FTZ)?

"Foreign trade zone" is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designated as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

No	Yes	If yes-- Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).
<input type="checkbox"/>	<input type="checkbox"/>	

(b) **Other firms' FTZ operations.**--To your knowledge, do any firms in the United States import refillable stainless steel kegs into a foreign trade zone (FTZ) for use in distribution of refillable stainless steel kegs and/or the production of downstream articles?

No	Yes	If yes--Identify the firms and the FTZs.
<input type="checkbox"/>	<input type="checkbox"/>	

II-6. **Importer.**--Since January 1, 2016, has your firm imported refillable stainless steel kegs?

"Importer" – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record.

No	Yes	
<input type="checkbox"/>	<input type="checkbox"/>	
		If yes-- <u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u>

II-7. **Production, shipment, and inventory data**--Report your firm's production capacity, production, shipments, and inventories related to the production of refillable stainless steel kegs in its U.S. establishment(s) during the specified periods.

"Average production capacity" or "capacity" – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

"Production" – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

"Commercial U.S. shipments" –Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

"Internal consumption / including initial use in leasing operations"--Product consumed internally by your firm. Such transactions should be valued at fair market value of the refillable stainless steel kegs that were consumed/used (i.e., not the retail price, not the total value of the downstream products). Internal consumption should include any refillable stainless steel kegs initially added to the asset base relating to your firm's keg leasing operations if applicable. Once reported as internal consumption at the time the kegs were transferred over to your firm's leasing operations, your firm should not continue to report that product as being in inventory.

"Transfers to related firms" –Shipments made to related firms. Such transactions are valued at fair market value.

"Related firm" – A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

"Export shipments" –Shipments to destinations outside the United States, including shipments to related firms.

"Inventories"— Finished goods inventory, not raw materials or work-in-progress. Also do not include in reported inventories any stainless steel kegs currently being used as part of your firm's keg leasing operations if applicable.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

II-7. **Production, shipment, and inventory data.--Continued**

Quantity (in units) and value (in actual dollars)					
Item	Calendar years			January-March	
	2016	2017	2018	2018	2019
Average production capacity¹ (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption/including initial use in leasing operations:²					
Quantity (F)					
Value ² (G)					
Transfers to related firms:²					
Quantity (H)					
Value ² (I)					
Export shipments:³					
Quantity (J)					
Value (K)					
End-of-period inventories (quantity) (L)					
<p>¹ The production capacity reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity (e.g., how many shifts you operated during the year), and explain any changes in reported capacity ____.</p> <p>² Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.</p> <p>³ Identify your firm's principal export markets: _____.</p>					

RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-March	
	2016	2017	2018	2018	2019
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-8. **Channels of distribution**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) by channel of distribution.

Quantity (in units)					
Item	Calendar years			January-March	
	2016	2017	2018	2018	2019
U.S. shipments:					
To breweries or beer manufacturers:					
Large (M) ¹					
Medium (N) ²					
Small (O) ³					
To keg leasing and rental companies without beverage manufacturing operations (P)					
To distributors (Q)					
To other firms (R) ⁴					
¹ Large: Production of more than 6 million barrels per year. ² Medium: Production of 100,000 to 6 million barrels per year. ³ Small: Production of fewer than 100,000 barrels per year. ⁴ Describe other firms: _____					

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines M through R) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, and H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-March	
	2016	2017	2018	2018	2019
M + N + O + P + Q + R - D - F - H = zero ("0"), if not revise.	0	0	0	0	0

II-9. **U.S. shipments by product type.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of refillable stainless steel kegs by product type in the specified periods.

Quantity (in units) and value (in dollars)					
Item	Calendar years			January-March	
	2016	2017	2018	2018	2019
U.S. shipments.--					
10 liter.--					
Quantity (S)					
Value (T)					
1/8 Barrel (14.7 liters).--					
Quantity (U)					
Value (V)					
1/6 Barrel (19.5 liters).--					
Quantity (W)					
Value (X)					
1/4 Barrel (29.3 liters).--					
Quantity (Y)					
Value (Z)					
European 1/2 Barrel (25 liters).--					
Quantity (AA)					
Value (AB)					
1/2 Barrel (58.7 liters).--					
Quantity (AC)					
Value (AD)					
European Barrel (50 liters).--					
Quantity (AE)					
Value (AF)					
All other keg sizes.--¹					
Quantity (AG)					
Value (AH)					
¹ Describe these sizes					

II-9. **U.S. shipments by product type.**--Continued

RECONCILIATION OF SHIPMENTS BY PRODUCT TYPE.--Please ensure that the quantities and values reported for U.S. shipments by product type (i.e., lines S through AH) in each time period equal the quantity and value reported for U.S. shipments (i.e., lines D through I) in each time period in question II-7. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-March	
	2016	2017	2018	2018	2019
Quantity: S+ U + W + Y + AA + AC + AE + AG – D – F – H= zero ("0"), if not revise	0	0	0	0	0
Value: : T +V + X + Z + AB + AD + AF + AH– E – G – I= zero ("0"), if not revise	0	0	0	0	0

II-10. **Employment data.**--Report your firm's employment-related data related to the production of refillable stainless steel kegs and provide an explanation for any trends in these data.

"Production and Related Workers" (PRWs) includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations. Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to March periods, calculate similarly and divide by 3.

"Hours worked" includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

"Wages paid" –Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

Item ¹	Calendar years			January-March	
	2016	2017	2018	2018	2019
Average number of PRWs (<i>number</i>)					
Hours worked by PRWs (<i>hours</i>)					
Wages paid to PRWs (<i>dollars</i>)					

¹ Please refer to question II-3a and report shifts the company operated during each calendar year.

Explanation of trends:

II-11. **Related firms.**--If your firm reported transfers to related firms in question II-7, please identify the firm(s) and indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-12. **Purchases.**--Has your firm purchased refillable stainless steel kegs produced in the United States or in other countries since January 1, 2016? (Do not include imports for which your firm was the importer of record. These should be reported in an importer questionnaire).

"Purchase" – A transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

"Import" –A transaction to buy from a foreign supplier where your firm is the importer of record.

No	Yes	If yes-- Report such purchases in the table below and explain the reasons for your firms' purchases:
<input type="checkbox"/>	<input type="checkbox"/>	

Note: If your firm served as the importer of record for any purchases from foreign suppliers, either for your own account or as a service for another entity, those purchases are to be considered "imports" not "purchases" and **should not** be included in the table below

	(Quantity in units)				
	Calendar years			January-March	
	2016	2017	2018	2018	2019
Purchases from U.S. importers¹ of refillable stainless steel kegs from—					
China					
Germany					
Mexico					
All other sources					
Purchases from domestic producers²					
Purchases from other sources²					
<p>¹ Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier: _____.</p> <p>² Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.</p>					

II-13. **Arranged sales.**--Since January 1, 2016, has your firm brokered/facilitated any imports of refillable stainless steel kegs for which your firm did not serve as importer or record or purchaser (as defined in Questions II-12 and II-13)?

No	Yes	If yes— <i>explain and identify the producer, importer, and purchaser.</i>
<input type="checkbox"/>	<input type="checkbox"/>	

II-14. **Other explanations.**--If your firm would like to further explain a response to a question in Part II for which a narrative box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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II-15. **Trial production/production commencement.**--Please report the following information.

(a) What date did you commence any trial production of refillable stainless steel kegs?

Date (month, day, year)

(b) What date did you commence commercial production of refillable stainless steel kegs?

Date (month, day, year)

(c) If your firm had either trial production or commercial production of refillable stainless steel kegs prior to January 1, 2019, please provide the production volumes for each year.

Year	Trial production (units)	Commercial production (units)
2007		
2008		
2009		
2010		
2011		
2012		
2013		
2014		
2015		
2016		
2017		
2018		

II-15 **Trial production/production commencement.--Continued**

(d) After having commenced commercial production of refillable stainless steel kegs, did your firm subsequently suspend or cease production at any time after January 1, 2016:

Yes No

Date of non-production (month, day, year)	Date of recommencement (month, day, year)

(e) Did your firm produce other products at its facility prior to producing stainless steel kegs?

Yes No

If so, please report the other products produced at the facility:

--

(f) Please provide copies of any feasibility and/or break even studies your firm prepared or commissioned for your refillable stainless steel kegs operations. These include any analysis that your firm prepared or commissioned regarding its goals, plans, assumptions, and/or expectations when it decided to undertake, suspend, and/or resume refillable stainless steel kegs operations.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725, David.Boyland@usitc.gov).

III-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	

III-2. **Accounting system.**--Briefly describe your firm's financial accounting system.

A. When does your firm's fiscal year end (month and day)? _____
 If your firm's fiscal year changed during the data-collection period, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include refillable stainless steel kegs:

2. Does your firm prepare profit/loss statements for refillable stainless steel kegs:
 Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive basis of accounting (specify) _____

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes refillable stainless steel kegs, as well as specific statements and worksheets) used to compile these data.

III-3. **Cost accounting system.**--Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. **Allocation basis.**--Briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

--

III-5. **Product listing.**--Please list the products your firm produced in the facilities in which your firm produced refillable stainless steel kegs, and provide the share of net sales accounted for by these products in your firm's most recent fiscal year.

Products	Share of sales
Refillable stainless steel kegs	%
	%
	%
	%
	%

III-6. **Inputs from related suppliers.**--Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the production of refillable stainless steel kegs from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?

Yes--Continue to question III-7	No--Continue to question III-9a.
<input type="checkbox"/>	<input type="checkbox"/>

III-7. **Inputs from related suppliers detailed.**--Please identify the inputs used in the production of refillable stainless steel kegs that your firm purchases from related suppliers and that are reflected in question III-9a. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in your company's own accounting system, of the purchase cost from the related supplier; e.g., the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input	Related supplier	Share of total COGS
Input valuation as recorded in the firm's accounting books and records		

III-8. **Inputs purchased from related suppliers.**--Please confirm that the inputs purchased from related suppliers, as identified in III-7, were reported in III-9a (financial results on refillable stainless steel kegs) in a manner consistent with your firm's accounting books and records.

Yes	No	If no--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in question III-9a.
<input type="checkbox"/>	<input type="checkbox"/>	

III-9a. **Operations on refillable stainless steel kegs.**--Report the revenue and related cost information requested below on the refillable stainless steel kegs operations of your firm's U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

Quantity (in units) and value (in actual dollars)					
Item	Fiscal years ended--			January-March	
	2016	2017	2018	2018	2019
Net sales quantities: ²					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
Net sales values: ²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
Cost of goods sold (COGS): ³					
Stainless steel					
Neck insert					
Valve (D-Spear)					
Direct labor					
Other factory costs					
Less: scrap sellback					
Total COGS	0	0	0	0	0
Gross profit or (loss)	0	0	0	0	0
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
Operating income (loss)	0	0	0	0	0
Other expenses and income:					
Interest expense					
All other expense items					
All other income items					
Net income or (loss) before income taxes	0	0	0	0	0
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.
³ COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.

III-9b. **Financial data reconciliation.**--The calculable line items from question III-9a (i.e., total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

Yes	No	<p>If no-- If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise. Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (i.e., expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (i.e., income is positive, expenses or reversals are negative). If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.</p>
<input type="checkbox"/>	<input type="checkbox"/>	

III-10a. **Costs and expenses related to transition of operations from predecessor company (“Transition costs and expenses”) included in financial results on stainless steel kegs.**--For each annual and interim period for which financial results are reported in question III-9a, please separately identify transition costs and expenses, the specific question III-9a line item where the identified transition costs and expenses are included, a brief description of the relevant transition costs and expenses, and the associated values (*in \$1,000*), as reflected in question III-9a; i.e., if an aggregate transition cost or expense has been allocated to question III-9a, only the allocated value amount included in question III-9a should be reported in the schedule below. As appropriate, underlying transition costs and expenses can be grouped by relevant function; e.g., merchandising or manufacturing (cost of goods sold), selling, and administration.

	Fiscal years			January-March	
	2016	2017	2018	2018	2019
	Value (<i>in actual dollars</i>)				
Transition cost/exp. 1					
Transition cost/exp. 2					
Transition cost/exp. 3					
Transition cost/exp. 4					
Transition cost/exp. 5					
Transition cost/exp. 6					
Transition cost/exp. 7					

Transition costs and expenses: In the tables below please provide a detailed description of each transition cost/expense reported above and indicate the specific line item in table III-9a where the item is classified.

	Description of the transition cost or expense
Transition cost/exp. 1	
Transition cost/exp. 2	
Transition cost/exp. 3	
Transition cost/exp. 4	
Transition cost/exp. 5	
Transition cost/exp. 6	
Transition cost/exp. 7	

	Income statement classification of transition cost or expense
Transition cost/exp. 1	
Transition cost/exp. 2	
Transition cost/exp. 3	
Transition cost/exp. 4	
Transition cost/exp. 5	
Transition cost/exp. 6	
Transition cost/exp. 7	

III-10b. Nonrecurring items (charges and gains) included in financial results on stainless steel kegs.--

For each annual and interim period for which financial results are reported in question III-9a, please specify all material (significant) nonrecurring items (charges and gains), that were not already reported in III-10a above, in the schedules below, the specific question III-9a line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in question III-9a; i.e., if an aggregate nonrecurring item has been allocated to question III-9a, only the allocated value amount included in question III-9a should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results of the subject product in question III-9a.

	Fiscal years			January-March	
	2016	2017	2018	2018	2019
	Value (<i>in actual dollars</i>)				
Nonrecurring item 1					
Nonrecurring item 2					
Nonrecurring item 3					
Nonrecurring item 4					
Nonrecurring item 5					
Nonrecurring item 6					
Nonrecurring item 7					

Nonrecurring item: In this table please provide a brief description of each nonrecurring item reported above and indicate the specific line item in table III-9a where the nonrecurring item is classified.

	Description of the nonrecurring item	Income statement classification of the nonrecurring item
Nonrecurring item 1		
Nonrecurring item 2		
Nonrecurring item 3		
Nonrecurring item 4		
Nonrecurring item 5		
Nonrecurring item 6		
Nonrecurring item 7		

III-11. **Classification of identified transition costs/expenses or nonrecurring items (charges and gains) in the accounting books and records of the company.**--If transition costs/expenses or non-recurring items were reported in questions III-10a or III-10b above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., just as responses to questions III-10a or III-10b identify where these items are reported in question III-9a.

--

III-12. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of refillable stainless steel kegs. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for refillable stainless steel kegs in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question III-9a. Provide data as of the end of your firm's three most recently completed fiscal years.

Note: Total assets should reflect net assets after any accumulated depreciation and allowances deducted.

Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in actual dollars)			
Item	Fiscal years ended--		
	2016	2017	2018
Total assets (net) ¹			
¹ Describe _____			

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses for refillable stainless steel kegs. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Value (in actual dollars)					
Item	Fiscal years ended--			January-March	
	2016	2017	2018	2018	2019
Capital expenditures ¹					
Research and development expenses ²					
¹ Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product. _____					
² Please describe the nature, focus, and significance of your firm's R&D expenses related to subject product. _____					

III-14. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-9a, 12, and 13 are based on a calendar year or on your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-9a should reconcile with the data reported in question II-7 (including export shipments) as long as they are reported on the same calendar year basis.

***RECONCILIATION OF TRADE VS FINANCIAL DATA.**--Please ensure that the quantities and values reported for total shipments in part II equal the quantities and values reported for total net sales in part III of this questionnaire in each time period unless the financial data from part III are reported on a fiscal year basis, in which case only the interim periods must reconcile. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.*

Reconciliation	Fiscal years ended--			January-March	
	2016	2017	2018	2018	2019
Quantity: Trade data from question II-7 (lines D, F, H, and J) less financial total net sales quantity data from question III-9a, = zero ("0").	0	0	0	0	0
Value: Trade data from question II-7 (lines E, G, I, and K) less financial total net sales value data from question III-9a, = zero ("0").	0	0	0	0	0

Do these data in question III-9a reconcile with data in question II-7?

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

If your responses to any of the items in questions III-15, III-16, and III-17 differ by country, please describe these differences and, as applicable, indicate which country or countries your response refers to in the relevant form fields.

III-15. **Effects of imports on investment.**--Since January 1, 2016, has your firm experienced any actual negative effects on its return on investment or the scale of capital investments as a result of imports of refillable stainless steel kegs from China, Germany, and Mexico?

No	Yes	If yes, my firm has experienced actual negative effects as follows.
<input type="checkbox"/>	<input type="checkbox"/>	

	<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Other	

III-16. **Effects of imports on growth and development.**--Since January 1, 2016, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of refillable stainless steel kegs from China, Germany, and Mexico?

No	Yes	
<input type="checkbox"/>	<input type="checkbox"/>	If yes, my firm has experienced actual negative effects as follows.

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Rejection of bank loans	
<input type="checkbox"/>	Lowering of credit rating	
<input type="checkbox"/>	Problem related to the issue of stocks or bonds	
<input type="checkbox"/>	Ability to service debt	
<input type="checkbox"/>	Other	

III-17. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of refillable stainless steel kegs from China, Germany, and Mexico?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Other explanations.**--If your firm would like to further explain a response to a question in Part III for which a narrative box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Natalia King (202-205-2049, natalia.king@usitc.gov).

IV-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	

PRICE DATA

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2016 of the following products produced by your firm.

Product 1.--1/2 barrel (also known as a keg); Assembled with no accessories; 300 series stainless steel; volume of 15.5 gallons (58.7 liters); approximately 23.25 inches tall (+/- 0.5 inches) with diameters ranging from 14.5 inches to 17.5 inches, thickness ranging from 0.050 to 0.060 inches for the body and 0.070 to 0.090 inches for the handles; rated to a maximum of 60 PSI of pressure; unfilled; finish may be dull, polished, painted, or encapsulated in a rubber or plastic material.

Product 2.--1/6 barrel; Assembled with no accessories; 300 series stainless steel; volume of 5.16 gallons (19.5 liters); approximately 23.25 inches tall (+/- 0.5 inches) with diameters ranging from 8.5 inches to 9.7 inches, thickness ranging from 0.045 to 0.055 inches for the body and 0.055 to 0.070 inches for the handles; rated to a maximum of 60 PSI of pressure; unfilled; finish may be dull, polished, painted, or encapsulated in a rubber or plastic material.

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

IV-2a. During January 2016-March 2019, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	Yes. --Please complete the following pricing data tables as appropriate.
<input type="checkbox"/>	No. --Skip to question IV-3.

IV-2b. **Price data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

Report data in **units** and **actual dollars** (not 1,000s).

(Quantity in units, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2016:				
January-March				
April-June				
July-September				
October-December				
2017:				
January-March				
April-June				
July-September				
October-December				
2018:				
January-March				
April-June				
July-September				
October-December				
2019:				
January-March				
<p>¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.</p> <p>² Pricing product definitions are provided on the first page of Part III.</p> <p>Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.</p> <p>Product 1:</p> <p>Product 2:</p>				

IV-2c. **Price data checklist.**--Please check that the pricing data in question IV-2(b) have been correctly reported.

Are the price data reported above:	√ if Yes
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have returns credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Less than reported commercial shipments in question II-7 in each year?	<input type="checkbox"/>

IV-2d. **Pricing data methodology.**--Please describe the method and the kinds of documents/records that were used to compile your price data.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

IV-3. **Price setting.**--How does your firm determine the prices that it charges for sales of refillable stainless steel kegs (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-4. **Discount policy.**--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe, including any volume or value discount thresholds associated with respective discount levels
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Pricing terms.**-- On what basis are your firm's prices of domestic refillable stainless steel kegs usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced refillable stainless steel kegs in 2018 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

Item	Type of sale				Total (should sum to 100.0%)
	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)	Spot sales (for a single delivery)	
Share of 2018 sales	%	%	%	%	0.0 %

IV-7. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced refillable stainless steel kegs (or check "not applicable" if your firm does not sell on a short-term, annual and/or long-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indexed to raw material costs ¹	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
¹ Please identify the indexes used:				

IV-8. **Lead times.**--What is your firm's share of sales from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced refillable stainless steel kegs?

Source	Share of 2018 sales	Lead time (Average number of days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

IV-9. Shipping information.

- (a) What is the approximate percentage of the cost of U.S.-produced refillable stainless steel kegs that is accounted for by U.S. inland transportation costs? _____ percent
- (b) Who generally arranges the transportation to your firm's customers' locations?
 Your firm Purchaser (*check one*)
- (c) Indicate the approximate percentage of your firm's sales of refillable stainless steel kegs that are delivered the following distances from its production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100.0%)	0.0 %

- IV-10. Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold its U.S.-produced refillable stainless steel kegs since January 1, 2016 (check all that apply)?

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

IV-11. **Substitutes.**—

(a) **Specific substitutes.**--Are these specific products considered as substitutes for refillable stainless steel kegs products in the same end use(s)?

Specific substitutes	Are these considered substitutes in the market?		End use(s) in which this substitute is used	Have changes in the price of this substitute affected the price for refillable stainless steel kegs?		
	No	Yes		No	Yes	Explanation
Plastic kegs	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	
Aluminum kegs	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	

(b) **Other substitutes.**--Can other products not already listed in part "a" of this question be substituted for refillable stainless steel kegs?

No Yes--Please fill out the table.

Other substitutes	End use in which this substitute is used	Have changes in the price of this substitute affected the price for refillable stainless steel kegs?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

IV-12. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for refillable stainless steel kegs has changed since January 1, 2016. Explain any trends and describe the principal factors that have affected these changes in demand.

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

IV-13. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of refillable stainless steel kegs since January 1, 2016?

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

IV-14. **Conditions of competition.**--

(a) Is the refillable stainless steel kegs market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to refillable stainless steel kegs? If yes, describe.

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question IV-15.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

(b) If yes, have there been any changes in the business cycles or conditions of competition for refillable stainless steel kegs since January 1, 2016?

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

IV-15. **Impact of 301 duties.**--This question concerns the section 301 investigation and subsequent announcement of additional tariffs that include refillable stainless steel kegs proposed and implemented by the United States in response to Chinese trade practices.

(a) Did the announcement of the 301 investigation in June 2018 or the subsequent imposition of tariffs on Chinese-origin products have an impact on the refillable stainless steel keg market?

Yes—Please answer b and c.	No	Don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) Please indicate the impact of the announcements and subsequent imposition of duties under the section 301 investigation.

Item	Overall increase	No change	Overall decrease	Fluctuate with no clear trend
Demand for U.S.-produced refillable stainless steel kegs in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Demand for imports from China of refillable stainless steel kegs in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Demand for imports from other sources of refillable stainless steel kegs in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Prices for refillable stainless steel kegs in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) Describe the impact on your firm and the overall market for refillable stainless steel kegs. Please identify the magnitude and timing of any effects, and compare your firm's operations/overall market before and after the announcement.

IV-16. **Impact of duties on all goods from Mexico.**--This question concerns the announcement of tariffs on all goods from Mexico, beginning June 10, 2019 proposed by the United States pursuant to the International Emergency Economic Powers Act.

(a) Did the announcement, and any subsequent imposition, of these tariffs have an impact on the refillable stainless steel keg market?

Yes—Please answer b and c.	No	Don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) Please indicate the impact of the announcements and subsequent imposition of duties.

Item	Overall increase	No change	Overall decrease	Fluctuate with no clear trend
Demand for U.S.-produced refillable stainless steel kegs in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Demand for imports from Mexico of refillable stainless steel kegs in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Demand for imports from other sources of refillable stainless steel kegs in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Prices for refillable stainless steel kegs in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) Describe the impact on your firm and the overall market for refillable stainless steel kegs. Please identify the magnitude and timing of any effects, and compare your firm's operations/overall market before and after the announcement.

IV-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply refillable stainless steel kegs since January 1, 2016 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

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

IV-18. **Certification.**--

(a) Is your firm certified to sell to any brewers that produce 6 million or more barrels of beverage per year, or to distributors/rental/lease firms that purchase 100,000 refillable stainless steel keg units or more per year?

No	Yes	If yes, list which purchasers your firm is certified to supply.
<input type="checkbox"/>	<input type="checkbox"/>	

(b) Is your firm certified to sell to any brewers that produce more than 100,000 but less than 6 million barrels of beverage per year, or to distributors/rental/lease firms that purchase more than 50,000 but less than 100,000 refillable stainless steel keg units per year?

No	Yes	If yes, list which purchasers your firm is certified to supply.
<input type="checkbox"/>	<input type="checkbox"/>	

(c) Has your firm ever failed a certification process with a purchaser or distributor/rental/lease firm?

No	Yes	If yes, please explain why your firm did not become certified.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-19. **Raw materials.**—

(a) How have refillable stainless steel kegs raw material prices changed since January 1, 2016?

Item	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for refillable stainless steel kegs.
Cost of raw materials	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) **Effect of 232 duties on raw material prices.**--Did the announcement of the 232 investigation in April 2017 or the subsequent imposition of tariffs on imported steel products beginning in March 2018 have an impact on the raw material prices for refillable stainless steel kegs?

Yes—Please indicate the impact in the table below.	No	Don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Item	Increase	No change	Decrease	Fluctuate with no clear trend	Explanation and factors
Raw material costs for refillable stainless steel kegs in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Prices for refillable stainless steel kegs in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-20. **Interchangeability**--Are refillable stainless steel kegs produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

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

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

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

Country-pair	China	Germany	Mexico	Other countries
United States				
China	X			
Germany	X	X		
Mexico	X	X	X	
<p>For any country-pair producing refillable stainless steel kegs that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:</p>				

IV-21. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between refillable stainless steel kegs produced in the United States and in other countries a significant factor in your firm's sales of the products?

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

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

Country-pair	China	Germany	Mexico	Other countries
United States				
China	X			
Germany	X	X		
Mexico	X	X	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of refillable stainless steel kegs, identify the country-pair and report the advantages or disadvantages imparted by such factors:				

IV-22. **Competition from imports.**--

(a) **Lost revenue.**--Since January 1, 2016: To avoid losing sales to competitors selling refillable stainless steel kegs from China, Germany, and Mexico, did your firm:

Item	No	Yes
Reduce prices	<input type="checkbox"/>	<input type="checkbox"/>
Roll back announced price increases	<input type="checkbox"/>	<input type="checkbox"/>

(b) **Lost sales.**--Since January 1, 2016: Did your firm lose sales of refillable stainless steel kegs to imports of this product from China, Germany, and Mexico?

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

IV-23. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for refillable stainless steel kegs since January 1, 2016. Indicate the share of the quantity of your firm's total shipments of refillable stainless steel kegs that each of these customers accounted for in 2018 and your firm's average annual shipment quantity of refillable stainless steel kegs to each of these customers.

	Customer's name	Email	City	State	Share of 2018 sales (%)	Average shipment quantity
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

IV-24. **Warranties.**--Does your firm offer warranties for your products?

No	Yes.--Please indicate the length(s) of warranty policies and the percentage of sales such warranties represented of your total sales from 2018.
<input type="checkbox"/>	<input type="checkbox"/>

Average warranty length	Percentage of 2018 sales sold under warranty	Narrative

IV-25. **Services.**--Does your firm offer any pre- and post-sales services relating to stainless steel kegs?

No	Yes.--Please describe these services and indicate whether these services are included in the original purchase price of the stainless steel kegs or invoiced.
<input type="checkbox"/>	<input type="checkbox"/>

Service	Service included in purchase price	Service invoiced separately
	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>

IV-26. **Branding.**--Please describe the financial investment and other efforts your firm has made to develop your brand in the U.S. market.

IV-27. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV for which a narrative response box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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://www.usitc.gov/investigations/701731/2019/refillable_stainless_steel_kegs_china_germany_and/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:** **KEGS**

- **E-mail.**—E-mail the MS Word questionnaire to celia.feldpausch@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 produce 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 you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.