

## U.S. PURCHASERS' 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 possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Natalia King (202-205-2049, [natalia.king@usitc.gov](mailto:natalia.king@usitc.gov)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Website \_\_\_\_\_

Has your firm purchased refillable stainless steel kegs (as defined on next page) from any source (domestic or foreign) at any time since January 1, 2016?

**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: **KEGS**)

#### 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 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](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.

**Purchaser.**--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing refillable stainless steel kegs from another firm that produces, imports, or otherwise distributes refillable stainless steel kegs.

**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. **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 response.**

**"Establishment"**--Each facility of a firm involved in the purchase of refillable stainless steel kegs, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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

I-2. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No             Yes--List the following information.

| <b>Firm name</b> | <b>Address</b> | <b>Extent of ownership (percent)</b> |
|------------------|----------------|--------------------------------------|
|                  |                |                                      |
|                  |                |                                      |

I-3. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import refillable stainless steel kegs into the United States or which export refillable stainless steel kegs to the United States?

No             Yes--List the following information.

| <b>Firm name</b> | <b>Country</b> | <b>Affiliation</b> |
|------------------|----------------|--------------------|
|                  |                |                    |
|                  |                |                    |

I-4. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which produce refillable stainless steel kegs?

No             Yes--List the following information.

| <b>Firm name</b> | <b>Country</b> | <b>Affiliation</b> |
|------------------|----------------|--------------------|
|                  |                |                    |
|                  |                |                    |

**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 |  |

II-1. **Purchases and imports.**--Report separately your firm's domestic purchases and imports of refillable stainless steel kegs.

**"Purchase"** – Purchase from a U.S. entity such as a U.S. producer, a U.S. importer, or other U.S. firm.

**"Import"** – Purchase directly from a foreign supplier and your firm is the importer of record.

| Item   | 2016                | 2017 | 2018 | January-March 2019 |
|--|---------------------|------|------|--------------------|
|  | Quantity (in units) |      |      |                    |
| <b>Purchases of refillable stainless steel kegs produced in--</b>  |                     |      |      |                    |
| United States  |                     |      |      |                    |
| China  |                     |      |      |                    |
| Germany  |                     |      |      |                    |
| Mexico   |                     |      |      |                    |
| All other countries <sup>1</sup>   |                     |      |      |                    |
| Sources unknown  |                     |      |      |                    |
| Total purchases  | 0                   | 0    | 0    | 0                  |
| <b>Imports of refillable stainless steel kegs from--</b>   |                     |      |      |                    |
| China  |                     |      |      |                    |
| Germany  |                     |      |      |                    |
| Mexico   |                     |      |      |                    |
| All other countries <sup>1</sup>   |                     |      |      |                    |
| Total imports <sup>2</sup>   | 0                   | 0    | 0    | 0                  |
| <sup>1</sup> Please identify these countries:<br><sup>2</sup> If your firm imported refillable stainless steel kegs at any time since January 1, 2016, please also complete and return a U.S. importers' questionnaire in this proceeding. |                     |      |      |                    |

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of refillable stainless steel kegs from different sources have changed since January 1, 2016.

| <b>Source of purchases</b> | <b>Did not purchase</b>  | <b>Decreased</b>         | <b>Increased</b>         | <b>Constant</b>          | <b>Fluctuated</b>        | <b>Explanation for trend</b> |
|----------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|------------------------------|
| United States              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                              |
| China                      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                              |
| Germany                    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                              |
| Mexico                     | <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"/> |                              |

II-3. **Country knowledge.**--Please indicate the countries of origin with which your firm has experience or information in the refillable stainless steel kegs market.

| <b>United States</b>     | <b>China</b>             | <b>Germany</b>           | <b>Mexico</b>            | <b>Other countries</b>   | <b>Other countries (specify)</b> |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|----------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                                  |

II-4. **Supplier identification.**--Please list your firm's **TEN** largest suppliers for refillable stainless steel kegs since January 1, 2016. Also, provide the share of the quantity of your firm's total purchases of refillable stainless steel kegs that each of these suppliers accounted for in 2018.

| No. | Supplier's name | City and state | Share of quantity of 2018 purchases |
|-----|-----------------|----------------|-------------------------------------|
| 1   |                 |                | %                                   |
| 2   |                 |                | %                                   |
| 3   |                 |                | %                                   |
| 4   |                 |                | %                                   |
| 5   |                 |                | %                                   |
| 6   |                 |                | %                                   |
| 7   |                 |                | %                                   |
| 8   |                 |                | %                                   |
| 9   |                 |                | %                                   |
| 10  |                 |                | %                                   |

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

III-1a. **Firm type.**--Which of the following best describes your firm as a purchaser of refillable stainless steel kegs (check all that apply)?

| Brewery or beer manufacturer   |   |   | Other  |                          |                          |                   |
|--|---|---|--|--------------------------|--------------------------|-------------------|
| Large<br>(production<br>of more<br>than 6<br>million<br>barrels per<br>year) | Medium<br>(production<br>of 100,000<br>to 6 million<br>barrels per<br>year) | Small<br>(production<br>of fewer<br>than<br>100,000<br>barrels per<br>year) | Keg leasing<br>and rental<br>firm without<br>beverage<br>manufacturing<br>operations | Distributor              | Other                    | Describe<br>other |
| <input type="checkbox"/>   | <input type="checkbox"/>  | <input type="checkbox"/>  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |                   |

III-1b. **Beverage production by keg arrangement.**--Please estimate the percentage of your firm's annual beverage production that relies on leased or rented stainless steel kegs and the percentage of your firm's production that relies on purchased stainless steel kegs (Please skip to next question if your firm is not a beverage manufacturer).

| Beverage production using         | Share of annual<br>beverage production<br>(percent) |
|-----------------------------------|---|
| Leased or rented kegs             |   |
| Purchased kegs owned by your firm |   |
| Total (should sum to 100.0%)      | 0.0   |

***If your firm is a distributor of refillable stainless steel kegs, please answer questions III-2 and III-3.***

III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases refillable stainless steel kegs?

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



III-3. **Types of customers.**--Which are the primary types of consumers to which your firm sells refillable stainless steel kegs?

| Large brewery<br>(production of more than 6 million barrels per year) | Medium brewery<br>(production of 100,000 to 6 million barrels per year) | Small brewery<br>(production of fewer than 100,000 barrels per year) | Other beverage producers | Restaurants              | Other                    | Describe other |
|---|---|--|--------------------------|--------------------------|--------------------------|----------------|
| <input type="checkbox"/>  | <input type="checkbox"/>  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                |

*If your firm is an end user of refillable stainless steel kegs, please answer question III-4.*

III-4. **Demand for end-use products.**--

(a) Has the demand for your firm's final products or beverages that utilize refillable stainless steel kegs changed since January 1, 2016?

| 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 refillable stainless steel kegs?

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

(c) What is the share that refillable stainless steel kegs account for in the total cost of your firm's operations: \_\_\_\_\_ percent.

III-5. **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"/> |             |

(c) **Substitute purchases.**--Has your firm ever purchased substitutes for refillable stainless steel kegs?

No       Yes--Please fill out the table.

| Substitute product that was purchased by your firm | Time frame for substitute purchases | Approximate percentage of your firm's demand for refillable stainless steel kegs that was filled by substitute products |
|--|-------------------------------------|---|
| 1.   |                                     |   |
| 2.   |                                     |   |
| 3.   |                                     |   |

III-6. **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"/>      |                         |

III-7. **Country preferences.**--Do you or your customers ever specifically order refillable stainless steel kegs from one country in particular over other possible sources of supply?

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

III-8. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2018 purchases of refillable stainless steel kegs that required refillable stainless steel kegs produced in the United States.

|   | Estimated percentage of your firm's total 2018 purchases of refillable stainless steel kegs |
|---|---|
| <b>Purchases that did not require domestic product</b>  | %   |
| <b>Purchases that were required by law or regulation to be domestic product</b><br>(e.g., government purchases under "Buy American" provisions) | %   |
| <b>Purchases that were not required by law or regulation, but were required by your customers to be domestic product</b>                        | %   |
| <b>Purchases that were required to be domestic product for other reasons</b><br>(explain: )   | %   |
| <b>Total</b> (should sum to 100.0%)   | 0.0 %   |

**III-9. 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?

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

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

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

**III-10. Decisions based on producer and country-of-origin.--**How often does your firm, and if known, do your customers, make purchasing decisions involving refillable stainless steel kegs based on its producer or country of origin?

| <b>Item</b>                                | <b>Always</b>            | <b>Usually</b>           | <b>Sometimes</b>         | <b>Never</b>             | <b>If at least sometimes, explain.<sup>1</sup></b> |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--|
| <b>Decision based on producer</b>          |                          |                          |                          |                          |  |
| 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"/> |  |
| <b>Decision based on country of origin</b> |                          |                          |                          |                          |  |
| 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"/> |  |

<sup>1</sup>If purchasing decisions are at least "sometimes" based on the producer or country of origin, how does the decision impact the price paid for refillable stainless steel kegs?

III-11. **Availability of supply.**--Has the availability of refillable stainless steel kegs in the U.S. market changed since January 1, 2016?

| <b>Availability in the U.S. market</b> | <b>No</b>                | <b>Yes</b>               | <b>Please explain, noting the countries and reasons for the changes.</b> |
|--|--------------------------|--------------------------|--|
| 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-12. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with 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.)?

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

III-13. **Availability of specific product types.**--Are certain grades/types/sizes of refillable stainless steel kegs only available from certain country sources?

| <b>No</b>                | <b>Yes</b>               | <b>If yes, please identify the countries and the grade/type/size.</b> |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> |   |

III-14. **Purchasing frequency.**--

(a) How frequently does your firm make purchases of refillable stainless steel kegs (check one)?

| <b>Daily</b>             | <b>Weekly</b>            | <b>Monthly</b>           | <b>Quarterly</b>         | <b>Annually</b>          | <b>Other</b>             | <b>If other, specify</b> |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <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, 2016?

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

III-15. **Raw material prices.--**

(a) Is your firm familiar with the prices for raw materials (i.e. stainless steel) used in the production of refillable stainless steel kegs?

| No                       | Yes – please answer (b)  |
|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> |

(b) Has information on raw material prices affected your firm's negotiations or contracts to purchase refillable stainless steel kegs since January 1, 2016?

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

III-16. **Number of suppliers contacted.--**How many suppliers does your firm generally contact before making a purchase? Between \_\_\_\_ and \_\_\_\_ firms

III-17. **Supplier negotiations.--**Do your firm's purchases of refillable stainless steel kegs 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-18. **Change in suppliers.--**Has your firm changed suppliers since January 1, 2016?

| Supplier name | Supplier added           | Supplier dropped         | Country of supplier | Please explain the reasons for the change in 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"/> |                     |  |

III-19. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2016?

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

III-20. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell refillable stainless steel kegs 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-21. **U.S. producer's attempts to certify.**--

(a) Since January 1, 2016, has American Keg attempted to certify or qualify its refillable stainless steel kegs with your firm? If yes, please answer b.

| No                       | Yes – please answer b    |
|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> |

(b) If American Keg attempted to certify or qualify its refillable stainless steel kegs with your firm, was it successful in certifying with your firm? If no, please describe why it was not successful or why it lost its approved status.

| No                       | Yes                      | If no, please explain why American Keg was unable to certify with your firm. |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> |  |

**III- 22. Foreign producers' attempts to certify.--**

(a) Since January 1, 2016, have any foreign producers attempted to certify or qualify their refillable stainless steel kegs with your firm? If yes, please answer b.

| <b>No</b>                | <b>Yes – please answer b</b> |
|--------------------------|------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/>     |

(b) If a foreign producer attempted to certify or qualify its refillable stainless steel kegs with your firm, was it successful in certifying with your firm? If no, please identify these firms, the countries where they are located, and the reasons why they were unable to certify with your firm or why they lost their approved status.

| <b>No</b>                | <b>Yes</b>               | <b>If no, please identify the firms, the countries where they are located, and the reasons why they were unable to certify with your firm.</b> |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> |  |

**III-23. Supplier capacity requirements.--**Does your firm require its suppliers of refillable stainless steel kegs to have a minimum annual production capacity and/or the ability to fill minimum order sizes?

|  | <b>No</b>                | <b>Yes</b>               | <b>Minimum capacity/size quantity (units)</b> | <b>Please explain</b> |
|--|--------------------------|--------------------------|---|-----------------------|
| <b>Minimum annual production capacity supplier requirement</b> | <input type="checkbox"/> | <input type="checkbox"/> |   |                       |
| <b>Minimum order size supplier requirement</b>                 | <input type="checkbox"/> | <input type="checkbox"/> |   |                       |



III-24. **Major purchasing factors.**--Please list, in order of their importance and one item per line, the main factors your firm considers in deciding from whom to purchase refillable stainless steel kegs (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-25. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of refillable stainless steel kegs?

III-26. **Minimum quality.**--How often does refillable stainless steel kegs 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"/> |
| China         | <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"/> |
| Mexico        | <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-27. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for refillable stainless steel kegs.

| <b>Factor</b>                      | <b>Very important</b>    | <b>Somewhat important</b> | <b>Not important</b>     |
|------------------------------------|--------------------------|---------------------------|--------------------------|
| Availability                       | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Ability to meet minimum quantity   | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Branding (of keg supplier)         | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Business/historical relationship   | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Certification                      | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Customer service                   | <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"/> |
| Packaging                          | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Payment terms                      | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Price                              | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Product consistency                | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Product range                      | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Quality meets industry standards   | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Reliability of supply              | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Supplier financial stability       | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Supply chain efficiency            | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Technical support/service          | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| U.S. transportation costs          | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |
| Warranty                           | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> |

III-28. **Frequency of decisions based on price.**--How often does your firm purchase the refillable stainless steel kegs that is offered at the lowest price?

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

III-29. **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 any firms that your firm considered price leaders in the refillable stainless steel kegs market since January 1, 2016.

| There are no price leaders in the refillable stainless steel keg market | Firm(s) that are considered to be price leaders | Describe how the firm(s) exhibited price leadership |
|---|---|---|
| <input type="checkbox"/>  |   |   |

III-30. **Purchasing subject imports rather than domestic products.**—

(a) Since January 1, 2016, did your firm purchase imports of refillable stainless steel kegs from China, Germany, and Mexico instead of available U.S.-produced refillable stainless steel kegs? Respond for each subject country.

| <b>Source</b> | <b>Yes<br/>(also respond to parts (b) and (c))</b> | <b>No<br/>(If "No" for all countries, skip to next question)</b> |
|---------------|--|--|
| China         | <input type="checkbox"/>                           | <input type="checkbox"/>   |
| Germany       | <input type="checkbox"/>                           | <input type="checkbox"/>   |
| Mexico        | <input type="checkbox"/>                           | <input type="checkbox"/>   |

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

| <b>Source</b> | <b>Yes</b>               | <b>No</b>                |
|---------------|--------------------------|--------------------------|
| China         | <input type="checkbox"/> | <input type="checkbox"/> |
| Germany       | <input type="checkbox"/> | <input type="checkbox"/> |
| Mexico        | <input type="checkbox"/> | <input type="checkbox"/> |

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

| <b>Source</b> | <b>Yes</b>               | <b>If Yes, estimate the quantity of imports purchased instead of domestic product since January 2016 (in units)</b> | <b>No</b>                | <b>If No, please indicate the reason your firm purchased imports instead of domestic product</b> |
|---------------|--------------------------|---|--------------------------|--|
| China         | <input type="checkbox"/> |   | <input type="checkbox"/> |  |
| Germany       | <input type="checkbox"/> |   | <input type="checkbox"/> |  |
| Mexico        | <input type="checkbox"/> |   | <input type="checkbox"/> |  |

III-31. **U.S. producers and import competition.**—

(a) Since January 1, 2016, in connection with a sale or offer to sell refillable stainless steel kegs to your firm, did U.S. producers reduce their prices of domestically produced refillable stainless steel kegs in order to compete with lower-priced imports of refillable stainless steel kegs from the subject countries? Respond for each subject country.

| <b>Source</b> | <b>Yes (also respond to question part (b))</b> | <b>No (If “No” for all countries, skip to next question)</b> | <b>Don’t know</b>        |
|---------------|--|--|--------------------------|
| China         | <input type="checkbox"/>                       | <input type="checkbox"/>                                     | <input type="checkbox"/> |
| Germany       | <input type="checkbox"/>                       | <input type="checkbox"/>                                     | <input type="checkbox"/> |
| Mexico        | <input type="checkbox"/>                       | <input type="checkbox"/>                                     | <input type="checkbox"/> |

(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.

| <b>Source</b> | <b>Estimated reduction in U.S. prices (percent)</b> | <b>Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors</b> |
|---------------|---|--|
| China         | %   |  |
| Germany       | %   |  |
| Mexico        | %   |  |

III-32. **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.

III-33. **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?

|                                   |                          |                          |
|-----------------------------------|--------------------------|--------------------------|
| <b>Yes—Please answer b and c.</b> | <b>No</b>                | <b>Don't know</b>        |
| <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.

III-34. **Services.**--

(a) What types of pre-/post-sales services are important to your firm's purchasing decisions?

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

(b) Are there differences in suppliers' ability to provide these services?

| No                       | Yes                      | If yes, please describe, indicating any differences between the service offerings of U.S. suppliers and suppliers in subject countries. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> |   |

**PART IV.—PRODUCT COMPARISONS**

IV-1. **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 which is <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use:</p><br><br><br> |
|---|



IV-2. **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 purchases of the products?

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

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

| <b>Country-pair</b> | 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 *always* or *frequently* are a significant factor in your firm's purchases of refillable stainless steel kegs, identify the country-pair and report the advantages or disadvantages imparted by such factors:

IV-3. **Factor country comparisons.**--For the factors listed below, please rate how refillable stainless steel kegs produced in each country you identified in your response to the first question in Part IV compares with refillable stainless steel kegs produced in the other countries you identified. If you are unfamiliar with products from a particular country, please leave the relevant boxes 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>Germany</u> |                          |                          | Product from <u>United States</u> compared to product from <u>Mexico</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"/> |
| Ability to meet minimum quantity       | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Branding (of keg 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"/> |
| Business/historical relationship       | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| 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"/> |
| Customer 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"/> |
| 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"/> |
| 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"/> |
| Payment 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"/> |
| Price <sup>1</sup>                     | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| 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 exceeds industry standards     | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets 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 financial stability           | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Supply chain efficiency                | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service              | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs <sup>1</sup> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Warranty                               | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |

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

IV-3. **Factor country comparisons.**--Continued

| Factor                                 | Product from <u>China</u><br>compared to product from<br><u>Germany</u> |                          |                          | Product from <u>China</u><br>compared to product from<br><u>Mexico</u> |                          |                          | Product from <u>Germany</u><br>compared to product from<br><u>Mexico</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"/> |
| Ability to meet minimum quantity       | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Branding (of keg 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"/> |
| Business/historical relationship       | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| 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"/> |
| Customer 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"/> |
| 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"/> |
| 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"/> |
| Payment 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"/> |
| Price <sup>1</sup>                     | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| 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 exceeds industry standards     | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets 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 financial stability           | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Supply chain efficiency                | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service              | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs <sup>1</sup> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Warranty                               | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |

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

IV-3. **Factor country comparisons.**—*Continued*

| Factor                                 | Product from <u>United States</u> compared to product from <u>Nonsubject sources</u> |                          |                          | Product from <u>China</u> compared to product from <u>Nonsubject sources</u> |                          |                          | Product from <u>Germany</u> compared to product from <u>Nonsubject sources</u> |                          |                          | Product from <u>Mexico</u> compared to product from <u>Nonsubject sources</u> |                          |                          |
|--|--|--------------------------|--------------------------|--|--------------------------|--------------------------|--|--------------------------|--------------------------|---|--------------------------|--------------------------|
|  | Superior   | Comparable               | Interior                 | Superior   | Comparable               | Interior                 | Superior   | Comparable               | Interior                 | Superior  | Comparable               | Interior                 |
| 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"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Ability to meet minimum quantity       | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Branding (of keg 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"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Business/historical relationship       | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| 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"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Customer 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"/> | <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"/> | <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"/> | <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"/> | <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"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Payment 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"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Price <sup>1</sup>                     | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <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"/> | <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"/> | <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"/> | <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"/> | <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"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Supplier financial stability           | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Supply chain efficiency                | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <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"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs <sup>1</sup> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Warranty                               | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |

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

transportation costs than the second country.

**PART V.--ADDITIONAL INFORMATION**

V-1. **Other explanations.**--If your firm would like to further explain a response to any question that for which a narrative response box was not provided, please note the question number and the explanation in the space provided below.

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

V-2. **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.

## 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](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/>

**Investigation:** Select “refillable stainless steel kegs” in the drop down menu

**Pin:** **KEGS**

- **E-mail.**—E-mail the MS Word questionnaire to [natalia.king@usitc.gov](mailto:natalia.king@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.