

## U.S. PURCHASERS' QUESTIONNAIRE

### Strontium Chromate from Austria and France

This questionnaire must be received by the Commission by **August 7, 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 antidumping investigations concerning strontium chromate from Austria and France (inv. No. 731-TA-1422-1423 (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 Carlos Payan (202-205-3216, [carlos.payan@usitc.gov](mailto:carlos.payan@usitc.gov)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>Website</b> _____
Has your firm purchased strontium chromate (as defined on next page) from <u>any</u> source (domestic or foreign) at any time since January 1, 2016?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return <b>only</b> this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
<b>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (PIN: <b>SRCR</b>)</b>

#### 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 5, 2018, by WPC Technologies, Oak Creek, Wisconsin. 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 dumping. Questionnaires and other information pertinent to this proceeding are available at [https://www.usitc.gov/investigations/701731/2018/strontium\\_chromate\\_austria\\_and\\_france/final.htm](https://www.usitc.gov/investigations/701731/2018/strontium_chromate_austria_and_france/final.htm).

**Strontium chromate.**-- The merchandise covered by these investigations is strontium chromate, regardless of form (including but not limited to, powder (sometimes known as granular), dispersions (sometimes known as paste), or in any solution). The chemical formula for strontium chromate is SrCrO<sub>4</sub> and the Chemical Abstracts Service (CAS) registry number is 7789-06-2.

Strontium chromate that has been blended with another product or products is included in the scope if the resulting mix contains 15 percent or more of strontium chromate by total formula weight. Products with which strontium chromate may be blended include, but are not limited to, water and solvents such as Aromatic 100 Methyl Amyl Ketone (MAK)/2-Heptanone, Acetone, Glycol Ether EB, Naphtha Leicht, and Xylene. Subject merchandise includes strontium chromate that has been processed in a third country into a product that otherwise would be within the scope of these investigations if processed in the country of manufacture of the in-scope strontium chromate.

The merchandise subject to these investigations is currently classified in the Harmonized Tariff Schedule of the United States (HTSUS) under subheading 2841.50.9100. Subject merchandise may also enter under HTSUS subheading 3212.90.0050. While the HTSUS subheadings and CAS registry number are provided for convenience and customs purposes, the written description of the scope is dispositive.

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

**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 strontium chromate, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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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 strontium chromate into the United States or which export strontium chromate 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 strontium chromate?

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-1a. **Purchases and imports.**--Report separately your firm's domestic purchases and imports of strontium chromate, in any form (see definition on page 2).

**"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- June 2019
	Quantity (in pounds dry weight)			
<b>Purchases of strontium chromate produced in--</b>				
United States				
Austria				
France				
All other countries <sup>1</sup>				
Sources unknown <sup>2</sup>				
Total purchases	0	0	0	0
<b>Imports of strontium chromate from--</b>				
Austria				
France				
All other countries <sup>1</sup>				
Total imports <sup>3</sup>	0	0	0	0
<sup>1</sup> Please identify these countries: <sup>2</sup> Please indicate the firm(s) from which you purchased this merchandise: <sup>3</sup> If your firm imported strontium chromate at any time since January 1, 2016, please also complete and return a U.S. importers' questionnaire in this proceeding.				

II-1a. **Purchases and imports by form.**--Report the share of your firm's 2018 purchases of powder strontium chromate and strontium chromate in dispersion/paste form.

Source of purchases and imports	Share of 2018 purchases and imports		
	Powder	Dispersion/paste	Total
United States	%	%	0.0%
Austria	%	%	0.0%
France	%	%	0.0%
All other countries	%	%	0.0%

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of strontium chromate, in any form, from different sources have changed since January 1, 2016.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Austria	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
France	<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 strontium chromate market.

United States	Austria	France	Other countries	Other countries (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-4a. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for strontium chromate, in any form, since January 1, 2016. Also, provide the share of the quantity of your firm's total purchases of strontium chromate 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			%

II-4b. **Exclusive distribution agreements.**--Does your firm have exclusive distribution agreement(s) in the United States with a producer or producers of strontium chromate in any country?

Source	No	Yes	If yes, please provide details on producer(s) involved and dates/periods the agreement(s) cover
United States	<input type="checkbox"/>	<input type="checkbox"/>	
Austria	<input type="checkbox"/>	<input type="checkbox"/>	
France	<input type="checkbox"/>	<input type="checkbox"/>	
Other countries	<input type="checkbox"/>	<input type="checkbox"/>	

**Please respond to the questions in parts III and IV with respect to strontium chromate, in any form, as defined on page 2. If your response varies by type of strontium chromate, please indicate in the narrative section of the question or at question V-1.**

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

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

Paint/coatings manufacturer for aerospace applications	Paint/coatings manufacturer for non-aerospace applications	Distributor	Other	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**If your firm is a distributor of strontium chromate, 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 strontium chromate?

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

III-3. **Types of customers.**--What are the major types of consumers to which your firm sells strontium chromate?

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***If your firm is an end user of strontium chromate, please answer questions III-4 and III-5.***

III-4. **End uses.**--List the top 3 products your firm makes using strontium chromate and estimate the percent of your total production cost that is accounted for by strontium chromate and by other inputs (such as labor, energy, and other raw materials).

Product(s) your firm produces	Share of total cost in each of the product(s) your firm produces accounted for by				Total (should sum to 100.0% across)
	Strontium chromate		Other inputs		
Paint	%	+	%	=	0.0 %
Coatings	%	+	%	=	0.0 %
	%	+	%	=	0.0 %

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

(a) Has the demand for your firm's final products incorporating strontium chromate 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 strontium chromate?

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

III-6. **Substitutes.**--Can other products be substituted for strontium chromate?

No                       Yes--Please fill out the table.

	Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for strontium chromate?		Explanation (including the effectiveness and price level of the substitute(s) relative to strontium chromate)
			No	Yes	
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

III-7. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for strontium chromate 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-8. **Country preferences.**--Do you or your customers ever specifically order strontium chromate 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-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2018 purchases of strontium chromate that required strontium chromate produced in the United States.

	<b>Estimated percentage of your firm's total 2018 purchases of strontium chromate</b>
<b>Purchases that did not require domestic product</b>	%
<b>Purchases that were required by law or regulation to be domestic product</b> (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> (explain: )	%
<b>Total</b> (should sum to 100.0%)	0.0 %

III-10. **Conditions of competition.**--

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

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> No	Skip to question III-11.
<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 strontium chromate since January 1, 2016?

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

III-11. **Decisions based on producer and country-of-origin.**--How often does your firm, and if known, do your customers, make purchasing decisions involving strontium chromate based on its producer or country of origin?

Item	Always	Usually	Sometimes	Never	If at least sometimes, explain.
<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"/>	

III-12. **Availability of supply.**--Has the availability of strontium chromate in the U.S. market changed since January 1, 2016?

Availability in the U.S. market			Please explain, noting the countries and reasons for the changes.
	No	Yes	
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Austria	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from France	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from other countries	<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Supply constraints.**—

- a. Has any firm refused, declined, or been unable to supply your firm with strontium chromate 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>Year</b>	<b>No</b>	<b>Yes</b>	<b>If yes, please describe and identify the firm and/or source.</b>
2016	<input type="checkbox"/>	<input type="checkbox"/>	
2017	<input type="checkbox"/>	<input type="checkbox"/>	
2018	<input type="checkbox"/>	<input type="checkbox"/>	
2019	<input type="checkbox"/>	<input type="checkbox"/>	

- b. If you answered yes to part (a), has any supplier of strontium chromate directed your firm to seek an alternative source of supply since January 1, 2016?

<b>Year</b>	<b>No</b>	<b>Yes</b>	<b>If yes, please describe.</b>
2016	<input type="checkbox"/>	<input type="checkbox"/>	
2017	<input type="checkbox"/>	<input type="checkbox"/>	
2018	<input type="checkbox"/>	<input type="checkbox"/>	
2019	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **REACH Regulations.**—Have EU REACH regulations impacted the availability and/or price of strontium chromate in the U.S. market since January 1, 2016?

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

III-15. **Availability of specific product types.**--Are certain grades/types/sizes of strontium chromate only available from certain country sources?

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

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

(a) How frequently does your firm make purchases of strontium chromate (check one)?

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

(b) Has this purchasing frequency changed since January 1, 2016?

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

III-17. **Raw material prices.**—

(a) Is your firm familiar with the prices for raw materials used in the production of strontium chromate?

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 strontium chromate since 2016?

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

III-18. **Number of suppliers contacted.**--How many suppliers does your firm generally contact before making a purchase? Between \_\_\_\_ and \_\_\_\_ firms

III-19. **Diversity of supply.**--Does your firm purposefully maintain multiple sources of supply for strontium chromate?

No	Yes	If yes, please describe when and why your firm adopted this strategy.
<input type="checkbox"/>	<input type="checkbox"/>	

III-20. **Supplier negotiations.**--Do your firm's purchases of strontium chromate 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-21. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2016?

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

III-22. **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-23. **Supply contracts.**--Does your firm have any supply contracts with U.S. or foreign suppliers? If yes, please identify the supplier, the date entered into the contract, and the duration of the contract.

No	Yes	If yes, please identify the following:		
		Supplier name	Date entered into	Contract duration
<input type="checkbox"/>	<input type="checkbox"/>			

III-24. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell strontium chromate 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, ISO certification, etc.).

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

III-25. **Failure to certify.**--Since January 1, 2016, have any domestic or foreign producers failed in their attempts to certify or qualify their strontium chromate with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
<input type="checkbox"/>	<input type="checkbox"/>	

III-26. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase strontium chromate (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-27. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for strontium chromate.

Factor	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<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 meets industry standards <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<sup>1</sup> Standards include, but not limited to, ASTM D-153, D-1208, D-2448, D-280, D-281, D-4164, D-1210 and ISO 787/9, 787/10, and 2040.			

III-28. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of strontium chromate?

III-29. **Minimum quality.**--How often does strontium chromate from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Austria	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
France	<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-30. **Frequency of decisions based on price.**--How often does your firm purchase the strontium chromate that is offered at the lowest price?

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

III-31. **Price leaders.**--A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the strontium chromate market since January 1, 2016.

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

III-32. **Purchasing subject imports rather than domestic products.**—

(a) Since January 2016, did your firm purchase imports of strontium chromate from Austria and France instead of U.S.-produced strontium chromate? Respond for each country.

<b>Source</b>	<b>Yes (also respond to parts (b) and (c))</b>	<b>No (If "No" for all countries, skip to next question)</b>
Austria	<input type="checkbox"/>	<input type="checkbox"/>
France	<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>
Austria	<input type="checkbox"/>	<input type="checkbox"/>
France	<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 pounds dry weight)</b>	<b>No</b>	<b>If No, please indicate the reason your firm purchased imports instead of domestic product</b>
Austria	<input type="checkbox"/>		<input type="checkbox"/>	
France	<input type="checkbox"/>		<input type="checkbox"/>	

**III-33. U.S. producers and import competition.—**

- (a) Since January 1, 2016, in connection with a sale or offer to sell strontium chromate to your firm, did U.S. producers reduce their prices of domestically produced strontium chromate in order to compete with lower-priced imports of strontium chromate from the subject countries? Respond for each 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>
Austria	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
France	<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>
Austria	%	
France	%	

**PART IV.—PRODUCT COMPARISONS**

IV-1. **Interchangeability.**--Is strontium chromate 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

<b>Country-pair</b>	Austria	France	Other countries
United States			
Austria	X		
France	X	X	
For any country-pair producing strontium chromate which is <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use:			

IV-2. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between strontium chromate 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>	Austria	France	Other countries
United States			
Austria	X		
France	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 purchases of strontium chromate, 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 strontium chromate produced in each country you identified in your response to the first question in Part IV compares with strontium chromate produced in each of the other countries you identified.

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

Factor	Product from <u>United States</u> compared to product from <u>Austria</u>			Product from <u>United States</u> compared to product from <u>France</u>			Product from <u>Austria</u> compared to product from <u>France</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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 meets industry standards <sup>2</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"/>
Quality exceeds industry standards <sup>2</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"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<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.

<sup>2</sup> Standards include, but not limited to, ASTM D-153, D-1208, D-2448, D-280, D-281, D-4164, D-1210 and ISO 787/9, 787/10, and 2040.

IV-3. **Continued.**

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

Factor	Product from <u>United States</u> compared to product from other countries			Product from <u>Austria</u> compared to product from other countries			Product from <u>France</u> compared to product from other countries		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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 meets industry standards <sup>2</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"/>
Quality exceeds industry standards <sup>2</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"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<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.

<sup>2</sup> Standards include, but not limited to, ASTM D-153, D-1208, D-2448, D-280, D-281, D-4164, D-1210 and ISO 787/9, 787/10, and 2040.



**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.

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- 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/701731/2018/strontium\\_chromate\\_austria\\_and\\_france/final.htm](https://www.usitc.gov/investigations/701731/2018/strontium_chromate_austria_and_france/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:** **SRCR**

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