

U.S. PURCHASERS' QUESTIONNAIRE

CLAD STEEL PLATE

This questionnaire must be received by the Commission by no later than September 21, 2012

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty order concerning clad steel plate from Japan (inv. No. 731-TA-739 (Review)). 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 Amelia Preece (202-205-3250, amelia.preece@usitc.gov).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm purchased clad steel plate (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) at any time since January 1, 2006?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

CERTIFICATION

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

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

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

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	<i>Phone:</i> _____	_____ <i>Email address</i>
	<i>Fax</i> _____	

PART II.--PURCHASES

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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. **OMB statistics.**--Please provide the following information: the time required by your firm to complete this questionnaire; the cost to your firm to complete this questionnaire; and any comments you may have for improving this questionnaire in general or the clarity of specific questions.

Time	hours
Cost	dollars

Comments: _____

- I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?
 No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing clad steel plate from Japan into the United States or that are engaged in exporting clad steel plate from Japan to the United States?
 No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART II.--PURCHASES--Continued

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing clad steel plate from countries other than Japan into the United States or that are engaged in exporting clad steel plate from countries other than Japan to the United States?

No Yes--List the following information.

<u>Firm name and country</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of clad steel plate?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-7. **Business plan.**--Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for clad steel plate?

No Yes--Please provide these documents. If you are not providing the requested documents, please explain why not.

PART II.--PURCHASES--Continued

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

Name	
Title	
Email	
Telephone	
Fax	

II-1. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of clad steel plate. Report based on delivery date, not order date.

Quantity (in short tons) and value (in \$1,000)						
Item	2006	2007	2008	2009	2010	2011
Purchases of clad steel plate produced in--						
United States:						
<i>Quantity</i>						
<i>Value</i>						
Japan:						
<i>Quantity</i>						
<i>Value</i>						
All other countries:¹						
<i>Quantity</i>						
<i>Value</i>						
¹ Please identify these countries: _____						

PART II.--PURCHASES--Continued

II-2. **Changes in purchasing patterns.**--Please indicate how the relative levels of your firm's purchases of clad steel plate from different sources (both domestic and foreign) have changed since 2006.

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

II-3. **Purchases from one country only.**--If your firm has purchased clad steel plate from only one country, please explain the reasons for doing so.

II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for clad steel plate since 2006. Also, provide the share of the quantity of your firm's total purchases of clad steel plate that each of these suppliers accounted for in 2011.

No.	Supplier's name	City and state	Share of quantity of 2011 purchases
1			%
2			%
3			%
4			%
5			%

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

- End user (Fabricator)
- Distributor
- Other (Describe: _____)

III-2. **Competition for sales.**--If you are a distributor or reseller of clad steel plate, do you compete for sales to your customers with the manufacturers or importers from which you purchase clad steel plate?

- No
- Yes--Please describe.

III-3. **Types of customers.**--If your firm is a distributor or reseller of clad steel plate, what are the major types of consumers to which you sell clad steel plate?

III-4. **End uses.**--If your firm is an end user of clad steel plate, list the top end use products for which your firm purchases clad steel plate as a component part or input. Please indicate what percentage of the total cost is accounted for by clad steel plate and other inputs. Rank the end use products by the amount of clad plate used.

Rank, 1 through 4 in use	Product(s) you produce	Share of total cost in each of the product(s) you produce accounted for by		Total
		Clad steel plate (percent)	Other inputs (percent)	
	Pressure vessels made from clad plate (petrochemical industry)	%	%	100%
	Pressure vessels made from clad plate (_____ industry)	%	%	100%
		%	%	100%
		%	%	100%

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

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

(a) If your firm is an end user of clad steel plate, has the demand for your firm's final products incorporating clad steel plate changed since 2006?

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 clad steel plate?

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

III-6. **Changes in end uses.**--Have there been any changes in the end uses of clad steel plate since 2006? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

No Yes--Please fill out the table.

Substitute	End use in which this substitute is used	What thickness of clad plate can it replace	Have changes in the prices of this substitute affected the price for clad steel plate?		Explanation
			No	Yes	
1. Solid alloys			<input type="checkbox"/>	<input type="checkbox"/>	
2. Carbon steel plate with weld overlay			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	
4.			<input type="checkbox"/>	<input type="checkbox"/>	

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

III-8. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for clad steel plate since 2006? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-9. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for clad steel plate has changed since January 1, 2006, and how you anticipate demand will change in the future. Describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Demand since 2006					
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"/>	
Anticipated future demand					
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-10. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss clad steel plate supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Japan, and (3) the world as a whole. Of particular interest is such data from 2006 to the present and forecasts for the future.

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

III-11. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced clad steel plate in the U.S. market since 2006?

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

III-12. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of clad steel plate (check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves _____ percent of all our purchases of clad steel plate.
- Yes--Purchases of domestic product are not required by law or regulation, but are by our customers. This involves _____ percent of all our purchases of clad steel plate.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves _____ percent of all our purchases of clad steel plate.

III-13. **Conditions of competition.**--

a) Is the clad steel plate market subject to business cycles or conditions of competition (including seasonal business) distinctive to clad steel plate?

- No (skip to question III-14.)
- Yes--Please describe and then answer part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for clad steel plate since January 1, 2006?

- No
- Yes--Please describe.

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

III-14. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving clad steel plate based on the producer of the clad steel plate you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the producer and why this information is important
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-15. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving clad steel plate based on the country of origin of the clad steel plate you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the source and why this information is important
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-16. **Purchasing frequency.**--

(a) How frequently do you make purchases (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) Do you expect this purchasing pattern to change in the next two years?

No Yes--How and why do you expect these changes to occur?

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

III-17. **Change in suppliers.**--Have you changed suppliers since 2006?

- No Yes--Please list the supplier(s), whether the firm was added or dropped, the reasons for the change, and how frequently you change suppliers.

III-18. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2006?

- No Yes--Please identify the firms and indicate how you became aware of them.

(b) Do you expect any new clad steel plate suppliers to enter the U.S. market?

- No Yes--Please provide details.

III-19. **Supplier qualification**

(a) Do you require your suppliers to be certified to ASTM or similar standard to sell clad steel plate to your firm?

- No Yes-- _____ percent of value of purchases in 2011 Yes--all purchases

(b) Do you require your suppliers to be or to become certified or qualified (other than ASTM or similar standard) to sell clad steel plate to your firm?

- No Yes-- _____ percent of value of purchases in 2011 Yes--all purchases

(c) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

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

(d) How long does it take to qualify a new supplier? _____ days

III-20. **Failure to certify.**--Since 2006, have any domestic or foreign producers failed in their attempts to certify or qualify their clad steel plate with your firm or have any producers lost their approved status?

No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.

III-21. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for clad steel plate.

	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<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"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<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"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-22. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase clad steel plate for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Other factors or comments:	

III-23. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of clad steel plate?

III-24. **Frequency of decisions based on price.**--How often does your firm purchase the clad steel plate that is offered at the lowest price?

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

III-25. **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 clad steel plate market since 2006. Describe how the firm(s) exhibited price leadership.

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

III-26. Changes in U.S. industry.--

- (a) Please identify and discuss any improvements/changes in the U.S. clad steel plate industry since 2006 and explain the factors, including the order(s) under review, that were responsible for each improvement/change.

- (b) Please discuss any improvements/changes that you anticipate in the future in the U.S. clad steel plate industry. Identify the time period and causes for these improvements/changes.

III-27. Effect of revocation.--What do you think will be the likely effects of any revocation of the antidumping duty order for imports of clad steel plate from Japan? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.--PRODUCT COMPARISONS

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

- United States
- Japan
- Other countries (specify _____)

IV-2. **Interchangeability by country-pair.**--Is clad steel plate produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 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

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

Country-pair	Japan	Other countries
United States		
Japan	X	
For any country-pair producing clad steel plate that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/>		

PART IV.--PRODUCT COMPARISONS--Continued

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

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

Country-pair	Japan	Other countries
United States		
Japan	X	
<p>For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's purchases of clad steel plate, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/> <hr/> <hr/>		

PART IV.--PRODUCT COMPARISONS--Continued

IV-4. **Availability of merchandise.**--Are certain grades/types/sizes of clad steel plate available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

No Yes--Please identify the source and the grade/type/size.

IV-5. **Choice of product not based on price.**--If you purchased clad steel plate from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.--PRODUCT COMPARISONS--Continued

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how clad steel plate produced in each country you identified in your response to the first question in Part IV compares with clad steel plate produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

	<u>Product from United States</u> compared to product from <u>Japan</u>			<u>Product from United States</u> compared to product from			<u>Product from Japan</u> compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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"/>
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"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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"/>
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 ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

PART IV.--PRODUCT COMPARISONS--Continued

IV-6. Continued.

	Product from			Product from			Product from		
	compared to product from			compared to product from			compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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"/>
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"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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"/>
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 ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

PART IV.--PRODUCT COMPARISONS--Continued

IV-7. **Minimum quality**--How often does clad steel plate from the following countries meet minimum quality specifications for your uses or your customers' uses?

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

IV-8. **Change in price**--

(a) Since 2006, has there been a change in the price of clad steel plate? If so, has the price of U.S.-produced clad steel plate changed more or less than the price of imported clad steel plate from Japan?

- No change in price
- Prices have changed by the same amount
- Price of U.S.-produced clad steel plate has changed relative to the price of clad steel plate from Japan.

(b) If the price of U.S.-produced clad steel plate has changed relative to the price of clad steel plate from Japan, the price of U.S.-produced clad steel plate is now relatively

- Higher
- Lower – than those from Japan.

PART V.--BID PROCESS

The following questions should be answered by clad steel plate end users only.

V-1. **Bid exclusions.**--Since January 1, 2006, have you excluded one or more firms from bidding (e.g., not being willing to consider a bid submitted by a supplier, or asking a firm not to bid) on your purchases of clad steel plate? If so, list the suppliers whose bids were excluded and why were these bid(s) not considered.

No

Yes--List the suppliers whose bids were excluded and why these bid(s) were not considered.

Suppliers	Reasons

V-2. **Bid competition.**--How often do you request a bid from only one clad steel plated supplier? If you ask for bids from only one supplier please explain why.

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

V-3. **Number of suppliers contacted.**—(a) How many suppliers of clad steel plate do you generally contact before you have a contract to produce vessels? _____ to _____ firms

(b) How many clad steel plate suppliers do you contact once you have a contract?
 _____ to _____ firms

PART V.--BID PROCESS--Continued

Please answer the following questions for the bidding process that occurs before you have a contract to build a vessel.

V-4. **Number of projects.**--On how many projects did you bid in each year, 2006 through 2012?

	2006	2007	2008	2009	2010	2011	2012
Number of projects bid on:							

V-5. **Frequency projects have import competition.**--How frequently do your bids for projects face competition from vessel producers based in other countries?

Always	Usually	Sometimes	Rarely	Never	Don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

V-6. **Bid specifications.**--Do you provide clad steel plate suppliers with complete detailed specifications for the clad steel plate you are going to use in each project before you have a contract to build a vessel?

No Yes

V-7. **Frequency of rebidding .**--How frequently do you ask clad plate suppliers to rebid before you have a contract to build a vessel?

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

V-8. **Reasons for rebidding .**--Please provide the reasons for requesting rebids.

PART V.--BID PROCESS--Continued

Please answer the following questions for the bidding process that occurs after you have a contract to build a vessel.

V-9. **Frequency of rebidding** .--How often do you request bids from only one supplier after you have a contract to build the vessel? If you ask for bids from only one supplier, please explain why.

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

V-10. **Frequency of rebidding** .--How often do you allow/request individual sellers to provide more than one bid for a sale of clad steel plate after you have a vessel contract?

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

V-11. **Reasons for rebidding** .--Please provide the reasons for requesting rebids.

V-12. **Price discussions** .--How often do you discuss with your clad steel plate suppliers the bids of competing firms (whether or not you disclose the identity of the competitor) to obtain a lower bid price? Please describe these discussions.

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