

**PURCHASERS' QUESTIONNAIRE**  
**SUPERALLOY DEGASSED CHROMIUM FROM JAPAN**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than September 12, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning superalloy degassed chromium from Japan (inv. No.731-TA-1090 (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 Clark Workman (202-205-3248).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased superalloy degassed chromium (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 2002?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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**CERTIFICATION**

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

*By signing 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 investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation 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 investigation or related proceedings for which this information is submitted, or in internal audits and investigations 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.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

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 20 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-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form. \_\_\_\_\_ hours \_\_\_\_\_ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. 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. 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. Does your firm have any related firms, either domestic or foreign, which are engaged in importing superalloy degassed chromium from Japan into the United States or which are engaged in exporting superalloy degassed chromium from Japan to the United States?

No  Yes--List the following information.

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

**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of superalloy degassed chromium?

No       Yes--List the following information.

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

**PART II.--PURCHASES**

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of superalloy degassed chromium. Report based on delivery date, not order date.

<i>(Quantity in thousand pounds, value in \$1,000)</i>				
Item	2002	2003	2004	Jan.-June 2005
<b>PURCHASES OF SUPERALLOY DEGASSED CHROMIUM PRODUCED IN THE UNITED STATES:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF SUPERALLOY DEGASSED CHROMIUM PRODUCED IN JAPAN:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF SUPERALLOY DEGASSED CHROMIUM PRODUCED IN ALL OTHER COUNTRIES:<sup>1</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<sup>1</sup> Please identify these countries: _____				

**PART II.--PURCHASES--Continued**

II-2. Please report the total quantity (in 1,000 pounds) and dollar value of your firm's purchases of vacuum melt grade chromium in 2004.

	<u>Quantity (1,000 pounds)</u>	<u>Value (1,000 dollars)</u>
United States	_____	_____
Japan	_____	_____
Other countries	_____	_____

II-3. If the relative shares of your firm's total purchases of superalloy degassed chromium from different sources (both domestic and foreign) have changed in the since January 1, 2002, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-4. If your firm has purchased superalloy degassed chromium from only one country, please explain the reasons for doing so.

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

III-1. Which of the following best describes your firm as a purchaser of superalloy degassed chromium (check all that apply, noting the specific end uses if known)?

END USER ( \_\_\_\_\_ )

DISTRIBUTOR ( \_\_\_\_\_ )

Other ( \_\_\_\_\_ )

III-2. (a) If your firm is a distributor or reseller of superalloy degassed chromium, what are the major types of consumers to which you sell superalloy degassed chromium?

\_\_\_\_\_  
\_\_\_\_\_

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase superalloy degassed chromium?

\_\_\_\_\_  
\_\_\_\_\_

III-3. If your firm is an end user of superalloy degassed chromium, list in order of quantity of superalloy degassed chromium consumed, the top 3 products for which your firm purchases superalloy degassed chromium as a component part or input. Please indicate what percentage of the total cost is accounted for by superalloy degassed chromium.

**Product you produce**

**Percent of cost accounted for by superalloy degassed chromium**

1. \_\_\_\_\_

1. \_\_\_\_\_

2. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

3. \_\_\_\_\_

III-4. If your firm is an end user of vacuum melt grade chromium , list in order of quantity of vacuum melt grade chromium consumed, the top 3 products for which your firm purchases vacuum melt grade chromium as a component part or input. Please indicate what percentage of the total cost is accounted for by vacuum melt grade chromium.

**Product you produce**

**Percent of cost accounted for by vacuum grade chromium**

1. \_\_\_\_\_

1. \_\_\_\_\_

2. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

3. \_\_\_\_\_

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

III-5. (a) If your firm is an end user of superalloy degassed chromium, has the demand for your firm's final products incorporating superalloy degassed chromium changed since January 1, 2002? If so, please describe this change in demand.

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(b) Has this change had any effect on your firm's demand for superalloy degassed chromium?

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III-6. a) Please list in order of importance any products that may be substituted for superalloy degassed chromium.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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c) Have changes in the prices of these products affected the price for superalloy degassed chromium?

No       Yes--To what degree do changes in their prices affect the price for superalloy degassed chromium? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of superalloy degassed chromium or final end use?

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(d) Please describe the impact, if any, of vacuum melt grade chromium on superalloy degassed chromium demand and prices since January 1, 2002.

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

III-7. During January 1, 2002 through June 30, 2005, did your firm substitute vacuum melt grade chromium or any other product for superalloy degassed chromium?

- No       Yes--Please indicate, for each calendar year (2002-04) and for January-June 2005, the share (in percent) of your end use quantity of superalloy degassed chromium that was displaced by each of these products (naming the specific products) and the specific applications in which the substitution occurred.

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III-8. Are there specific applications in which there are no substitutes for superalloy degassed chromium?

- No       Yes-- Please list these applications.

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III-9. During January 2002 to June 2005, did you change any of your product specifications to accept lower grade chromium, such as vacuum melt grade chromium instead of superalloy degassed chromium?

- No       Yes--Please explain

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III-10. Are you aware whether the superalloy degassed chromium you are purchasing is U.S.-produced or imported?

- Always       Usually       Sometimes       Never

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

III-11. Do you know the manufacturer of the superalloy degassed chromium that you purchase?

- Always       Usually       Sometimes       Never

III-12. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

- Always       Usually       Sometimes       Never

III-13. Have you made significant changes in your purchasing patterns (e.g., frequency) since January 1, 2002?

- No       Yes--Please explain.

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III-14. How many suppliers do you generally contact before making a purchase?

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III-15. Have you changed suppliers since January 1, 2002?

- No       Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

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III-16. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2002?

- No       Yes--Please identify the firms.

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

III-17. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the superalloy degassed chromium they sell to your firm?

- No       Yes— \_\_\_\_ percent of purchases in 2004       Yes—all purchases

Please provide a general description of the certification or qualification process and the time required.

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III-18. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

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III-19. Since January 1, 2002, have any domestic or foreign producers failed in their attempts to certify or qualify their superalloy degassed chromium 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 process.

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

III-20. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for superalloy degassed chromium.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
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 qty 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-20. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase superalloy degassed chromium for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-21. What characteristics does your firm consider when determining the quality of superalloy degassed chromium?

\_\_\_\_\_  
\_\_\_\_\_

III-22. How often does your firm purchase the superalloy degassed chromium that is offered at the lowest price?

- Always       Usually       Sometimes       Never

III-23. Please list the names of any firms you considered price leaders in the superalloy degassed chromium market during January 2002-June 2005. 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 does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

\_\_\_\_\_  
\_\_\_\_\_

III-24. Please describe how the above firm(s) exhibited price leadership.

\_\_\_\_\_  
\_\_\_\_\_

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

III-25. a) Does your firm purchase superalloy degassed chromium over the internet (e.g., online reverse auctions)?

- No                       Yes--Please describe, noting the estimated percentage of your firm's total purchases of superalloy degassed chromium in 2004 accounted for by internet purchases.

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b) What role do reverse internet auctions play in your purchases of superalloy degassed chromium compared to other forms of negotiating prices? Has this changed since 2002?

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III-26. Does your firm purchase superalloy degassed chromium on a consignment basis?

- No                       Yes--Please indicate what share (in percent) of the quantity of superalloy degassed chromium your firm purchased in 2004 was on a consignment basis, whether your supplier(s) set a time limit on the quantities held in consignment (and listing any such time limit for each supplier), and approximately how long the merchandise normally remains in consignment.

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III-27. Are you willing to pay a premium for having unlimited time for consignment compared to consignment sales for which there is a time limit on consignment? If so, how large is this premium?

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III-28. Please explain any factors that limit your purchases of superalloy degassed chromium to a particular source, such as "Buy American" requirements, indicating for each factor the source and the percentage of your purchases affected.

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED SUPERALLOY DEGASSED CHROMIUM**

IV-1. Please indicate the countries of origin for superalloy degassed chromium for which your firm has actual marketing/pricing knowledge.

- United States
- Japan
- Other countries (Please specify \_\_\_\_\_)

IV-2. Is superalloy degassed chromium produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Japan	Other countries
United States			
Japan			

<sup>1</sup> For any country-pair producing superalloy degassed chromium which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
SUPERALLOY DEGASSED CHROMIUM--Continued**

IV-3. Do you or your customers ever specifically order superalloy degassed chromium from one country in particular over other possible sources of supply?

- No                       Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why superalloy degassed chromium from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-4. Are certain grades/types/sizes of superalloy degassed chromium 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.

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IV-5. If you purchased superalloy degassed chromium 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.

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
SUPERALLOY DEGASSED CHROMIUM--Continued**

IV-6. For the factors listed below, please rate how superalloy degassed chromium produced in each country you identified in your response to the first question in Part IV compares with superalloy degassed chromium produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	<b>compared to</b>	_____	
(specify country)		(specify country)	
	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
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"/>
Lower price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty 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"/>
Lower 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"/>

<sup>1</sup> A lower price should be rated as "superior." (A higher price would be "inferior.")

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED SUPERALLOY  
DEGASSED CHROMIUM--Continued**

IV-7. (a) How often does domestically produced superalloy degassed chromium meet minimum quality specifications for your uses or your customers' uses?

- Always       Usually       Sometimes       Rarely or never

(b) How often does imported subject superalloy degassed chromium meet minimum quality specifications for your uses or your customers' uses?

- Always       Usually       Sometimes       Rarely or never

(c) How often does imported nonsubject superalloy degassed chromium meet minimum quality specifications for your uses or your customers' uses?

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never



**PART V.– BID PRICE DATA**

This question requests data and information related to your purchases of superalloy degassed chromium since January 2002. On the following pages, detailed information is requested on the price negotiation process for each of your firm's contracts in each year.

This information is requested for both successful and unsuccessful negotiations with all suppliers (including domestic producers and suppliers of Japanese and nonsubject products). Please provide information on the seller's initial bid price, their final bid price, the range of quantities under negotiation, and the quantity of product sold if negotiations were successful. If any of this information is unavailable, please provide (clearly labeled) estimates. If multiple, distinct negotiations occurred with any given seller (e.g., for purchase of additional product following the finalization of a previous purchase contract), please include each episode on a separate page. Also, in an attachment describe any proposed transactions for products other than superalloy degassed chromium included in bids.

**COPY THE NEXT PAGE AS NECESSARY TO COVER ALL RELEVANT YEARS AND CONTRACTS.** Report all purchase prices and quotes on delivered basis.

**PART V.- BID PRICE DATA--Continued**

V-1. Report information for all bids received by your firm since January 1, 2002 for superalloy degassed chromium. Please photocopy this page as necessary.

Item	(Quantity in 1,000 pounds, value in 1,000 dollars)			
	Supplier 1:	Supplier 2:	Supplier 3:	Supplier 4:
Supplier name				
Country of origin				
Product specifications (ex. grade)				
Duration of contract				
Tied to other transactions? <sup>1</sup> (please describe in an attachment)				
Meet-or-release clause?				
Internet reverse auction bid?				
Consignment terms				
Initial bid:				
Date				
Quantity				
Value				
Final bid: <sup>3</sup>				
Date				
Quantity				
Value				
Contract award (if won):				
Date				
Quantity				
Value				

<sup>1</sup> A bid is "tied" to other transactions if connected to such transactions in any way, such as where the award of the bid created a preference for that seller (e.g., a right of first refusal) or affected the price for the other transactions.

Please discuss the reasons for choosing the supplier or suppliers of the winning bid(s).

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**PART VI.--TRADE AND RELATED INFORMATION**

VI-1. Comparability of superalloy degassed chromium and vacuum melt grade chromium.--Please describe the differences and similarities between superalloy degassed chromium and vacuum melt grade chromium in terms of the following factors: (a) **physical characteristics and uses**; (b) **interchangeability** – whether the two products are substitutable in specific, representative end uses, including an estimate of how often the products are actually used in the applications; (c) **channels of distribution**; (d) **manufacturing processes** – the extent to which the products share common manufacturing facilities, production processes, and production employees; (e) **price**; and (f) **customer and producer perceptions**. Use additional pages as necessary.

(a) Physical characteristics and uses: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(b) Interchangeability: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(c) Channels of distribution: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(d) Manufacturing processes: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(e) Price: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(f) Customer and producer perceptions: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART VII.--SUPPLIER AND CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's five largest **suppliers** of superalloy degassed chromium purchased during 2002-2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of superalloy degassed chromium that each of these suppliers accounted for in 2004.

No.	Supplier's name	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 purchases (%)
1					
2					
3					
4					
5					

Please provide the names of your firm's five largest **customers** of products produced using superalloy degassed chromium during 2002 to 2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total sales of superalloy degassed chromium that each of these suppliers accounted for in 2004.

No.	Customer's name	Street address ( <u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					