

**FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE**  
**TIN- AND CHROMIUM-COATED STEEL SHEET 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 February 24, 2006**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review concerning tin- and chromium-coated steel sheet (TCCSS) from Japan (inv. No. 731-TA-860 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

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

Address \_\_\_\_\_  
\_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm produced or exported TCCSS or excluded tin mill products (as defined in the instruction booklet) at any time since January 1, 2000?

**NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

**YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**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 review in any other import-injury investigations or reviews 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 review 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 review 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*

\_\_\_\_\_  
*E-mail address*

**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.

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I-3. Please provide the names and addresses of the **FIVE** largest U.S. importers of your firm's TCCSS between 2000 and 2005.

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I-4. In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for TCCSS?

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

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

I-5. Does your firm or any related firm produce, have the capability to produce, or have any plans to produce TCCSS in the United States or other countries?

- No                       Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Olympia Hand for copies of that questionnaire).

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I-6. Does your firm or any related firm import or have any plans to import TCCSS into the United States?

- No                       Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Olympia Hand for copies of that questionnaire).

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

II-1 (a) Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of TCCSS since 2000?

- No                       Yes -- Please supply details as to the time (month and year), nature and significance of such changes in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. Please compare your firm's operations before and after the merger(s)/acquisition(s) and/or closure(s)/consolidation(s).

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II-1 (b) If your firm has experienced merger(s), plant opening(s), and/or acquisition(s) since 2000, please provide the total capacity before and after below.

**PART II.--TRADE AND RELATED INFORMATION--Continued**

Pre and Post Merger(s)/Acquisition Capacity Data			
Description of Merger(s)/Acquisition(s)	Date	Pre-Merger Production Capacity (short tons)	Post-Merger Production Capacity (short tons)

II-1 (c) If your firm has experienced plant closing(s), relocations, consolidation(s), and/or prolonged shutdown(s) since 2000, please provide the total capacity before and after.

Pre and Post Closure(s)/Consolidation(s) Capacity Data			
Description of Closure(s)/Consolidation(s)	Date	Pre-Closure Production Capacity (short tons)	Post-Closure Production Capacity (short tons)

II-1 (d) Has your firm experienced any related production process changes since 2000?

No       Yes-- Please supply details as to the time (month and year), nature and significance of such changes.

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II-2. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of TCCSS in the future?

No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce TCCSS (in short tons) for 2006 and 2007.**

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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-3. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of TCCSS in the future if the antidumping duty order on TCCSS from Japan were to be revoked?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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II-4. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of TCCSS in Japan in the future?

- No                       Yes--Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that addresses this issue.

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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-5. Describe the production technology used in the production of TCCSS in Japan and identify major production inputs. Also discuss any significant changes in production technology since 2000 (the year the antidumping duty order(s) under review became effective).

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II-6 Has your firm since 2000 (the year the antidumping duty order under review became effective) produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of TCCSS?

No       Yes--List the following information and report your firm's combined production capacity and production of these products and TCCSS in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity</u>
_____	_____	_____
_____	_____	_____

<i>(Quantity in short tons)</i>						
Item	2000	2001	2002	2003	2004	2005
<b>AVERAGE PRODUCTION CAPACITY</b>						
<b>PRODUCTION-TCCSS</b>						
<b>PRODUCTION-EXCLUDED TIN MILL PRODUCTS</b>						
<b>PRODUCTION-OTHER PRODUCTS</b>						

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-7(a) Report the following data for 2005 relating to the capacity and production at the various stages of the production process for tin-plate or tin-free steel, as well as for galvanized steel (in short tons).

Quantity in short tons		
	Capacity	Production
Melt/Raw Steel		
Slabs		
Hot Rolling		
Cold Rolling		
Annealing		
Tempering		
Tin Coating		
Chromium Coating		
Galvanizing		

II-7(b) Do any stages of the production process other than the tin plate or tin free lines constrain your firm's *practical* capacity to produce these products?

No\_\_\_ Yes\_\_\_: If "Yes", explain: \_\_\_\_\_

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

II-7.(c) Please describe the constraint(s) that set the limit(s) on your production capacity.

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

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-8. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of TCCSS?

\_\_\_\_\_ Percent

II-9. Is your firm able to switch production between TCCSS and other products in response to a relative price change in the price of TCCSS vis-a-vis the price of other products, using the same equipment and labor?

No  Yes--Please identify below the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from TCCSS.

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

II-10. Has your firm maintained any inventories of TCCSS in the United States (not including inventories held by firms identified in questions I-3, I-5, or I-6 above<sup>1</sup>) since 2000?

No  Yes--Report the quantity (in short tons) of such **end-of-period** inventories below.

2000                      2001                      2002                      2003                      2004                      2005

\_\_\_\_\_

II-11. Are your firm's exports of TCCSS subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No  Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

Product	Country	Year imposed	Barrier (if tariff, give rate)
_____	_____	_____	_____
_____	_____	_____	_____

<sup>1</sup> Such firms will report inventories in the Commission's importer or producer questionnaire.



**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-12 Are your firm's exports of TCCSS subject to current investigations in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No  Yes--List the products(s), country(ies), and type of investigation.

Product	Country	Type of investigation
_____	_____	_____
_____	_____	_____

II-13. Identify export markets (other than the United States) that you have developed or where you have increased your sales of TCCSS as a result of the antidumping duty order on TCCSS from Japan. Please identify and discuss below.

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II-14. Describe the significance of the existing antidumping duty order covering imports of TCCSS from Japan in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. Please compare your firm's operations before and after the imposition of the order.

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II-15. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of TCCSS in the future if the antidumping duty order on TCCSS from Japan were to be revoked?

No  Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-16a. Please report production capacity, production, shipments, and inventories of TCCSS produced by your firm in Japan in 2000-05.

<i>(Quantity in short tons, value in 1,000 U.S. dollars)</i>						
Item	2000	2001	2002	2003	2004	2005
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup> (quantity)</b>						
<b>BEGINNING-OF-PERIOD INVENTORIES<sup>2</sup> (quantity)</b>						
<b>PRODUCTION<sup>3</sup> (quantity)</b>						
<b>SHIPMENTS:</b>						
<b>Home market:</b>						
<b>Internal consumption/transfers (quantity)</b>						
<b>Commercial shipments: Quantity</b>						
<b>Value</b>						
<b>Exports to--</b>						
<b>United States:<sup>4</sup> Quantity</b>						
<b>Value</b>						
<b>All other export markets: European Union:<sup>5</sup> Quantity</b>						
<b>Value</b>						
<b>Asia:<sup>6</sup> Quantity</b>						
<b>Value</b>						
<b>Other:<sup>7</sup> Quantity</b>						
<b>Value</b>						
<b>Subtotal, all other export markets: Quantity</b>						
<b>Value</b>						
<b>Total exports (quantity)</b>						
<b>Total shipments (quantity)</b>						
<b>END-OF-PERIOD INVENTORIES (quantity)</b>						

<sup>1</sup> The production capacity (see definitions in instructions booklet) reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_

<sup>3</sup> Please estimate the percentage of total production of TCCSS in Japan accounted for by your firm's production in 2005: \_\_\_\_\_ Percent

<sup>4</sup> Please estimate the percentage of total exports to the United States of TCCSS from Japan accounted for by your firm's exports in 2005: \_\_\_\_\_ Percent

<sup>5</sup> Identify principal *European Union* export markets. \_\_\_\_\_

<sup>6</sup> Identify principal *Asian* export markets. \_\_\_\_\_

<sup>7</sup> Identify principal *other* export markets. \_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-16b. Please report production capacity, production, shipments, and inventories of **excluded tin mill products** produced by your firm in Japan in 2000-05.

<i>(Quantity in short tons, value in 1,000 U.S. dollars)</i>						
Item	2000	2001	2002	2003	2004	2005
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup> (quantity)</b>						
<b>BEGINNING-OF-PERIOD INVENTORIES<sup>2</sup> (quantity)</b>						
<b>PRODUCTION<sup>3</sup> (quantity)</b>						
<b>SHIPMENTS:</b>						
<b>Home market:</b>						
<b>Internal consumption/transfers (quantity)</b>						
<b>Commercial shipments: Quantity</b>						
<b>Value</b>						
<b>Exports to--</b>						
<b>United States:<sup>4</sup> Quantity</b>						
<b>Value</b>						
<b>All other export markets: European Union:<sup>5</sup> Quantity</b>						
<b>Value</b>						
<b>Asia:<sup>6</sup> Quantity</b>						
<b>Value</b>						
<b>Other:<sup>7</sup> Quantity</b>						
<b>Value</b>						
<b>Subtotal, all other export markets: Quantity</b>						
<b>Value</b>						
<b>Total exports (quantity)</b>						
<b>Total shipments (quantity)</b>						
<b>END-OF-PERIOD INVENTORIES (quantity)</b>						

<sup>1</sup> The production capacity (see definitions in instructions booklet) reported is based on operating \_\_\_\_ hours per week, \_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> **Reconciliation of data.**--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_

<sup>3</sup> Please estimate the percentage of total production of excluded tin mill products in Japan accounted for by your firm's production in 2005: \_\_\_\_\_ Percent

<sup>4</sup> Please estimate the percentage of total exports to the United States of excluded tin mill products from Japan accounted for by your firm's exports in 2005: \_\_\_\_\_ Percent

<sup>5</sup> Identify principal *European Union* export markets. \_\_\_\_\_

<sup>6</sup> Identify principal *Asian* export markets. \_\_\_\_\_

<sup>7</sup> Identify principal *other* export markets. \_\_\_\_\_

**PART III.--MARKET FACTORS**

III-1. (a) Approximately what share of your firm's sales of TCCSS to U.S. customers in 2005 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

(b) Has the percentage of contract vs. spot sales increased, decreased, or remained the same since 2000? If the percentage of contract vs. spot sales differ during the period (e.g., increased in 2002, but decreased in 2003), please identify all periods in which the percentage of contract vs. spot sales changed, indicating whether this percentage increased, decreased or remained the same.

Increased     Unchanged     Decreased

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

(c) Do you expect the percentage of contract vs. spot sales to increase, decrease, or remain the same in the future? If you expect the percentage of contract vs. spot sales to differ in the future (e.g., increase in 2006, but decrease in 2007), please identify all periods in which you expect the percentage of contract vs. spot sales to change, indicating whether you expect this percentage to increase, decrease, or remain the same.

Increase     No change     Decrease

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

(d) For those sales pursuant to long-term contracts, has the length (duration) of the contracts increased since 2000? Please describe

Shorter     About the same length     Longer

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

**PART III.--MARKET FACTORS--Continued**

III-2. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

(e) What are the standard quantity requirements, if any? \_\_\_\_\_

(f) What is the price premium for sub-minimum shipments? \_\_\_\_\_percent

(g) Are prices negotiated separately for each product specification or are they negotiated for multiple specifications? \_\_\_\_\_

(h) Do negotiated prices change during the contract period? \_\_\_\_ Yes \_\_\_\_ No. Please explain.

\_\_\_\_\_

(i) When are contracts negotiated? \_\_\_\_\_

(j) Are other producer's prices referenced during contract negotiations with prospective customers? \_\_\_\_ Yes \_\_\_\_ No. Please explain. \_\_\_\_\_

\_\_\_\_\_

(k) Are the terms of contract sales binding if the customer does not order the quantity agreed to in the contract? \_\_\_\_\_

(l) Are there penalties associated with not meeting delivery schedules? Is so, are these penalties reflected in invoice prices or some other way (i.e. credits issued to the purchaser at a later date)?\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--MARKET FACTORS--Continued**

III-3. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

(e) What are the standard quantity requirements, if any? \_\_\_\_\_

(f) What is the price premium for sub-minimum shipments? \_\_\_\_\_ percent (g) Are prices negotiated separately for each product specification or are they negotiated for multiple specifications? \_\_\_\_\_

(h) Do negotiated prices change during the contract period? \_\_\_\_ Yes \_\_\_\_ No. Please explain.

\_\_\_\_\_

(i) When are contracts negotiated? \_\_\_\_\_

(j) Are other producer's prices referenced during contract negotiations with prospective customers? \_\_\_\_ Yes \_\_\_\_ No. Please explain. \_\_\_\_\_

\_\_\_\_\_

(k) Are the terms of contract sales binding if the customer does not order the quantity agreed to in the contract? \_\_\_\_\_

(l) Are there penalties associated with not meeting delivery schedules? Is so, are these penalties reflected in invoice prices or some other way (i.e. credits issued to the purchaser at a later date? \_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--MARKET FACTORS--Continued**

III-4. How does your current on-time delivery performance compare with performance prior to 2000? Has the performance varied by customer? \_\_\_\_\_

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

III-5. (a) What is the average lead time between a U.S. customer's order and the date of delivery for your firm's sales of TCCSS?

Source	Share of 2005 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

(b) Has the average lead time increased, decreased, or remained the same since 2000? If changes in lead times differ during the period (e.g., increased in 2002, but decreased in 2003), please identify all periods in which lead times changed, indicating whether lead times increased, decreased or remained the same.

Increased    Unchanged    Decreased

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

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

(c) Do you expect the average lead time to increase, decrease, or remain the same in the future? If you expect changes in lead times to differ in the future (e.g., increase in 2006, but decrease in 2007), please identify all periods in which you expect lead times to change, indicating whether you expect lead times to increase, decrease, or remain the same.

Increase    No change    Decrease

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

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

**PART III.--MARKET FACTORS--Continued**

III-6. (a) To what extent have changes in the prices of raw materials affected your firm's selling prices for TCCSS since 2000? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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(b) Please indicate the extent to which your firm employs raw material surcharges, including the time period(s) employed and the raw materials covered.

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III-7. 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 Japan-produced TCCSS in the U.S. market since 2000?

No                       Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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III-8. (a) Do you anticipate any changes in terms of the availability of Japan-produced TCCSS in the U.S. market in the future?

Increase                       No Change                       Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--MARKET FACTORS--Continued**

III-9. Describe how easily your firm can shift its sales of TCCSS between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting TCCSS between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-10. Is the product range, product mix, or marketing of TCCSS in your home market significantly different from the product range, product mix, or marketing of TCCSS for export to the United States or to third-country markets? Have there been any significant changes in the product range, product mix, or marketing of TCCSS in your home market, for export to the United States, or for export to third-country markets since 2000?

No       Yes--Please describe and quantify if possible.

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III-11. Please discuss any anticipated changes in terms of the product range, product mix, or marketing of TCCSS in your home market, for export to the United States, or for export to third-country markets in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--MARKET FACTORS--Continued**

III-12. (a) Please list in order of importance any products that may be substituted for TCCSS.

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

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

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

(c) Have changes in the prices of these products affected the price for TCCSS?

No       Yes--To what degree do changes in their prices affect the price for TCCSS? 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 TCCSS or final end use?

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

III-13. Have there been any changes in the number or types of products that can be substituted for TCCSS since 2000?

No       Yes--Please explain.

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

III-14. Do you anticipate any changes in terms of the substitutability of other products for TCCSS in the future?

No       Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

**PART III.--MARKET FACTORS--Continued**

III-15. Is the TCCSS produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's TCCSS sold to the United States and/or to third-country markets?

Yes       No--Identify the market(s) and any differences in the products.

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III-16. Describe the end uses of the TCCSS that you manufacture and sell to your home market. If these end uses differ from those of the TCCSS you sell to the U.S. market or to third-country markets, explain.

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III-17. Have there been any changes in the end uses of TCCSS since 2000?

No       Yes--Please describe.

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III-18. Do you anticipate any changes in terms of the end uses of TCCSS in the future?

No       Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--MARKET FACTORS--Continued**

III-19. (a) How has demand within Japan for TCCSS changed since 2000?

Increased                       Unchanged                       Decreased

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

What were the principal factors affecting changes in demand?

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

(b) How has demand within the United States for TCCSS changed since 2000?

Increased                       Unchanged                       Decreased

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

What were the principal factors affecting changes in demand?

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

(c) How has demand within the markets other than Japan and the United States for TCCSS changed since 2000?

Increased                       Unchanged                       Decreased

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

What were the principal factors affecting changes in demand?

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

III-20. Do you anticipate any future changes in TCCSS demand in your home market and the United States and, if known, the rest of the world?

No                       Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

**PART III.--MARKET FACTORS--Continued**

III-21. Please compare market prices of TCCSS in your home market, the United States, and third-country markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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III-22. Describe briefly your home market for TCCSS, including the number of, and competition between, producers.

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III-23. Do you face competition from imports of TCCSS in your home market?

No             Yes--Please identify the country sources of any imports of TCCSS into your home market.

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III-24. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss TCCSS 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 2000 to the present and forecasts for the future.

III-25. Does your firm sell TCCSS over the internet?

No             Yes--Please describe, noting the estimated percentage of your firm's total sales of TCCSS in 2005 accounted for by internet sales.

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