

**IMPORTERS' 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. 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported TCCSS or excluded tin mill products (as defined in the instruction booklet) from any country at any time since January 1, 2000?</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>
--

**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*

**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 30 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 pages 3-4 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 TCCSS from Japan into the United States or which are engaged in exporting TCCSS 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 importing TCCSS from countries other than Japan into the United States or which are engaged in exporting TCCSS from countries other than Japan to the United States?

No  Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of TCCSS?

No  Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on TCCSS. More than one answer may be applicable.

Importer of record  Takes title to the imported product(s)  
 Consignee of the imported product(s)  Customs broker or freight forwarder

I-8. If your firm is an importer of record of TCCSS but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

---



---

I-9. Please indicate whether your firm enters TCCSS into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. If you import into a foreign trade zone (FTZ), please fill out part IV at the end of this questionnaire.

Foreign trade zones  No  Yes--list location(s):

---

Bonded warehouses  No  Yes--list location(s):

---

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

I-10. Please indicate whether your firm imports TCCSS under the TIB (temporary importation under bond) program.

No  Yes

I-11. 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.

---

---

I-12. To your knowledge, have the products subject to this review been the subject of any other import relief investigations in the United States or in any other countries?

No  Yes--Please specify.

---

---

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

Further information on this part of the questionnaire can be obtained from Olympia Hand (202-205-3182) or [olympia.hand@usitc.gov](mailto:olympia.hand@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title  
\_\_\_\_\_  
Phone No. \_\_\_\_\_ E-mail address \_\_\_\_\_

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of TCCSS since 2000?

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

---

---

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation 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.

---



---

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation 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.

---



---

II-5. Has your firm imported or arranged for the importation of TCCSS from Japan for delivery after December 31, 2005?

- No
- Yes--Indicate the details below.

<i>(Quantity in short tons, value in dollars)</i>		
Period of order	Quantity	Value
<b>2006:</b>		
January-March		
April-June		
July-September		
October-December		

II-6. If your firm also produces TCCSS in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

---



---



---

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

II-7a. **IMPORTS BY SOURCE**--Report your firm's imports and your firm's shipments and inventories of TCCSS imported by your firm during 2000-2005. (See definitions in the instruction booklet.) **Report separately for Japan and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

Japan                       All other sources combined<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2000	2001	2002	2003	2004	2005
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>						
<b>IMPORTS:<sup>2</sup></b>						
<i>Quantity</i> of imports						
<i>Value</i> of imports						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
<b>Internal consumption/company transfers:</b>						
<i>Quantity</i> of internal consumption/transfers						
<i>Value<sup>3</sup></i> of internal consumption/transfers						
<b>EXPORT SHIPMENTS:<sup>4</sup></b>						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> <i>(quantity)</i>						
<b>U.S. SHIPMENTS TO DISTRIBUTORS<sup>6</sup></b> <i>(quantity)</i>						
<b>U.S. SHIPMENTS TO END USERS<sup>6</sup></b> <i>(quantity)</i>						
<sup>1</sup> Please identify these sources: _____ _____						
<sup>2</sup> Please identify the foreign producers, if known: _____ _____						
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000-2005 below: _____ _____						
<sup>4</sup> Identify your principal export markets: _____ _____						
<sup>5</sup> <b>Reconciliation of data</b> --Please note that the short tons reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____						
<sup>6</sup> The sum of U.S. shipments to distributors and end users must equal the total for U.S. shipments.						

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

II-7b. **U.S. SHIPMENTS OF IMPORTS BY SOURCE.**--Report your firm's shipments of TCCSS imported by your firm during 2000-2005. (See definitions in the instruction booklet.) **Report separately for Japan and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Japan                       All other sources combined<sup>1</sup>

<i>(Quantity in short tons)</i>		
Item	2004	2005
U.S. SHIPMENTS TO THE NORTHEAST: <sup>1</sup> <i>(quantity)</i>		
U.S. SHIPMENTS TO THE MIDWEST: <sup>2</sup> <i>(quantity)</i>		
U.S. SHIPMENTS TO THE SOUTH: <sup>3</sup> <i>(quantity)</i>		
U.S. SHIPMENTS TO THE WEST: <sup>4</sup> <i>(quantity)</i>		
U.S. SHIPMENTS TO OTHER: <sup>5</sup> <i>(quantity)</i>		

<sup>1</sup> **Northeast.**--Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

<sup>2</sup> **Midwest.**--Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

<sup>3</sup> **South.**--Alabama, Arkansas, Delaware, District of Columbia, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Louisiana, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

<sup>4</sup> **West.**--Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.

<sup>5</sup> **Other.**--Alaska, Hawaii, Puerto Rico, and the U.S. Virgin Islands.

Note.--The sum of U.S. shipments to all 5 regions must equal the total for U.S. shipments reported in question II-8a on the preceding page.

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

II-8. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of **excluded tin mill products** imported by your firm during 2000-2005. (See definitions in the instruction booklet.) **Report separately for Japan and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Japan                       All other sources combined<sup>1</sup>

<b>(Quantity in short tons, value in \$1,000)</b>						
Item	2000	2001	2002	2003	2004	2005
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>IMPORTS:<sup>2</sup></b>						
Quantity of imports						
Value of imports						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
Quantity of commercial shipments						
Value of commercial shipments						
<b>Internal consumption/company transfers:</b>						
Quantity of internal consumption/transfers						
Value <sup>3</sup> of internal consumption/transfers						
<b>EXPORT SHIPMENTS:<sup>4</sup></b>						
Quantity of export shipments						
Value of export shipments						
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO DISTRIBUTORS<sup>6</sup></b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO END USERS<sup>6</sup></b> ( <i>quantity</i> )						
<sup>1</sup> Please identify these sources: _____ _____						
<sup>2</sup> Please identify the foreign producers, if known: _____ _____						
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000-2005 below: _____ _____						
<sup>4</sup> Identify your principal export markets: _____ _____						
<sup>5</sup> <b>Reconciliation of data.</b> --Please note that the short tons reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____						
<sup>6</sup> The sum of U.S. shipments to distributors and end users must equal the total for U.S. shipments.						



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

II-9. Describe the significance of the existing antidumping duty order covering imports of TCCSS from Japan in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. Please compare your firm's operations before and after the imposition of the order.

---

---

---

---

II-10. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories 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.

---

---

---

---



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

**Section III-A.--PRICE DATA--Continued**

Product 1   
  Product 2   
  Product 3   
  Product 4

(Quantity in short tons, value in thousands of dollars)		
Period of shipment	Quantity	Value <sup>1</sup>
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		
Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		

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

**Section III-B.--PRICE-RELATED QUESTIONS**

**NOTE: In your response to all questions, please remember that TCCSS refers only to tin- and chromium-coated steel sheet products included in this review. Please see the instructions for a detailed definition of the subject merchandise and a listing of excluded tin mill products.**

III-B-1. Please describe how your firm determines the prices that it charges for sales of TCCSS (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of the most recent price list (i.e. 2006) used in the negotiating process with your submission. If your price list is large, please submit sample pages.

---

---

---

---

III-B-2. (a) Please describe your firm's discount policy (quantity discounts, annual total volume discounts, discounts off of price lists, etc.). Also, provide the range of total discounts provided off your latest price list for (i) 2005 and (ii) 2006.

---

---

(b) Please describe how prices in contracts to customers who receive discounts off of a price list relate to prices in contracts to customers not based off of a price list.

---

---

III-B-3. What are your firm's typical sales terms for TCCSS imported from Japan (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-4. (a) Approximately what share of your firm's sales of its TCCSS imported from Japan 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.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-5. 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 foreign and domestic producer 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.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-6. 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 foreign and domestic producer 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.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-7. How does your current on-time delivery performance compare with performance prior to 2000? Has the performance varied by customer? \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

III-B-8. (a) What is the average lead time between a 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.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS**

- III-B-9. (a) What is the approximate percentage of the total delivered cost of TCCSS that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).
- (c) How many of your customers require "freight equalization," the practice whereby the mill agrees to limit freight charges to the customer to an amount equal to the freight cost incurred by a mill nearest to the customer? \_\_\_\_\_
- (d) What percentage of your total shipments are to customers that require freight equalization? \_\_\_\_\_ percent.
- (e) Do you offer freight equalization to customers on the West Coast? \_\_\_\_ Yes \_\_\_\_ No.
- (f) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent.  
 101 to 300 miles? \_\_\_\_\_ percent.  
 301 to 500 miles? \_\_\_\_\_ percent.  
 501 to 1,000 miles? \_\_\_\_\_ percent.  
 Over 1,000 miles? \_\_\_\_\_ percent.

III-B-10. Describe the end uses of the TCCSS that you import from Japan. For each end-use product, what percentage of the total cost is accounted for by TCCSS?

<u>End use</u>	<u>Share of total cost accounted for by TCCSS (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-B-11. Have there been any changes in the end uses of TCCSS since 2000?

- No       Yes--Please describe.

\_\_\_\_\_

\_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-12. 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.

---



---

III-B-13. (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-B-14. Have there been any changes in the number or types of products that can be substituted for TCCSS since 2000?

- No
- Yes--Please explain.

---



---

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-15. 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.

---

---

III-B-16. (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.

---

---

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

---

---

III-B-17. 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 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.

---

---

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-18. (a) Do you anticipate any changes in terms of the availability of TCCSS imported from Japan 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.

---

---

III-B-19. Has the availability of NONSUBJECT imported TCCSS changed since 2000?

- No                       Yes--Please explain.

---

---

III-B-20. 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 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.

---

---

III-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of TCCSS since 2000?

- No                       Yes--Please describe and quantify if possible.

---

---

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

**Section III-B.--MARKET FACTORS--Continued**

III-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of TCCSS in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- No
- Yes--Please identify, including the time period.

---



---

III-B-23. (a) 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?

---



---

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

- Increased
- Unchanged
- Decreased
- Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

---



---

III-B-24. Do you anticipate any future changes in TCCSS demand in 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.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--MARKET FACTORS--Continued**

III-B-25. Please compare market prices of TCCSS in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

---

---

---

---

III-B-26. 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-B-27. Are your exports of TCCSS subject to any tariff or non-tariff barriers to trade in other countries?

- No       Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2000, or that are expected to occur in the future.

---

---

III-B-28. 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.

---

---

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-29. Is TCCSS produced in the United States and in other countries interchangeable (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 TCCSS which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

---



---



---



---



---



---



---



---



---



---



---

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-30. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between TCCSS produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, 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 for which factors other than price *always or frequently* are a significant factor in your firm's sales of TCCSS, identify the country-pair and report the advantages or disadvantages imparted by such factors:

---



---



---



---



---



---



---



---



---



---