

PRODUCERS' 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 produced TCCSS (as defined in the instruction booklet) at any time since January 1, 2000?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-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. Do you support or oppose continuation of the antidumping duty order currently in place for TCCSS from Japan? Please explain.

Support Oppose Take no position

I-4. 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>
_____	_____	_____
_____	_____	_____

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 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>
_____	_____	_____
_____	_____	_____

I-6. 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-7. 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-8. In Parts II and IV 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.

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. **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 (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).

II-2 (b) If your firm has experienced merger(s), plant opening(s), and/or acquisition(s) since 2000, please provide the total capacity and number of workers before and after below.

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

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

II-2 (c) If your firm has experienced plant closing(s), relocations, consolidation(s), and/or prolonged shutdown(s) since 2000, please provide the total capacity and number of workers before and after.

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

II-2 (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.

II-3. 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.

II-4. 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.

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

II-5 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 and/or using the same production and related workers employed to produce 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 and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____

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

II-6(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		
	<i>Capacity</i>	<i>Production</i>
Melt/Raw Steel		
Slabs		
Hot Rolling		
Cold Rolling		
Annealing		
Tempering		
Tin Coating		
Chromium Coating		
Galvanizing		

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

II-6(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-6(c) Please describe the constraint(s) that set the limit(s) on your production capacity.

II-7. Is your firm able to switch production between TCCSS and other products in response to a relative change in the price of TCCSS vis-a-vis the price of other products, using the same equipment and labor?

No Yes--Please identify 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.

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

II-8a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of TCCSS in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in short tons, value in \$1,000)						
Item	2000	2001	2002	2003	2004	2005
AVERAGE PRODUCTION CAPACITY¹ (quantity)						
BEGINNING-OF-PERIOD INVENTORIES (quantity)						
PRODUCTION (quantity)						
U.S. SHIPMENTS:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption:						
Quantity of internal consumption						
Value ² of internal consumption						
Transfers to related firms:						
Quantity of transfers to related firms						
Value ² of transfers to related firms						
EXPORT SHIPMENTS:³						
Quantity of export shipments						
Value of export shipments						
END-OF-PERIOD INVENTORIES⁴ (quantity)						
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)						
U.S. SHIPMENTS TO END USERS (quantity)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (1,000 hours)						
WAGES PAID TO PRWs (value)						

¹ The production capacity (see definitions in instruction 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).

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000-05 below:

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the short tons 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: _____

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

II-8b. Report your firm's U.S. shipments of TCCSS during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons)</i>		
Item	2004	2005
U.S. SHIPMENTS TO THE NORTHEAST: ¹ <i>(quantity)</i>		
U.S. SHIPMENTS TO THE MIDWEST: ² <i>(quantity)</i>		
U.S. SHIPMENTS TO THE SOUTH: ³ <i>(quantity)</i>		
U.S. SHIPMENTS TO THE WEST: ⁴ <i>(quantity)</i>		
U.S. SHIPMENTS TO OTHER: ⁵ <i>(quantity)</i>		
<p>¹ <u>Northeast</u>—Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.</p> <p>² <u>Midwest</u>—Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.</p> <p>³ <u>South</u>—Alabama, Arkansas, Delaware, District of Columbia, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Louisiana, South Carolina, Tennessee, Texas, Virginia, and West Virginia.</p> <p>⁴ <u>West</u>—Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.</p> <p>⁵ <u>Other</u>—Alaska, Hawaii, Puerto Rico, and the U.S. Virgin Islands.</p> <p>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.</p>		

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

II-8c. Report your firm's shipments of TCCSS in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	2004	2005
U.S. SHIPMENTS TO FIRMS LEASING SPACE ON PROPERTY OWNED BY U.S. PRODUCERS:¹		
Commercial shipments:		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
Internal consumption/company transfers:		
<i>Quantity</i> of transfers to related firms		
<i>Value</i> ² of transfers to related firms		
¹ Identify the firms involved: _____ For each customer, please provide the documentation that sets forth the terms of the lease arrangement between you and the customer, including documentation that sets forth the terms of supply(for TCCSS) between you and the customer. Do any of these supply agreements or lease agreements specify minimum purchase volumes or restrict the use of foreign-sourced steel in your facility? If so, please explain in detail. _____ For each customer, report whether you supply TCCSS to other processing facilities of the customer: _____ ² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000-05 below: _____ _____		

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

II-9. If you reported transfers to related firms in question II-8a, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-10. Other than direct imports, has your firm otherwise purchased TCCSS since January 1, 2000? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2000	2001	2002	2003	2004	2005
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--						
JAPAN:						
<i>Quantity</i>						
<i>Value</i>						
ALL OTHER COUNTRIES:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM DOMESTIC PRODUCERS:²						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM OTHER SOURCES:²						
<i>Quantity</i>						
<i>Value</i>						
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>						
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>						

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

II-11. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of TCCSS?

No Yes--Name firm(s): _____

II-12. Does your firm produce TCCSS in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-13. Since January 1, 2000, has your firm imported TCCSS?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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, 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 imposition of the order.

II-15. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values 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.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to John Ascienzo (202-205-3175 or John.Ascienzo@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title

_____ Phone No. _____ Fax No.

_____ E-mail address _____ Company web address

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below:

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include TCCSS: _____
2. Does your firm prepare profit/loss statements for the TCCSS: Yes ___ No ___
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
4. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes TCCSS, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-5. Other products.--Please list any other products you produced in the facilities in which you produced TCCSS, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

III-6. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of TCCSS from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

III-7. When your firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-6 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

No Yes--Complete question III-8 below.

III-8. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of TCCSS. For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

<u>Input</u>	<u>Related Party</u>	<u>Transfer Price Basis</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-9. Operations on TCCSS.--Report the revenue and related cost information requested below on the TCCSS operations of your U.S. establishment(s).¹ Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your six most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact John Ascienzo at (202) 205-3175 before completing this section of the questionnaire.

(Quantity in short tons, value in \$1,000)						
Item	FY _____	FY _____	FY _____	FY _____	FY _____	FY _____
Net sales quantities:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (including internal consumption and transfers to related firms):						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Operating income or (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ³						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.						

PART III.--FINANCIAL INFORMATION--Continued

III-10. Asset values.--Report the total assets associated with the production, warehousing, and sale of TCCSS. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)						
Value of assets associated with the production, warehousing, and sale of TCCSS:	FY ____	FY ____	FY ____	FY ____	FY ____	FY ____
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories (finished goods)						
D. Inventories (raw materials and work in process)						
E. Other (describe_____)						
F. Total current assets (lines 1.A.-1.E.)						
2. Non-current assets:						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
D. Other (describe_____)						
3. Total assets (lines 1.F., 2.C., and 2.D.)						

III-11. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on TCCSS. Provide data for your six most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)						
Item	FY ____	FY ____	FY ____	FY ____	FY ____	FY ____
Capital expenditures						
Research and development expenditures						

PART III.--FINANCIAL INFORMATION--Continued

III-12. Re-structuring/acquisition/shut-down costs and expenses.—If, during the last six fiscal years, your firm incurred re-structuring costs relating to the acquisition, disposition, shut-down, closure, or write-down of assets (including companies, plants, and facilities) relating to the production, warehousing, or sale of TCCSS, please provide the following information: (1) the nature of the cost, including the location of the affected assets, (2) the fiscal year(s) the costs appeared in your companies' financial statements, (3) the amount(s) for each fiscal year reported in question III-9, and (4) where the costs appeared (COGS, SG&A, or other expenses) in question III-9 and in your financial statements.

Nature of cost: _____

Amount of costs described above included in the following cost categories of question III-9 for each fiscal year:	FY____	FY____	FY____	FY____	FY____	FY____
	—	—	—	—	—	—
Cost of goods sold						
Selling, general, and administrative expenses						
All other expense items						

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from James Fetzer (202-708-5403) *james.fetzer@usitc.gov*.

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2000-December 2005. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

Product 1.--Single reduced, electrolytic tin plate with base box weights of 75 lbs.--95 lbs. inclusive, in coils.

Product 2.--Double reduced, electrolytic tin plate with base box weights of 50 lbs.--60 lbs. inclusive, in coils.

Product 3.--Single reduced, electrolytic chromium-coated steel with base box weights of 65 lbs.--80 lbs. inclusive, in coils.

Product 4.--Double reduced, electrolytic chromium-coated steel with base box weights of 55 lbs.--65 lbs. inclusive, in coils.

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm. Indicate in the space provided at the top of the page the product for which pricing is reported.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-A.--PRICE DATA--Continued

Product 1
 Product 2
 Product 3
 Product 4

<i>(Quantity in short tons, value in thousands of dollars)</i>		
Period of shipment	Quantity	Value ¹
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
¹ 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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-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.

IV-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.

IV-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.

IV-B-3. What are your firm's typical sales terms for its U.S.-produced TCCSS (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic TCCSS usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-4. (a) Approximately what share of your firm's sales of its U.S.-produced TCCSS 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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

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

IV-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 your U.S.-produced TCCSS?

Source	Share of 2005 sales	Lead time
From inventory		
Produced to order		
Total	100%	

(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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

- IV-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.

IV-B-10. Describe the end uses of the TCCSS that you manufacture. 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>
_____	_____
_____	_____
_____	_____
_____	_____

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

- No
- Yes--Please describe.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-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.

IV-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?

IV-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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-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.

IV-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.

IV-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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-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.

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

No Yes--Please explain.

IV-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.

IV-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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-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.

IV-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?

IV-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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-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.

IV-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.

IV-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.

IV-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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-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.¹

Country-pair	United States	Japan	Other countries
United States			
Japan			

¹ 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:
