

U.S. PRODUCERS' QUESTIONNAIRE

TIN- AND CHROMIUM-COATED STEEL SHEET FROM JAPAN

This questionnaire must be received by the Commission by no later than **FEBRUARY 8, 2012**

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty order concerning tin- and chromium-coated steel sheet (TCCSS) from Japan (Inv. No. 731-TA-860 (Second 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)).

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

CERTIFICATION

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

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

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

_____ Name of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone:	_____ E-mail address
	_____ Fax	

PART I.—GENERAL INFORMATION

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

- I-3. **Position regarding continuation of order.**--Do you support or oppose continuation of the antidumping duty order currently in place for TCCSS from Japan?

☐ Support ☐ Oppose ☐ Take no position

PART I.--GENERAL INFORMATION--Continued

I-4. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

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

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

☐ No ☐ Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that 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. **Business plan.**--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 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 **Karen Taylor** (202-708-4101, Karen.Taylor@usitc.gov). **Supply all data requested on a calendar-year basis.**

- II-1. Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in Part II.

Name _____
Title _____
Email _____
Telephone _____
Fax _____

- II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of TCCSS since January 1, 2006.

(check as many as appropriate)

(please describe)

- ☐ plant openings _____

- ☐ plant closings..... _____

- ☐ relocations _____

- ☐ expansions..... _____

- ☐ acquisitions..... _____

- ☐ consolidations..... _____

- ☐ prolonged shutdowns or
production curtailments..... _____

- ☐ revised labor agreements..... _____

- ☐ other (*e.g.*, technology) _____

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

II-3. **Anticipated changes in operations.**--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 2012 and 2013.**

II-4. **Anticipated changes in operations in the event the order is revoked.**--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. **Include in your response a specific projection of your firm's capacity to produce TCCSS (in short tons) for 2012 and 2013.**

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

- II-5. **Same equipment, machinery, and workers.**--Has your firm since 2006 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>
TCCSS _____	_____	_____
Excluded tin mill products _____	_____	_____
Other products _____	_____	_____

(Quantity in short tons)						
Item	2006	2007	2008	2009	2010	2011
Overall production capacity						
Production of: TCCSS						
Excluded tin mill products						
Other products						

- II-6. (a) Report the following data for 2011 relating to the capacity and production at the various stages of the production process for tin-plate or tin-free steel.

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

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--Please explain.

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

II-7. **Production shifting.**--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/or 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-8. (a) **Trade data.**--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 (<i>in short tons</i>) and value (<i>in \$1,000</i>)						
	Calendar year					
Item	2006	2007	2008	2009	2010	2011
Average production capacity ¹ (<i>quantity</i>) (A)						
Beginning-of-period inventories (<i>quantity</i>) (B)						
Production (<i>quantity</i>) (C)						
U.S. shipments:						
Commercial shipments:						
<i>quantity</i> (D)						
<i>value</i> (E)						
Internal consumption: ²						
<i>quantity</i> (F)						
<i>value</i> (G)						
Transfers to related firms: ²						
<i>quantity</i> (H)						
<i>value</i> (I)						
Export shipments: ³						
<i>quantity</i> (J)						
<i>value</i> (K)						
End-of-period inventories (<i>quantity</i>) (L)						
Channels of distribution:						
U.S. shipments to distributors (<i>quantity</i>) (M)						
U.S. shipments to end users (<i>quantity</i>) (N)						
Employment data:						
Average number of PRWs (<i>number</i>) (O)						
Hours worked by PRWs (<i>1,000 hours</i>) (P)						
Wages paid to PRWs (<i>value</i>) (Q)						
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). <hr/>						
² Internal consumption and transfers to related firms should be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (<i>e.g.</i> , cost, cost plus, <i>etc.</i>) and provide value data using that basis for each of the periods noted above: <hr/>						
³ Identify your principal export markets: _____ <hr/>						

PART II.--TRADE AND RELATED INFORMATION--Continued**II-8. (b) Reconciliation of trade data.--**

- (1) Please note that the quantities reported in question II-8a should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$$B + C - D - F - H - J = L$$

Do these data reconcile? ☐ Yes ☐ No--Please explain _____

$$D + F + H = M + N$$

Do these data reconcile? ☐ Yes ☐ No--Please explain _____

- (2) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2006 should equal line B of year 2007). Do these data reconcile for each adjacent calendar year?

☐ Yes.

☐ No--Please explain.

- II-8. (c) **U.S. Commercial Shipments**--Report your firm's U.S. commercial shipments of TCCSS to facilities that lease space on your property, facilities not located on leased space but owned by companies which do lease space on your property, and to all other companies, during 2011.

(Quantity in short tons)		
Item	Total U.S. commercial shipment quantity	Quantity sold under agreements to purchase minimum quantities and/or restrict use of foreign-sourced steel
U.S. commercial shipments to facilities leasing space on property owned by your firm ¹		
U.S. shipments to facilities not leasing space on property owned by U.S. producers but owned by companies that do lease space on property owned by your firm ¹		
All other U.S. commercial shipments		
¹ Please identify the customers. _____ Note.--Total U.S. commercial shipment quantity (column 2) reported should agree with total U.S. commercial shipments reported in question II-8 a in 2011. Data reported in column 3, in contrast, is a subset of the data reported in column 2.		

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

- II-9. **Transfers to related firms.**--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. **Purchases.**--Other than direct imports, has your firm otherwise purchased TCCSS since January 1, 2006? (See definitions in the instruction booklet.)

☐ No ☐ Yes-- Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods.

Reasons: _____

(Quantity in short tons, value in \$1,000)						
Item	2006	2007	2008	2009	2010	2011
PURCHASES FROM U.S. IMPORTERS ¹ OF TCCSS 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:						
<i>quantity</i>						
<i>value</i>						
¹ Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.						
² Please list the name of the domestic producer(s) from which you purchased this product.						

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

II-11. **Toll production.**--Since January 1, 2006, 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. **FTZ.**--Does your firm produce TCCSS in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): _____.

II-13. **Direct imports.**--Since January 1, 2006, has your firm imported TCCSS?

☐ No ☐ Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

II-14. **Effect of order.**--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. You may wish to compare your firm's operations before and after the imposition of the order.

II-15. **Likely effect of revocation of order.**--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 Charles Yost (202-205-3432, Charles.Yost@usitc.gov).

- III-1. Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in Part III.

Name _____
Title _____
Email _____
Telephone _____
Fax _____

- III-2. **Accounting system.**--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, ☐ 10 Qs,
☐ Monthly, ☐ quarterly, ☐ semi-annually, ☐ annually
4. Accounting basis: ☐ GAAP, ☐ cash, ☐ tax, or ☐ other comprehensive basis of accounting (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. **Cost accounting system.**--Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

- III-4. **Allocation basis.**--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:

<u>Products</u>	<u>Share of sales</u>
_____	_____ %
_____	_____ %
_____	_____ %
_____	_____ %
_____	_____ %

- III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of TCCSS from any related firms?

☐ Yes--Continue to question III-7 below. ☐ No--Continue to question III-9 below.

- III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of TCCSS that your firm purchases from related parties.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

- III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

☐ Yes ☐ No--Please contact Charles Yost (202-205-3432, Charles.Yost@usitc.gov).

PART III.--FINANCIAL INFORMATION--Continued

- III-9. **Nonrecurring gains or (losses) included in reported TCCSS financial results.**--If, during the last six fiscal years, your firm incurred non-recurring charges, please provide the information requested below. Non-recurring charges include re-structuring costs relating to the acquisition, disposition, shut-down, closure, or write-down of assets relating to the production, warehousing, or sale of TCCSS. NOTE: if an aggregate nonrecurring item has been allocated to question III-10, only the allocated value amount included in table III-10 should be reported in the schedule below. Also, the Commission's objective here is to gather information only on material (significant) nonrecurring items and restructuring charges which impacted the reported TCCSS financial results in question III-10.

	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Non-recurring charges: Provide a brief description of each non-recurring charge and indicate the particular expense/cost line item (COGS, SG&A expenses, other expense) where the associate charge is included in question III-10 for each fiscal year:	Non-recurring charges: In these columns please report the amount (in \$1,000) of the relevant costs reported in question III-10.					
1. Describe _____, classified _____						
2. Describe _____, classified _____						
3. Describe _____, classified _____						
4. Describe _____, classified _____						
5. Describe _____, classified _____						
6. Describe _____, classified _____						
7. Describe _____, classified _____						

PART III.--FINANCIAL INFORMATION--Continued

III-10. **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 purchased TCCSS products. 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.² 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 Charles Yost (202-205-3432, Charles.Yost@usitc.gov) before completing this section of the questionnaire.

Quantity (in short tons) and value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Net sales quantities: ³						
Commercial sales ("CS")						
Internal consumption ("IC")						
Transfers to related firms ("Transfers")						
Total net sales quantities						
Net sales values: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (COGS): ⁴						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ⁵						
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 Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.
³ 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.
⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.
⁵ 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-11. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of TCCSS. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for TCCSS in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

Note: Total assets should reflect net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)						
Item	Fiscal years ended--					
Total current assets						
Property, plant, & equipment at cost						
Less: Accumulated depreciation						
PPE, book value						
All other non-current assets						
Total assets (sum of current assets, book value, and all other non-current assets)						

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on TCCSS. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)						
Item	Fiscal years ended--					
Capital expenditures						
Research and development expenses						

PART III.--FINANCIAL INFORMATION--Continued

III-13. **Data consistency and reconciliation.**--Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year:

- ☐ Calendar year
☐ Fiscal year (specify _____)

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-8 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-8?

☐ Yes ☐ No--Please explain _____

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Cindy Cohen (202-205-3230, cindy.cohen@usitc.gov).

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

Name	_____
Title	_____
Email	_____
Telephone	_____
Fax	_____

PRICE DATA

IV-1. This question requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2006 of the following products produced by your firm.

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.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

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

IV-1. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in short tons , value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2006:								
January-March								
April-June								
July-September								
October-December								
2007:								
January-March								
April-June								
July-September								
October-December								
2008:								
January-March								
April-June								
July-September								
October-December								
2009:								
January-March								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
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.

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

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

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-2. **Price setting.**-- How does your firm determine the prices that it charges for sales of TCCSS (check all that apply)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- IV-3. **Discount policy.**-- Please indicate and describe your firm's discount policies (check all that apply).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe (including, if applicable, the range of discounts from your price list for 2011)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- IV-4. **Pricing terms for TCCSS.**--

- (a) What are your firm's typical sales terms for its U.S.-produced TCCSS?

Net 30 days	Net 60 days	2/10 net 30 days	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- (b) On what basis are your prices of domestic TCCSS usually quoted (check one)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

- IV-5. **Contract versus spot.**-- Approximately what share of your firm's sales of its U.S.-produced TCCSS in 2011 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2011 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

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

IV-6. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for TCCSS (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis). Indicate the percentage of your 2011 volume of TCCSS shipments covered by short-term contracts and by long-term contracts that allow price renegotiation, fix quantity and/or price, contain meet or release provisions, and contain favored nations provisions.

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	Number of months		
Price renegotiation (during the contract period)	Percent of contract volume	%	%
Fixed quantity and/or price	Quantity (% of contract volume)	%	%
	Price (% of contract volume)	%	%
	Both (% of contract volume)	%	%
Meet or release provision	Percent of contract volume	%	%
Favored nations provision	Percent of contract volume	%	%
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

(a) If any of your contracts contain meet or release or favored nations provisions, please explain how these provisions apply.

(b) Provide any additional details regarding your sales contracts for TCCSS.

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

IV-7. **Contracts.**— Please answer the following general questions concerning your contracts for TCCSS.

Question	Item	Response
a) When are contracts negotiated?	<i>When?</i>	
b) Do contract negotiations with prospective customers reference domestic and/or foreign producer prices?	<i>Domestic producer prices</i>	<input type="checkbox"/>
	<i>Foreign producer prices</i>	<input type="checkbox"/>
	<i>Explain</i>	
c) Have there been any changes in your contracts (such as average contract length or typical contract provisions) since 2006?	<i>Yes</i>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>
	<i>Explain</i>	
d) Are prices negotiated separately for each product specification or for multiple specifications?	<i>Separately for each specification</i>	<input type="checkbox"/>
	<i>Multiple specifications</i>	<input type="checkbox"/>
	<i>Explain</i>	
e) Are purchasers permitted to alter the contract during the contract period?	<i>Yes</i>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>
	<i>If yes, explain the process for making any changes and the nature of the changes.</i>	

Additional explanation: _____

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

IV-8. Lead times.—

- (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?

<u>Source</u>	<u>Share of 2011 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

- (b) How has the average lead time changed since 2006? If the changes varied since 2006 (i.e. increased in some periods and decreased in others), identify all periods in which lead times changed and indicate whether lead times increased, decreased, or remained the same.

☐ Increased
 ☐ No change
 ☐ Decreased

☐ Other (describe) _____

- (c) Do you expect the average lead time to increase, decrease, or remain the same in 2012 and 2013?

☐ Increase
 ☐ No change
 ☐ Decrease

☐ Other (describe) _____

PART IV.--PRICING AND MARKET FACTORS--Continued**IV-9. Shipping information.--**

- (a) What is the approximate percentage of the total delivered cost of TCCSS that is accounted for by U.S. inland transportation costs? _____%
- (b) Who generally arranges the transportation to your customers' locations?
☐ your firm ☐ purchaser (check one)
- (c) Indicate the approximate percentage of your sales of TCCSS that are delivered the following distances from your production facility.

Distance from your production facility	Share
Within 100 miles	%
101 to 500 miles	%
501 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

- (d) What percentage of your total shipments are to customers that require freight equalization?
 _____ %

IV-10. Geographical shipments.-- Report the percentage (based on quantity) of your TCCSS U.S. commercial shipments delivered to customers in the specified U.S. regions in 2011.

Geographic area	Share of U.S. commercial shipments
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	%
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	%
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	%
Central Southwest. —AR, LA, OK, and TX.	%
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	%
Pacific Coast. —CA, OR, and WA.	%
Other. —All other markets in the United States not previously listed, including AK, HI, PR, and VI, among others.	%
Total	100 %

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

IV-11. **End uses.**--List 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 and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	TCCSS (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

IV-12. **Changes in end uses.**--Have there been any changes in the end uses of TCCSS since 2006? Do you anticipate any future changes?

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

IV-13. **Substitutes.**-- Can other products be substituted for TCCSS?

☐ No ☐ Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for TCCSS?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-14. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for TCCSS since 2006? Do you anticipate any future changes?

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

IV-15. **Raw materials.**—

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for TCCSS since 2006?

(b) Do you anticipate changes in your raw material costs in 2012 and 2013?

☐ No ☐ Yes—Please explain.

IV-16. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced TCCSS in the U.S. market since 2006?

☐ 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

IV-17. Availability of supply (U.S.-produced).--

- (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 explain.

IV-18. Availability of supply (nonsubject).--Has the availability of NONSUBJECT TCCSS (*i.e.*, TCCSS imported from countries other than Japan) changed since 2006?

☐ No ☐ Yes--Please explain.

IV-19. Export constraints.--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.

IV-20. Product changes.-- Have there been any significant changes in the product range, product mix, or marketing of TCCSS since 2006? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-21. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for TCCSS has changed since January 1, 2006, and how you anticipate demand will change in the future. Describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Demand since 2006					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-22. **Conditions of competition.**--

(a) Is the TCCSS market subject to business cycles or conditions of competition other than the changes in the overall economy?

☐ No ☐ Yes--Please explain and estimate the duration of any such cycle.

(b) Have the business cycles or conditions of competition for TCCSS changed since 2006?

☐ No ☐ Yes--Please explain any such changes.

IV-23. **Price comparisons.**--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.

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

IV-24. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss 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 2006 to the present and forecasts for the future.

IV-25. **Barriers to trade.**--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 2006, or that are expected to occur in the future.

IV-26. **Interchangeability.**--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 A, F, S, N, or 0 in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

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

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

IV-27. **Factors other than price.**--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 A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

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