

PURCHASERS' 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 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)). Further information on this questionnaire can be obtained from James Fetzer (202-708-5403).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased TCCSS (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2000?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

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

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

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

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

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 25 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 the production of TCCSS?

No Yes--List the following information.

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

I-6. In Part 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.

PART II.--PURCHASES

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.

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

<i>(Quantity in short tons)</i>						
Item	2000	2001	2002	2003	2004	2005
PURCHASES OF TCCSS PRODUCED IN THE UNITED STATES:						
<i>Quantity</i>						
PURCHASES OF TCCSS PRODUCED IN JAPAN:						
<i>Quantity</i>						
PURCHASES OF TCCSS PRODUCED IN ALL OTHER COUNTRIES:¹						
<i>Quantity</i>						
¹ Please identify these countries: _____						

PART II.--PURCHASES--Continued

II-2. If the relative levels of your firm's purchases of TCCSS from different sources (both domestic and foreign) have changed since 2000 (the year the antidumping duty order under review became effective), please list the country, state whether the relative share from that country has increased or decreased, identify the time period, and state the reason.

Country	Increase/ decrease	Time period	Reason

II-3. (a) Did your firm purchase TCCSS from Japan before 2000?

- No--Skip to (c) Yes

(b) If yes, has your pattern of purchasing TCCSS from Japan changed since 2000?

- No, our pattern of purchasing is essentially unchanged.
- Yes, we discontinued purchases from Japan because of the order.
- Yes, we reduced purchases from Japan because of the order.
- Yes, but we changed the pattern of purchases from Japan for reasons other than the order (please explain below).

(c) Has your pattern of purchasing TCCSS from nonsubject foreign sources changed since 2000 (please check all that apply).

- We did not purchase from nonsubject foreign sources before or after the order.
- No, our pattern of purchasing is essentially unchanged.
- Yes, we increased purchases from nonsubject countries because of the order.
- Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

End user (_____)

Distributor (_____)

Other (_____)

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

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

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

Product you produce

Percent of cost accounted for by TCCSS

1. _____

1. _____

2. _____

2. _____

3. _____

3. _____

III-4. (a) If your firm is an end user of TCCSS, has the demand for your firm's final products incorporating TCCSS changed since 2000?

Increased

Unchanged

Decreased

(b) Has this had any effect on your firm's demand for TCCSS?

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

III-5. Have there been any changes in the end uses of TCCSS since 2000?

No Yes--Discuss the changes, noting the time period in which they occurred.

III-6. 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-7. (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--Please explain.

III-8. 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.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-9. 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-10. (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 within the United States?

(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 outside the United States?

III-11. 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.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-12. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss TCCSS demand and/or factors affecting TCCSS demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from 2000 to the present and forecasts of these demand data.

III-13. Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, 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.
-
-

III-14. Is buying a product that is produced in the United States an important factor in your firm's purchases of TCCSS (please check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of TCCSS.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of TCCSS.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of TCCSS.
-
-

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

III-15. (a) Is the TCCSS market subject to business cycles or conditions of competition distinctive to TCCSS?

No Yes--Please explain and provide estimates of the duration of any such cycle.

(b) Has the emergence of new markets for TCCSS since 2000 affected the business cycles or conditions of competition distinctive to TCCSS?

No Yes--Please explain any such changes.

III-16. Who are your major competitors?

III-17. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving TCCSS based on the producer of the TCCSS you purchase?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

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

III-18. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving TCCSS based on the country of origin of the TCCSS you purchase?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

III-19. (a) How frequently do you make purchases?

Daily Weekly Monthly Quarterly Annually

Other (specify) _____)

(b) Do you expect this purchasing pattern to change in the next two years?

No Yes--How and why do you expect these changes to occur?

III-20. How many suppliers do you generally contact before making a purchase?

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

III-21. (a) Do purchases of TCCSS usually involve negotiations between supplier and purchaser?

- No Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No Yes--Specify the time period.

III-22. Have you changed suppliers since 2000?

- No Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

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

III-23. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2000?

- No Yes--Please identify the firms and indicate how you become aware of them.

(b) Do you expect new TCCSS suppliers to enter the market in the future?

- No Yes--Please provide details, noting the specific future time period in your response.

III-24. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the TCCSS they sell to your firm?

- No Yes-- ____ percent of purchases in 2005 Yes--all purchases

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

III-25. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-26. Since 2000, have any domestic or foreign producers failed in their attempts to certify or qualify their TCCSS with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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

III-27. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for TCCSS.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-27. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase TCCSS for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-28. What characteristics does your firm consider when determining the quality of TCCSS?

III-29. How often does your firm purchase the TCCSS that is offered at the lowest price?

Always Usually Sometimes Never

III-30. Please list the names of any firms you considered price leaders in the TCCSS market since 2000. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-31. Please describe how the above firm(s) exhibited price leadership.

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

III-32. How frequently does the price of the TCCSS you are purchasing change? Also identify, to the extent possible, the reasons fro such price changes.

III-33. Does your firm purchase TCCSS over the internet?

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

III-34. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. TCCSS industry since 2000 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. TCCSS industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-35. What do you think will be the likely effects of any revocation of the antidumping duty order for imports of TCCSS from Japan? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

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

III-36. (a) Do you provide suppliers with a desired date of delivery to your facility at the time the purchase order is placed?

- No Yes-How and when is the data of delivery specified?

(b) Has your firm experienced delivery delays from any suppliers of TCCSS since 2000?

- No Yes-Please describe, noting the supplier, the dates, whether or no the delay caused your plant to shutdown, and any other relevant information.

(c) Can your firm impose penalties if one of your suppliers is unable to meet their delivery schedule?

- No Yes-Please describe any penalties that can be imposed and any instances since 2000 when they were imposed.

III-37. Has any of your suppliers imposed a surcharge over-and-above the agreed upon price structure in the supply agreement since 2000?

- No Yes- Please list the supplier and describe the circumstances surrounding the impose surcharge. Please also specify the time period involved.

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

III-38. Does your firm have processing facilities on the grounds of any U.S. producer? Do you provide suppliers with a desired date of delivery to your facility at the time the purchase order is placed?

No

Yes- Are there separate negotiations for consumption at these facilities? Are other suppliers allowed to compete for this business? If so, identify these suppliers?

III-39. (a) How many different TCCSS product specifications did you purchase in 2005?

Source	Number of specifications
TCCSS from all sources	
TCCSS produced in the United States	
TCCSS produced in Japan	
TCCSS produced in other (nonsubject) countries	
TCCSS produced either in the United States or in Japan	

(b) If you purchased fewer specifications from any source (or country) compared to other sources (or countries), please explain.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

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-1. Please indicate the countries of origin for TCCSS for which your firm has actual marketing/pricing knowledge.

United States

Japan

Other countries (Please specify _____)

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

Country-pair	United States	Japan	Other countries
United States			
Japan			

¹ For any country-pair producing TCCSS which is *sometimes* or *never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

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

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

IV-4. Are certain grades/types/sizes of TCCSS available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the grade/type/size.

IV-5. If you purchased TCCSS from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

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

_____	compared to	_____	
(specify country)		(specify country)	
	SUPERIOR	COMPARABLE	INFERIOR
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-7. (a) Do you believe there are advantages to purchasing from mills located in a particular country?

- No
- U.S. based mills
- Japanese based mills
- Mills based in other countries

(b) Please identify these advantages (e.g. shorter lead times, resolution of claims, ability to change volumes and specifications, etc.) and estimate the value of such advantages.

IV-8. (a) How often does domestically produced TCCSS meet minimum quality specifications for your uses or your customers' uses?

- Always
- Usually
- Sometimes
- Rarely or never

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

- Always
- Usually
- Sometimes
- Rarely or never

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

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--*Continued*

IV-9. (a) Since 2000, has there been a change in the price of TCCSS? If so, has the price of U.S.-produced TCCSS changed more or less than the price of imported TCCSS from Japan?

No change in price

Prices have changed by the same amount

Price of U.S.-produced TCCSS has changed relative to the price of TCCSS from Japan

(b) If the price of U.S.-produced TCCSS has changed relative to the price of TCCSS from Japan, the price of U.S.-produced TCCSS is now relatively

Higher

Lower

PART V.-CONTRACTS

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.

V-1. Do you require that your suppliers enter into annual or long-term supply arrangements?

No Yes-When are such contracts negotiated?

V-2. Are products negotiated individually for each product specification or for multiple product specifications? Please explain below.

Each specification Multiple specifications Varies by supplier Other

V-3. (a) Is a reference price list used for negotiating prices?

No Yes-Please describe the reference and whether it was used in all negotiations since 2004.

(b) Are discounts used from this reference list?

No Yes-Please explain.

PART V.-CONTRACTS--Continued

V-4. (a) Please describe any discounts your firm has received (for example, those based on exceeding target volumes). Also, indicate whether discounts are taken off the invoice price paid by your processing facility or are rebated to your firm's headquarters.

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

V-5. a) Do negotiated prices change during the contract period? Please explain

Always Usually Sometimes Never

(b) Do negotiated quantities change during the contract period? Please explain.

Always Usually Sometimes Never

PART V.-CONTRACTS--Continued

V-6. (a) Do you negotiate with some suppliers separately from others?

No Yes-Please explain and answer part (b)

(b) Do you negotiate with all supplies contemporaneously? Please explain.

No Yes-Please explain

(c) Are foreign and domestic producer prices referenced during contract negotiations with prospective customers?

No Yes-Please explain.

V-7. 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 V. - CONTRACTS - Continued

V-8 Report information for all bids received by your firm for delivery of TCCSS on or after January 1, 2005. Please photocopy this page as necessary.

Contract number: _____ Product Specification: _____

Supplier	Country of Origin	Initial bid			Final bid			Contract award		
		Price (\$/short ton)	Quantity (short tons)	Date	Price (\$/short ton)	Quantity (short tons)	Date	Price (\$/short ton)	Quantity (short tons)	Date

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

PART VI.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased TCCSS since 2000 and approximate the percentage of your TCCSS purchases each accounted for in 2005.

No.	Firm name	Percentage of purchases	No.	Firm name	Percentage of purchases
1			6		
2			7		
3			8		
4			9		
5			10		