

U.S. PURCHASERS' 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)). Further information on this questionnaire can be obtained from Cindy Cohen (202-205-3230, cindy.cohen@usitc.gov).

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, 2006?

☐ **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, 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:

Fax

E-mail address

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 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. **OMB statistics.**--Please report 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. **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-4. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

- I-5. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

- I-6. **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-7. **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 these documents. If you are not providing the requested documents, please explain why not.

Quantity (<i>in short tons</i>) and value (<i>in \$1,000</i>)						
Item	2006	2007	2008	2009	2010	2011
Purchases of TCCSS produced in--						
The United States:						
<i>Quantity</i>						
<i>Value</i>						
Japan:						
<i>Quantity</i>						
<i>Value</i>						
All other countries:¹						
<i>Quantity</i>						
<i>Value</i>						
¹ Please identify these countries: _____						

PART II.--PURCHASES--Continued

- II-2. **Changes in purchasing patterns.**-- Please indicate how the relative levels of your firm's purchases of TCCSS from different sources (both domestic and foreign) have changed since 2006.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Japan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- II-3. **Purchases from one country only.**--If your firm has purchased TCCSS from only one country, please explain the reasons for doing so.

- II-4. **Supplier identification.**-- Please list your firm's **FIVE** largest suppliers for TCCSS since 2006. Also, provide the share of the quantity of your firm's total purchases of TCCSS that each of these suppliers accounted for in 2011.

No.	Supplier's name	City and state	Share of quantity of 2011 purchases
1			%
2			%
3			%
4			%
5			%

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of TCCSS (check all that apply)?

☐ End user (indicate the products that your firm manufactures)

Food cans	Pet food cans	Aerosol cans	Paint cans	Other	List other products
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

☐ Distributor

☐ Other (Describe: _____)

III-2. **Competition for sales.**--If you are a distributor or reseller of TCCSS, do you compete for sales to your customers with the manufacturers or importers from which you purchase TCCSS?

☐ No

☐ Yes--Please describe

III-3. **Types of customers.**--If your firm is a distributor or reseller of TCCSS, what are the major types of consumers to which you sell TCCSS?

III-4. **End uses.**--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 and other inputs.

Product(s) you produce	Share of total cost in each of the product(s) you produce accounted for by		Total
	TCCSS (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

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

III-5. Demand for end use products.--

- (a) If your firm is an end user of TCCSS, has the demand for your firm's final products incorporating TCCSS changed since 2006?

Increased	No change	Decreased	Fluctuated
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

III-6. 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"/>	

III-7. 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 III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

- III-8. **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"/>	

- III-9. **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"/>	

- III-10. **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.

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

- III-11. **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	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

- III-12. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of TCCSS (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 our purchases of TCCSS.
- ☐ Yes--Purchases of domestic product are not required by law or regulation, but are by our customers. This involves _____ percent of all our purchases of TCCSS.
- ☐ Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves _____ percent of all our purchases of TCCSS.

- III-13. **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.

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

III-14. **Decisions based on producer.**--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?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the producer and why this information is important
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Decisions based on country-of-origin.**--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?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the source and why this information is important
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Purchasing frequency.**--

(a) How frequently do you make purchases (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(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?

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

III-17. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? _____ firms

III-18. **Supplier negotiations.**--

(a) Do purchases of TCCSS usually involve negotiations between supplier and purchaser?

☐ No

☐ Yes--Please describe these negotiations, noting 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-19. **Change in suppliers.**--Have you changed suppliers since 2006?

☐ No

☐ Yes-- Please list the supplier(s), whether the firm was added or dropped, the reasons for the change, and how frequently you change suppliers.

III-20. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2006?

☐ No

☐ Yes--Please identify the firms and how you became aware of them.

(b) Do you expect new TCCSS suppliers to enter the U.S. market?

☐ No

☐ Yes--Please provide details.

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

III-21. Supplier qualification

(a) Do you require your suppliers to be or to become certified or qualified to sell TCCSS to your firm?

☐ No ☐ Yes--all purchases ☐ Yes-- _____ percent of value of purchases in 2011

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

(c) How long does it take to qualify a new supplier? _____ days

(d) Indicate which of the following apply in your qualification process for new suppliers.

Qualification process	Check one	Please explain
Single qualification for all specifications	<input type="checkbox"/>	
Separate qualifications for groups of specifications	<input type="checkbox"/>	
Separate qualifications for each specification	<input type="checkbox"/>	
Other	<input type="checkbox"/>	

(e) Are any Japanese TCCSS producers currently qualified, in the process of qualifying, or could become qualified to sell to your firm TCCSS specifications subject to this review?

Qualification of Japanese producers	Yes	No	Identify the firms, the number and type of specifications, and if applicable how long it will take these firms to become certified
Japanese TCCSS producers currently qualified to sell any specifications subject to this review?	<input type="checkbox"/>	<input type="checkbox"/>	
Japanese TCCSS producers in the process of becoming qualified to sell any specifications subject to this review?	<input type="checkbox"/>	<input type="checkbox"/>	
Japanese TCCSS producers who are currently NOT qualified to sell some specifications subject to this review, but that could be qualified in less than the typical time needed for qualification?	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-22. **Failure to certify.**--Since 2006, 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.

III-23. **Purchasing factors.**--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-24. **Major purchasing factors.**--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 availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Other factors or comments:	

- III-25. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of TCCSS?

- III-26. **Frequency of decisions based on price.**--How often does your firm purchase the TCCSS that is offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- III-27. **Price leaders.**— 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 is not necessarily the lowest priced supplier.*

Please list the names of any firms you considered price leaders in the TCCSS market since 2006. Describe how the firm(s) exhibited price leadership.

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

III-28. (a) How many different TCCSS product specifications did you purchase in 2011?

Source	Number of specifications
TCCSS from all sources	
TCCSS produced in the United States	
TCCSS produced in Japan	
TCCSS produced in other countries	

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

(c) List the following information for any TCCSS specifications for which your purchasing options were limited only to TCCSS from a single country. (Reminder- please answer only with respect to products covered by this review).

Source	Number of specifications	Percentage of total quantity of TCCSS purchased from all sources	List the specifications
TCCSS specifications purchased exclusively from U.S. sources			
TCCSS specifications purchased exclusively from Japanese sources			
TCCSS specifications purchased exclusively from other countries			

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

III-29. Changes in U.S. industry.--

- (a) Please identify and discuss any improvements/changes in the U.S. TCCSS industry since 2006 and explain the factors, including the order under review, that were responsible for each improvement/change.

- (b) Please discuss any improvements/changes that you anticipate in the future in the U.S. TCCSS industry. Identify the time period and causes for these improvements/changes.

- III-30. Effect of revocation.--**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.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

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

III-31. **Date of delivery.**—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 date of delivery specified?

III-32. **Delivery delays.**—Has your firm experienced delivery delays from any suppliers of TCCSS since 2006?

☐ No ☐ Yes—Please describe, noting the supplier, the dates, whether or not the delay caused your plant to shutdown, and any other relevant information.

III-33. **Supply issues.**—Since 2006, has your firm had any difficulty in acquiring the needed levels of TCCSS?

☐ No ☐ Yes—Please describe.

III-34. **Processing facilities.**—Does your firm have processing facilities on the grounds of any U.S. producer?

☐ No ☐ Yes—Please answer the following questions.

(a) Are there separate negotiations for consumption at these facilities?

☐ No ☐ Yes

(b) Are other suppliers allowed to compete for this business?

☐ No ☐ Yes—Identify these suppliers _____

PART IV.-- PRODUCT COMPARISONS

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

- ☐ United States
- ☐ Japan
- ☐ Other countries (specify _____)

IV-2. **Interchangeability by country-pair.**--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		
<p>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:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>		

PART IV.-- PRODUCT COMPARISONS--Continued

IV-3. **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 purchases 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 purchases of TCCSS, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>		

PART IV.-- PRODUCT COMPARISONS--Continued

IV-4. **Availability of merchandise.**--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. **Choice of product not based on price.**--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.-- PRODUCT COMPARISONS--Continued

IV-6. **Factor country comparisons.**--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)

	product from United States compared to product from Japan			product from compared to product from			product from compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<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"/>
Delivery terms	<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"/>
Delivery time	<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"/>
Discounts offered	<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"/>
Extension of credit.....	<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"/>
Price ¹	<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"/>
Minimum quantity requirements.....	<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"/>
Packaging	<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"/>
Product consistency	<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"/>
Quality meets industry standards.....	<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"/>
Quality exceeds industry standards.....	<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"/>
Product range.....	<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"/>
Reliability of supply	<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"/>
Technical support/service	<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"/>
U.S. transportation costs ¹	<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"/>
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"/>
_____	<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"/>
_____	<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"/>

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.-- PRODUCT COMPARISONS--ContinuedIV-6. Continued.

	product from compared to product from			product from compared to product from			product from compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<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"/>
Delivery terms	<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"/>
Delivery time	<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"/>
Discounts offered	<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"/>
Extension of credit.....	<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"/>
Price ¹	<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"/>
Minimum quantity requirements.....	<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"/>
Packaging	<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"/>
Product consistency	<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"/>
Quality meets industry standards.....	<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"/>
Quality exceeds industry standards.....	<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"/>
Product range.....	<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"/>
Reliability of supply	<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"/>
Technical support/service	<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"/>
U.S. transportation costs ¹	<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"/>
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"/>
_____	<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"/>
_____	<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"/>

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.-- PRODUCT COMPARISONS--Continued

IV-7. **Minimum quality**--How often does TCCSS from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Japan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Netherlands	<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"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-8. **Change in price**--

(a) Since 2006, 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 – than those from Japan.

PART V.-- CONTRACTS

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

☐ No ☐ Yes—Please answer the following questions.

(a) When are such contracts negotiated? _____

(b) What percentage of your 2011 TCCSS purchases were under annual contracts? _____%

(c) What percentage of your 2011 TCCSS purchases were under multi-year contracts? _____%

(d) Are you permitted to alter the contract during the contract period?

☐ No ☐ Yes—Explain the process for making any changes and the nature of the changes.

V-2. **Specifications.** —Are prices negotiated individually for each product specification or for multiple product specifications? Please explain below.

Each specification	Multiple specifications	Varies by supplier	Other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

V-3. **Reference prices.**— Is a reference price list used for negotiating prices?

☐ No ☐ Yes—Please answer (a) and (b).

a) Please describe the reference and whether it was used in all negotiations since 2006.

b) Are discounts used from this reference list?

☐ No ☐ Yes—Please explain.

PART V.-- CONTRACTS--Continued

V-4. Discounts.—

- (a) Please describe any discounts your firm has received (for example, those based on exceeding target volumes).

- (b) Are discounts taken off the invoice price paid by your processing facility or are they rebated to your firm's headquarters.

☐ Taken off invoice price ☐ Rebated to firm's headquarters

- (c) 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.

V-5. Negotiations.—

- (a) Do you negotiate with all suppliers contemporaneously or do you negotiate with some suppliers separately?

☐ All suppliers contemporaneously ☐ Some suppliers separately

Explain: _____

- (b) Are competing bids from foreign or domestic suppliers referenced during contract negotiations with prospective suppliers?

☐ No ☐ Yes—Please explain, noting how often competing bids are referenced.

- (c) How often do negotiated prices or quantities change during the contract period?

	Always	Usually	Sometimes	Never	Explain
Prices	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Quantities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

PART V.-- CONTRACTS--Continued

V-6. **Contract length.**— For those sales pursuant to long-term contracts, has the length (duration) of the contracts changed since 2006?

☐ Shorter ☐ About the same length ☐ Longer

Describe: _____

V-7. **Contract commitments**—Please fill out the following table with respect to your contract commitments to purchase TCCSS from 2012-14.

Name of domestic or foreign supplier	Minimum volume commitments (short tons)			Check if applicable	
	2012	2013	2014	Meet comp	Favored nations
				<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"/>	<input type="checkbox"/>

Note any additional information concerning these contracts: _____
