

<u>Price Range</u>	<u>No. of Respondents</u>	<u>\$</u>
Low	1	See Exhibit XII
Low to Medium	6	
Low to High	1	
Medium	6	
Medium to High	12	
High	0	

- j. Only two companies stated that their most common U.S. sales terms were net 30, and nine firms quoted 2%-10, net 30. All firms were willing to pay the brokerage fees and tariffs. One company reported 2%-15, net 30, and another said their terms were 3%-15, net 30. Nine manufacturers shipped f.o.b. destination, and the U.S. port of entry was the f.o.b. point for five firms. In addition, the majority of the manufacturers were willing to adjust their sales terms if necessary to gain a share of the U.S. market.
- k. Over 80% of the manufacturers offer some sales inducements, and only four firms stated that they offered no sales inducements. An overwhelming majority stated that they were willing to offer inducements as required in the U.S. market.
- l. Twenty-one firms believe that their prices in the U.S. would be the same or lower than their products in the