

PRODUCERS' QUESTIONNAIRE
CUT-TO-LENGTH PLATE FROM
BELGIUM, BRAZIL, FINLAND, GERMANY, MEXICO, POLAND, ROMANIA, SPAIN,
SWEDEN, TAIWAN, AND THE UNITED KINGDOM

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 August 2, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning certain carbon steel products from Australia, Belgium, Brazil, Canada, Finland, France, Germany, Japan, Korea, Mexico, Poland, Romania, Spain, Sweden, Taiwan, and the United Kingdom (inv. Nos. AA1921-197 (Second Review); 701-TA-319, 320, 325-328, 348, and 350 (Second Review); and 731-TA-573, 574, 576, 578, 582-587, 612, and 614-618 (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 cut-to-length carbon steel plate since January 1, 2000 (as defined in the instruction booklet)?:

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

Email address

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose continuation of the countervailing duty and antidumping duty orders currently in place for cut-to-length plate from the subject countries? Please indicate.

Cut-to-length plate			
Countries	Support	Oppose	No position
Belgium			
Brazil			
Finland			
Germany			
Mexico			
Poland			
Romania			
Spain			
Sweden			
Taiwan			
United Kingdom			

PART I.--GENERAL QUESTIONS--Continued

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

No Yes--List the following information.

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing into the United States or exporting to the United States cut-to-length carbon steel plate from Belgium, Brazil, Finland, Germany, Mexico, Poland, Romania, Spain, Sweden, Taiwan, or the United Kingdom?

No Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing into the United States or exporting to the United States cut-to-length carbon steel plate from countries **other than** Belgium, Brazil, Finland, Germany, Mexico, Poland, Romania, Spain, Sweden, Taiwan, or the United Kingdom?

No Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of cut-to-length plate?

No Yes--List the following information.

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

I-8. If you answered "yes" to Question I-4, I-5, I-6, or I-7, please indicate whether the affiliation affects, or will affect, the character of your firm's operations relating to the production of cut-to-length plate.

No Yes--Please indicate which affiliation identified in any of those questions affects your operations. Also, for each affiliation that affects, or will affect, the character of your firm's operations, please discuss how and to what extent your operations are, or will be affected (e.g., coordination of production and/or supply in terms of volume and/or price). Please provide relevant documentation demonstrating how and to what extent the character of your operations are, or will be, affected.

I-9. Do free trade agreements such as NAFTA affect the character of your firm's operations?

No Yes--Please explain how and to what extent the character of your operations are affected by free trade agreements.

I-10. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for cut-to-length plate?

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 Michael Szustakowski (202-205-3188). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
 Name and title

Phone No. E-mail address

II-2. Has your firm experienced any change in the character of its operations or organization relating to the production of cut-to-length carbon steel plate steel since January 1, 2000?

- | | |
|--|--|
| <input type="checkbox"/> Plant openings | <input type="checkbox"/> Relocations |
| <input type="checkbox"/> Expansions | <input type="checkbox"/> Acquisitions |
| <input type="checkbox"/> Consolidations | <input type="checkbox"/> Closures |
| <input type="checkbox"/> Prolonged shutdowns ¹ | <input type="checkbox"/> Other (please explain) |
| <input type="checkbox"/> Revised labor agreements ² | <input type="checkbox"/> Relief from pension obligation by the PBGC
(Pension Benefit Guarantee Corporation) |

¹ Reasons include strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization.

² Changes in wages, benefits, or work rules; or any other change in labor agreements.

Please supply details as to the time, nature, and significance of any such changes, and provide underlying assumptions, together with relevant portions of business plans, public corporate filings or other internal documentation, that address this issue in the space below.

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of cut-to-length plate products 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.

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of cut-to-length plate in the future if the countervailing duty and/or antidumping duty orders on cut-to-length plate from the subject countries were to be revoked? If your response differs for any country, please indicate.

- 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.

II-5. Has your firm added capacity to produce cut-to-length plate, announced plans to add cut-to-length plate capacity, or made other cut-to-length plate-specific investments to improve your operations since 2000?

- No
- Yes--Provide any analyses or projections prepared in connection with your investment plans that relate to the market for cut-to-length plate in the United States or that project ROI levels for the investments.

II-6. Has your firm since January 1, 2000 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of cut-to-length plate and/or using the same production and related workers employed to produce cut-to-length plate?

- No
- Yes--List the following information.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>

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

II-7. Cut-to-length ("CTL") plate.– Please report your firm’s production capability (capacity) and actual production of cut-to-length plate in your establishment(s).

Item	Calendar year 2005	Jan.-June 2005	Jan.-June 2006
Average production capacity for <u>all</u> subject and nonsubject CTL plate (short tons) ¹			
• Production of subject CTL plate (short tons)			
• Production of specifically excluded (e.g., X-70) CTL plate (short tons)			
• Production of micro-alloy CTL plate (short tons)			
• Production of other nonsubject (e.g., alloy) CTL plate (short tons)			
<i>TOTAL Production of CTL Plate</i>			
Share of production accounted for by reversing/quarto plate mills (%)			
Share of production accounted for by combination/Steckel mills (%)			
Share of production accounted for by hot-strip mills & shear lines (%)			
Share of production accounted for by bar mills (%)			
<p>¹ If your firm produced CTL plate on a combination or Steckel mill, please describe your firm’s production mix in 2005: _____ percent <i>CTL plate</i> + _____ percent <i>coiled plate</i> + _____ percent <i>sheet</i>.</p> <p>If your firm produced CTL plate on a hot-strip mill, please describe your firm’s production mix in 2005: _____ percent <i>CTL plate</i> + _____ percent <i>plate in coiled form</i> + _____ percent <i>sheet</i>.</p> <p>If your firm produced CTL plate on a bar mill mill, please describe your firm’s production mix in 2005: _____ percent <i>wide flat bar</i> + _____ percent <i>other bar</i> + _____ percent <i>other long products</i>.</p>			
<p><u>Does the average production capacity reported above correspond to the rated capacity of your firm’s reversing or quarto mills; bar mill; combination or Steckel mills; and/or hot-strip mills?</u></p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain (e.g., other production bottleneck; production of coiled or thin-gauge product on same equipment, etc.):</p> <p>_____</p> <p>_____</p> <p>_____</p>			

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

II-8. Please describe the constraint(s) that set the limit(s) on your production capacity for cut-to-length plate.

II-9. Is your firm able to switch production between cut-to-length plate and other products in response to a relative change in the price of cut-to-length plate vis-a-vis the price of other products, using the same equipment and labor?

No Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from cut-to-length plate.

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

II-10a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **cut-to-length plate** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in short tons, value in \$1,000)						
Item	2000	2001	2002	2003	2004	2005
AVERAGE PRODUCTION CAPACITY¹ (<i>quantity</i>)						
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)						
PRODUCTION (<i>quantity</i>)						
U.S. SHIPMENTS:						
Commercial shipments:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
Internal consumption:						
<i>Quantity</i> of internal consumption						
<i>Value²</i> of internal consumption						
Transfers to related firms:						
<i>Quantity</i> of transfers to related firms						
<i>Value²</i> of transfers to related firms						
EXPORT SHIPMENTS:³						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES⁴ (<i>quantity</i>)						
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)						
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (<i>1,000 hours</i>)						
WAGES PAID TO PRWs (<i>value</i>)						
¹ The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).						
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000-05 below:						
³ Identify your principal export markets: _____						
⁴ <u>Reconciliation of data.</u> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?						
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

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

II-10b. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **cut-to-length plate** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	January-June 2005	January-June 2006
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)		
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)		
PRODUCTION (<i>quantity</i>)		
U.S. SHIPMENTS:		
Commercial shipments:		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
Internal consumption:		
<i>Quantity</i> of internal consumption		
<i>Value</i> ² of internal consumption		
Transfers to related firms:		
<i>Quantity</i> of transfers to related firms		
<i>Value</i> ² of transfers to related firms		
EXPORT SHIPMENTS: ³		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)		
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)		
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)		
AVERAGE NUMBER OF PRWs		
HOURS WORKED BY PRWs (<i>1,000 hours</i>)		
WAGES PAID TO PRWs (<i>value</i>)		
<p>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).</p> <hr/>		
<p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-June 2005 and 2006 below:</p> <hr/>		
<p>³ Identify your principal export markets: _____.</p>		
<p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>		
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____.</p>		

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

II-11. If you reported transfers to related firms in question II-10, 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-12. Please report the relative share of your firm's U.S. shipments for cut-to-length plate in the specified thicknesses below. (See definitions in the instruction booklet).

<i>(Quantity in short tons, value in \$1,000)</i>			
Plate thickness	2005	Jan.-June 2005	Jan.-June 2006
< 1.00"			
Quantity			
Value			
≥ 1.00" but < 3.00"			
Quantity			
Value			
≥ 3.00" but < 4.00"			
Quantity			
Value			
≥ 4.00"			
Quantity			
Value			

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

II-13. Report you firm's U.S. shipments for the cut-to-length products identified below. (See definitions in the instruction booklet).

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	2005	Jan.-June 2005	Jan.-June 2006
Floor plate			
Quantity			
Value			
Carbon structural steel plate			
Quantity			
Value			
Pressure vessel plate			
Quantity			
Value			
Platform plate			
Quantity			
Value			
Shipbuilding plate			
Quantity			
Value			
Other plate for line pipe			
Quantity			
Value			
Hot-rolled wide flat bar			
Quantity			
Value			
All other cut-to-length plate			
Quantity			
Value			
Total			
Quantity			
Value			

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

II-14. Other than direct imports, has your firm otherwise purchased cut-to-length plate since January 1, 2000? (See definitions in the instruction booklet.)

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

<i>(Quantity in short tons, value in \$1,000)</i>								
Item	2000	2001	2002	2003	2004	2005	Jan.- June 2005	Jan.- June 2006
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--								
Belgium:								
<i>Quantity</i>								
<i>Value</i>								
Brazil:								
<i>Quantity</i>								
<i>Value</i>								
Finland:								
<i>Quantity</i>								
<i>Value</i>								
Germany:								
<i>Quantity</i>								
<i>Value</i>								
Mexico:								
<i>Quantity</i>								
<i>Value</i>								
Poland:								
<i>Quantity</i>								
<i>Value</i>								
Romania:								
<i>Quantity</i>								
<i>Value</i>								
Spain:								
<i>Quantity</i>								
<i>Value</i>								
Sweden:								
<i>Quantity</i>								
<i>Value</i>								
Table continued on next page.								

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

<i>(Quantity in short tons, value in \$1,000)</i>								
Item	2000	2001	2002	2003	2004	2005	Jan.- June 2005	Jan.- June 2006
Taiwan:								
<i>Quantity</i>								
<i>Value</i>								
United Kingdom:								
<i>Quantity</i>								
<i>Value</i>								
ALL OTHER COUNTRIES:								
<i>Quantity</i>								
<i>Value</i>								
PURCHASES FROM DOMESTIC PRODUCERS:²								
<i>Quantity</i>								
<i>Value</i>								
PURCHASES FROM OTHER SOURCES:²								
<i>Quantity</i>								
<i>Value</i>								
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>								
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>								

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

II-15. Does your firm produce cut-to-length plate in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-16. Since January 1, 2000, has your firm imported cut-to-length plate?

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

II-17. Describe the significance of the existing countervailing duty and/or antidumping duty orders covering imports of cut-to-length plate from subject countries 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. Please indicate if your response differs by country.

II-18. 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 cut-to-length plate in the future if the countervailing duty and/or antidumping duty orders on cut-to-length plate from subject countries were to be revoked? Please indicate if your response differs by country.

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 II.--TRADE AND RELATED INFORMATION--Continued

II-19. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of cut-to-length plate?

No Yes--Name firm(s): _____

Specify in which capacity you serve for each toll agreement –toller or tollee?

If your firm is a toll producer of cut-to-length plate, please complete question II-20.

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

II-20. **Toll processors: Toll conversion of coiled plate to cut-to-length plate.**--For the operations of your U.S. establishment(s), report the information requested below.

<i>(Quantity in short tons, value in \$1,000)</i>								
Item	2000	2001	2002	2003	2004	2005	Jan.-June 2005	Jan.-June 2006
Average production capability <i>Quantity</i>								
Production <i>Quantity</i>								
Coiled plate converted to cut lengths for U.S. mills: ^{1 2} <i>Quantity</i>								
<i>Value</i>								
Coiled plate converted to cut lengths for U.S. service centers: ^{1 2} <i>Quantity</i>								
<i>Value</i>								
Coiled plate converted to cut lengths for other U.S. customers: ^{1 2} <i>Quantity</i>								
<i>Value</i>								
Coiled plate converted to cut lengths for foreign producers/U.S. importers: ^{1 2} <i>Quantity</i>								
<i>Value</i>								
Average number of PRWs								
Hours worked by PRWs <i>(1,000 hours)</i>								
Wages paid to PRWs <i>Value</i>								
Financial information based on <input type="checkbox"/> calendar year / fiscal year ending Dec. 31 or <input type="checkbox"/> fiscal year ending _____								
Net sales: ^{1 2} <i>Quantity</i>								
<i>Value</i>								
Cost of goods sold <i>Value</i>								
SG&A expenses <i>Value</i>								
Operating income or (loss) <i>Value</i>								
Capital expenditures <i>Value</i>								
R&D expenditures <i>Value</i>								
¹ Report your firm's shipments/net sales of cut-to-length plate which it converted under a toll agreement with another firm. Quantity refers to the amount of plate converted and value refers to your firm's fee for its services. ² Less discounts, returns, allowances, and prepaid freight.								

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Mary Klir (202-205-3247 or mary.klir@usitc.gov).

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

Company contact: _____
 Name and title _____
 Phone No. _____ Fax No. _____
 E-mail address _____ Company web address _____

III-2. Briefly describe your financial accounting system.

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

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

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

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

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

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

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

PART III.--FINANCIAL INFORMATION--Continued

III-6a. Operations on cut-to-length plate products.--Report the revenue and related cost information requested below on the cut-to-length plate operations of your U.S. establishment(s).¹ Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir at (202) 205-3247 before completing this section of the questionnaire.

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

PART III.--FINANCIAL INFORMATION--Continued

III-6b. Operations on cut-to-length plate products.--Report the revenue and related cost information requested below on the **cut-to-length plate products** operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for the specified interim periods.

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	January-June 2005	January-June 2006
Net sales quantities:²		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
Net sales values:²		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
Cost of goods sold (including internal consumption and transfers to related firms):		
Raw materials		
Direct labor		
Other factory costs		
Total cost of goods sold		
Gross profit or (loss)		
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income or (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received ³		
All other income items		
All other income or expenses, net		
Net income or (loss) before income taxes		
Depreciation/amortization included above		
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.		

PART III.--FINANCIAL INFORMATION--Continued

III-7. Asset values.--Report the total assets associated with the production, warehousing, and sale of cut-to-length plate. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

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

PART III.--FINANCIAL INFORMATION--Continued

III-8a. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on cut-to-length plate. Provide data for your six most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>						
Item	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenditures						

III-8b. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on cut-to-length plate. Provide data for the specified interim periods.

<i>(Value in \$1,000)</i>		
Item	January-June 2005	January-June 2006
Capital expenditures		
Research and development expenditures		

PART IV.-CUT-TO-LENGTH PLATE PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Kelly Clark (202-205-3166).

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

Company contact: _____
Name and title

Phone No. E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2000-June 2006. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

Product 1: Hot-rolled carbon steel plate, ASTM A-36 or equivalent as rolled, sheared edge, not heat treated, not cleaned or oiled, in cut lengths, 72" through 96" in width, 0.5" through 1" in thickness.

Product 2: Hot-rolled carbon steel plate, ASTM A-36 or equivalent as rolled, sheared edge, not heat treated, not cleaned or oiled, in cut lengths, 72" to 96" in width, 0.1875" through 0.499" in thickness.

Product 3: Hot-rolled carbon steel plate, high strength low alloy (HSLA), ASTM A-572, Grade 50, sheared edges, not cleaned or oiled, in cut lengths, 72" through 120" in width, 0.5" through 1.5" in thickness.

Product 4: Hot-rolled carbon steel plate, SAE 1045, no ASTM specification, trimmed edges, not cleaned or oiled, in cut lengths, 72" through 96" in width, 1" through 1.5" in thickness.

Product 5: Hot-rolled wide flat bar, in free-cutting grades, in cut lengths, 6" through 12" in width, 0.25" through 2" in thickness.

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

Please report the total quantity and total value for each of the specified products sold by your firm in each quarter. Values reported should be f.o.b., U.S. point of shipment (in U.S. dollars) and should **NOT** include U.S.-inland transportation costs to deliver the product to your customers' establishment. All values should be reported **net of ALL discounts, allowances, and returns**, and all sales values reported should represent **arms-length transactions to unrelated U.S. customers**. If your firm had any sales that involved post-shipment credits or rebates, please report the final price paid by your customer. Quantities reported should be reported in short tons and should be net of any returns.

PART IV. CUT-TO-LENGTH PLATE PRICING AND MARKET FACTORS--Continued

Section IV-A. PRICE DATA--Continued

Product 1 Product 2 Product 3 Product 4 Product 5

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value ¹
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
January-March		
April-June		
¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: _____ _____		

PART IV. CUT-TO-LENGTH PLATE PRICING AND MARKET FACTORS--Continued

Section IV-B. PRICE-RELATED QUESTIONS

If your answers to questions in this section differ by customer type, please answer separately for each customer type and clearly indicate the customer type to which the answer refers.

IV-B-1. Please describe how your firm determines the prices that it charges for sales of **cut-to-length plate** (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

IV-B-2. (a) Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

(b) Does your firm offer just-in-time or similar inventory services for **cut-to-length plate** customers located in the United States? If yes, please discuss below.

(c) Does your firm offer financing to customers of **cut-to-length plate** located in the United States? If yes, please discuss below.

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

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced **cut-to-length plate** in 2005 were on a (1) long-term contract basis (multiple deliveries for 12 months or more), (2) short-term contract basis (multiple deliveries for less than 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

PART IV. CUT-TO-LENGTH PLATE PRICING AND MARKET FACTORS--Continued

Section IV-B. PRICE-RELATED QUESTIONS

IV-B-5. If you sell **cut-to-length plate** on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

IV-B-6. If you sell **cut-to-length plate** on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

IV-B-7. If you sell **cut-to-length plate** on a long-term contract basis, did you impose any surcharges or other price increases during the pendency of the contract? If so, please identify the amounts of the surcharge or price increase, the period of time during which it was effective, and the reason for the surcharge or price increase.

IV-B-8. 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 **cut-to-length plate**?

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

IV-B-9. (a) What is the approximate percentage of the total delivered cost of **cut-to-length plate** that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

PART IV. --CUT-TO-LENGTH PLATE PRICING AND MARKET FACTORS--Continued

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

IV-B-10. Which geographic market areas in the United States are served by your firm's **cut-to-length plate**?

- Northeast Midwest Central Southwest Southeast
 Mountains Pacific Coast Contiguous U.S. Other (listed below)
-

IV-B-11. Describe the three most common end uses of the **cut-to-length plate** that you manufacture. For each end-use product, what percentage of the total cost is accounted for by **cut-to-length plate**?

<u>End use</u>	<u>Share of total cost accounted for by cut-to-length plate (percent)</u>
_____	_____
_____	_____
_____	_____

IV-B-12. Have there been any changes in the end uses of **cut-to-length plate** since 2000?

- No Yes--Please describe.
-
-

IV-B-13. Do you anticipate any changes in terms of the end uses of **cut-to-length plate** in the future?

- No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.
-
-

IV-B-14. (a) Please list in order of importance any products that may be substituted for **cut-to-length plate**.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

PART IV.--CUT-TO-LENGTH PLATE PRICING AND MARKET FACTORS--Continued

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

(c) Have changes in the prices of these products affected the price for **cut-to-length plate**?

- No Yes--Please explain. To what degree do changes in their prices affect the price for **cut-to-length plate**? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of **cut-to-length plate** or final end use?
-
-

IV-B-15. Have there been any changes in the number or types of products that can be substituted for **cut-to-length plate** since 2000?

- No Yes--Please explain.
-
-

IV-B-16. Do you anticipate any changes in terms of the substitutability of other products for **cut-to-length plate** in the future?

- No Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.
-
-

IV-B-17. To what extent have changes in the prices of raw materials affected your firm's selling prices for **cut-to-length plate** since 2000? Also discuss any anticipated changes in raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-18. 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 **cut-to-length plate** in the U.S. market since 2000?

- No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.
-
-

PART IV. --CUT-TO-LENGTH PLATE PRICING AND MARKET FACTORS--Continued

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

IV-B-19. Has your firm refused, declined, or been unable to supply **cut-to-length plate** since 2000? (Examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)

- No Yes--Please note and document the time period(s) (i.e. month and year), the customer involved, and the amount and type of product involved.

IV-B-20. (a) Do you anticipate any changes in terms of the availability of U.S.-produced **cut-to-length plate** in the U.S. market in the future?

- Increase No Change Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-21. Has the availability of NONSUBJECT imported **cut-to-length plate** changed since 2000?

- No Yes--Please explain.

IV-B-22. Describe how easily your firm can shift its sales of **cut-to-length plate** 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 **cut-to-length plate** between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART IV.--CUT-TO-LENGTH PLATE PRICING AND MARKET FACTORS--Continued

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

I IV-B-23. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of **cut-to-length plate** since 2000?

No Yes--Please describe and quantify if possible.

V-B-24. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of **cut-to-length plate** in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

No Yes--Please identify, including the time period.

IV-B-25. (a) Is the **cut-to-length plate** market subject to business cycles or conditions of competition distinctive to **cut-to-length plate**?

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

(b) Has the emergence of new markets for **cut-to-length plate** affected the business cycle or conditions of competition distinctive to **cut-to-length plate**?

No Yes--Please explain any such changes.

IV-B-26. (a) How has demand within the United States for **cut-to-length plate** changed since 2000 (including the effects from any weather-related events)?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

PART IV. --CUT-TO-LENGTH PLATE PRICING AND MARKET FACTORS--Continued

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

(b) How has demand outside the United States, if known, for **cut-to-length plate** changed since 2000?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

IV-B-27. Do you anticipate any future changes in **cut-to-length plate** 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.

IV-B-28. Please compare market prices of **cut-to-length plate** in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-B-29. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss **cut-to-length plate** supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Belgium, Brazil, Finland, Germany, Mexico, Poland, Romania, Spain, Sweden, Taiwan, and the United Kingdom, and (3) the world as a whole. Of particular interest is such data from 2000 to the present and forecasts for the future.

PART IV. CUT-TO-LENGTH PLATE PRICING AND MARKET FACTORS--Continued

Section IV-B. MARKET FACTORS--Continued

IV-B-30. Are your exports of **cut-to-length plate** subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2000, or that are expected to occur in the future.

IV-B-31. Does your firm sell **cut-to-length plate** over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of **cut-to-length plate** in 2005 accounted for by internet sales.

PART IV.-CUT-TO-LENGTH PLATE PRICING AND MARKET FACTORS--Continued

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

IV-B-32. Is **CTL plate** produced in the United States and in other countries used interchangeably (i.e., can it 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 “O” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Belgium	Brazil	Finland	Germany	Mexico	Poland	Romania	Spain	Sweden	Taiwan	United Kingdom	Other countries
United States													
Belgium													
Brazil													
Finland													
Germany													
Mexico													
Poland													
Romania													
Spain													
Sweden													
Taiwan													
United Kingdom													

¹ For any country-pair producing CTL plate that is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use (attach additional pages if necessary):

PART IV.-CUT-TO-LENGTH PLATE PRICING AND MARKET FACTORS--Continued

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

IV-B-33. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between **CTL plate** produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Belgium	Brazil	Finland	Germany	Mexico	Poland	Romania	Spain	Sweden	Taiwan	United Kingdom	Other countries
United States													
Belgium													
Brazil													
Finland													
Germany													
Mexico													
Poland													
Romania													
Spain													
Sweden													
Taiwan													
United Kingdom													

¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of CTL plate, identify the country-pair and report the advantages or disadvantages imparted by such factors (attach additional pages if necessary):

PART V.--WIDE FLAT BAR--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Michael Szustakowski** (202-205-3188). **Supply all data requested (except for financial data) on a calendar-year basis.**

V-1. Who should be contacted regarding the requested information?

Company contact: _____
Name and title

Phone No. E-mail address

V-2. **COMPARABILITY OF WIDE FLAT BAR AND OTHER CUT-TO-LENGTH PLATE.**

Please describe the differences and similarities between **wide flat bar** and **other cut-to-length plate** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART V. WIDE FLAT BAR--TRADE AND RELATED INFORMATION—Continued

V-3. Report the information requested on the following page for **wide flat bar** produced in your U.S. establishment(s) during the specified periods. (See product definitions in the instruction booklet). In the space provided below, please indicate whether or not your firm was able to provide accurate figures, or estimates, for the data requested. If not, identify your problems in doing so and indicate the nature (and extent) of any inaccuracies. **If your firm does not produce wide flat bar, please proceed directly to Part VI.**

PART V.--WIDE FLAT BAR--TRADE AND RELATED INFORMATION--Continued

<i>(Quantity in short tons, value in \$1,000)</i>								
Wide flat bar	Calendar years, except as noted						January-June	
	2000	2001	2002	2003	2004	2005	2005	2006
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>								
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>								
PRODUCTION <i>(quantity)</i>								
U.S. SHIPMENTS:								
Commercial shipments:								
<i>Quantity</i> of commercial shipments								
<i>Value</i> of commercial shipments								
Internal consumption:								
<i>Quantity</i> of internal consumption								
<i>Value</i> ¹ of internal consumption								
Transfers to related firms:								
<i>Quantity</i> of transfers to related firms								
<i>Value</i> ¹ of transfers to related firms								
EXPORT SHIPMENTS:²								
<i>Quantity</i> of export shipments								
<i>Value</i> of export shipments								
END-OF-PERIOD INVENTORIES ³ <i>(quantity)</i>								
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>								
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>								
AVERAGE NUMBER OF PRWs								
HOURS WORKED BY PRWs <i>(1,000 hours)</i>								
WAGES PAID TO PRWs <i>(value)</i>								
FINANCIAL INFORMATION:⁴								
Net sales: ⁵ <i>Quantity</i>								
Net sales: ⁵ <i>Value</i>								
Cost of goods sold <i>(value)</i>								
Gross profit or (loss) <i>(value)</i>								
SG&A expenses <i>(value)</i>								
Operating income or (loss) <i>(value)</i>								
Capital expenditures <i>(value)</i>								

¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value.

² Identify your principal export markets: _____

³ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

⁴ Report financial information on a fiscal-year basis (year ending _____).

⁵ Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.

PART VI.--MICRO-ALLOY STEEL--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Michael Szustakowski (202-205-3188). **Supply all data requested (except for financial data) on a calendar-year basis.**

VI-1. Who should be contacted regarding the requested information?

Company contact: _____
 Name and title

Phone No. _____ E-mail address _____

VI-2. **COMPARABILITY OF MICRO-ALLOY STEEL AND OTHER CUT-TO-LENGTH PLATE.**—Since January 1, 2000, has your firm produced **micro-alloy steel cut-to-length plate**?

Please describe the differences and similarities between **micro-alloy steel** and **other cut-to-length plate** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART VI.--MICRO-ALLOY STEEL--TRADE AND RELATED INFORMATION

VI-3. Report the information requested on the following page for **micro-alloy steel cut-to-length plate** produced in your U.S. establishment(s) during the specified periods. (See product definitions in the instruction booklet). In the space provided below, please indicate whether or not your firm was able to provide accurate figures, or estimates, for the data requested. If not, identify your problems in doing so and indicate the nature (and extent) of any inaccuracies.

PART VI--MICRO-ALLOY STEEL--TRADE AND RELATED INFORMATION--Continued

Cut-to-length micro-alloy steel plate Item	(Quantity in short tons, value in \$1,000)							
	Calendar years, except as noted						January-June	
	2000	2001	2002	2003	2004	2005	2005	2006
AVERAGE PRODUCTION CAPACITY (quantity)								
BEGINNING-OF-PERIOD INVENTORIES (quantity)								
PRODUCTION (quantity)								
U.S. SHIPMENTS:								
Commercial shipments:								
Quantity of commercial shipments								
Value of commercial shipments								
Internal consumption:								
Quantity of internal consumption								
Value ¹ of internal consumption								
Transfers to related firms:								
Quantity of transfers to related firms								
Value ¹ of transfers to related firms								
EXPORT SHIPMENTS:²								
Quantity of export shipments								
Value of export shipments								
END-OF-PERIOD INVENTORIES ³ (quantity)								
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)								
U.S. SHIPMENTS TO END USERS (quantity)								
AVERAGE NUMBER OF PRWs								
HOURS WORKED BY PRWs (1,000 hours)								
WAGES PAID TO PRWs (value)								
FINANCIAL INFORMATION:⁴								
Net sales: ⁵ Quantity								
Net sales: ⁵ Value								
Cost of goods sold (value)								
Gross profit or (loss) (value)								
SG&A expenses (value)								
Operating income or (loss) (value)								
Capital expenditures (value)								

¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value.

² Identify your principal export markets: _____

³ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

⁴ Report financial information on a fiscal-year basis (year ending _____).

⁵ Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.