

---

**IMPORTERS' QUESTIONNAIRE**  
**CERTAIN STAINLESS STEEL PLATE FROM BELGIUM, CANADA, ITALY, KOREA,**  
**SOUTH AFRICA, AND TAIWAN**

---

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than February 7, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning certain stainless steel plate from Belgium, Canada, Italy, Korea, South Africa, and Taiwan (invs. Nos. 701-TA-376, 377, & 379 and 731-TA-788-793 (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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip code</b> _____
<b>World Wide Web address</b> _____
Has your firm imported either <b>certain stainless steel plate</b> (as defined in the instruction booklet) and/or <u>excluded</u> stainless steel plate (as identified in question II-13) from any country at any time since January 1, 1998?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (If your firm imported certain stainless steel plate read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission. If your firm imported <b>ONLY</b> excluded stainless steel plate complete questions I-1 through I-9 and II-13).

**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*

**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 30 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. ***Note the request in the instruction booklet to consolidate data for all your U.S. establishment(s) located in the United States. If your firm imports stainless steel plate through multiple U.S. branches please contact Debra Baker (202-205-3180) of the Commission's staff to determine whether they also were sent a questionnaire.*** Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

I-3. Is your firm owned, in whole or in part, by any other firm?

No  Yes--List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain stainless steel plate from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan into the United States or which are engaged in exporting certain stainless steel plate from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan to the United States separately by country?

No  Yes--List the following information.

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

**PART I--GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain stainless steel plate from countries other than Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan into the United States or which are engaged in exporting certain stainless steel plate from countries other than Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan to the United States?

No  Yes--List the following information.

<u>Country/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 the production of certain stainless steel plate?

No  Yes--List the following information.

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

I-7. Does your firm have any related firms in the United States that receive, inventory, hold, ship, or process certain stainless steel plate?

No  Yes--List the following information.

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

I-8. Please indicate the nature of your firm's importing operations on certain stainless steel plate. More than one answer may be applicable.

Importer of record  Takes title to the imported product(s)

Consignee of the imported product(s)  Customs broker or freight forwarder

I-9. If your firm is an importer of record of certain stainless steel plate but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

I-10. Please indicate whether your firm enters certain stainless steel plate into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones  No  Yes--list location(s):

Bonded warehouses  No  Yes--list location(s):

\_\_\_\_\_

**PART I.--GENERAL QUESTIONS--Continued**

I-11. Please indicate whether your firm imports certain stainless steel plate under the TIB (temporary importation under bond) program.

No             Yes

I-12. In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for certain stainless steel plate?

No             Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

---

---

I-13. To your knowledge, have the products subject to these reviews been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify providing both the date(s) and country(ies) involved.

---

---

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

Further information on this part of the questionnaire can be obtained from **Debra Baker** (202-205-3180 or Debra.Baker@usitc.gov). **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 plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of certain stainless steel plate since 1999 (i.e., the year the orders under review became effective)?

No             Yes--Supply details as to the time, nature, and significance of such changes.

---

---

**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 importation of certain stainless steel plate in the future?

- No                       Yes--Supply details as to the source of imports, 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 importation of certain stainless steel plate in the future if the countervailing duty and antidumping duty orders on certain stainless steel plate from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan were to be revoked? **Specify which country(ies) you are discussing (or state that your answer applies to all subject countries).**

- 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 or a related firm imported or arranged for the importation of certain stainless steel plate from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan for delivery after December 31, 2004?

- No                       Yes--Indicate source country, delivery date, and quantities involved. Also identify the related firm, if applicable.

---

---

II-6. If your firm or a related firm also produces certain stainless steel plate in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate. Also identify the related firm, if applicable.

---

---

---

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

II-7. Has your firm or a related firm imported subject stainless steel plate and processed it into cut-to-length plate at your own facilities or those of a related firm during 1998-2004?

No

Yes--Please provide details, including the quantity of such processed cut-to-length plate made from subject imports for each year during 1998-2004.

---

---

---

II-8. **The following questions compare hot-rolled stainless steel plate, in coils, and cold-rolled stainless steel plate, in coils. Please use additional pages, as necessary.**

**A. Comparison of characteristics and uses.**--Please describe the differences and similarities in the physical characteristics and end uses of hot-rolled stainless steel plate, in coils vs. cold-rolled stainless steel plate, in coils.

Physical characteristics.--

---

---

---

---

---

End uses.--

---

---

---

---

---

**B. Interchangeability.**--Please describe under which, if any circumstances, hot-rolled stainless steel plate, in coils and cold-rolled stainless steel plate, in coils compete for sales with each other. Specify the exact products that can compete and discuss the specific end use or market situation in which there is such competition. **If there is no such competition, write "NONE," and indicate what alternative products can be substituted.**

---

---

---

---

---

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

II-9. **HRAP STAINLESS STEEL PLATE, IN COILS, IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of hot-rolled, annealed and pickled (HRAP) stainless steel plate in coils imported by your firm during 1998-2004. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

Country (specify) \_\_\_\_\_  All other sources combined<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	1998	1999	2000	2001	2002	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>							
<b>IMPORTS:<sup>2</sup></b>							
<i>Quantity</i> of imports							
<i>Value</i> of imports							
<b>U.S. SHIPMENTS:</b>							
<b>Commercial shipments:</b>							
<i>Quantity</i> of commercial shipments							
<i>Value</i> of commercial shipments							
<b>Internal consumption:</b>							
<i>Quantity</i> of internal consumption							
<i>Value</i> <sup>3</sup> of internal consumption							
<b>Company transfers to related firms:</b>							
<i>Quantity</i> of transfers to related firms							
<i>Value</i> <sup>3</sup> of transfers to related firms							
<b>EXPORT SHIPMENTS:<sup>4</sup></b>							
<i>Quantity</i> of export shipments							
<i>Value</i> of export shipments							
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> <i>(quantity)</i>							
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> <i>(quantity)</i>							
<b>U.S. SHIPMENTS TO END USERS</b> <i>(quantity)</i>							
<sup>1</sup> Please identify these sources: _____ <sup>2</sup> Please identify the foreign producers, if known: _____							
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1998-2004 below:							
<sup>4</sup> Identify your principal export markets: _____							
<sup>5</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-10. **COLD-ROLLED STAINLESS STEEL PLATE, IN COILS, IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of cold-rolled stainless steel plate in coils imported by your firm during 1998-2004. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

Country (specify) \_\_\_\_\_  All other sources combined<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	1998	1999	2000	2001	2002	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>							
<b>IMPORTS:<sup>2</sup></b>							
<i>Quantity</i> of imports							
<i>Value</i> of imports							
<b>U.S. SHIPMENTS:</b>							
<b>Commercial shipments:</b>							
<i>Quantity</i> of commercial shipments							
<i>Value</i> of commercial shipments							
<b>Internal consumption:</b>							
<i>Quantity</i> of internal consumption							
<i>Value</i> <sup>3</sup> of internal consumption							
<b>Company transfers to related firms:</b>							
<i>Quantity</i> of transfers to related firms							
<i>Value</i> <sup>3</sup> of transfers to related firms							
<b>EXPORT SHIPMENTS:<sup>4</sup></b>							
<i>Quantity</i> of export shipments							
<i>Value</i> of export shipments							
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> <i>(quantity)</i>							
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> <i>(quantity)</i>							
<b>U.S. SHIPMENTS TO END USERS</b> <i>(quantity)</i>							
<sup>1</sup> Please identify these sources: _____ <sup>2</sup> Please identify the foreign producers, if known: _____							
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1998-2004 below:							
<sup>4</sup> Identify your principal export markets: _____							
<sup>5</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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**

Complete each line below and complete page for that country/product combination (photocopying an additional page, if necessary):

Country (specify) \_\_\_\_\_ (Report only for the individual subject countries)

**HRAP, in coils**       **Cold-rolled, in coils**

II-11. Provide the quantities (in *short tons*) of your firm's U.S. shipments in 2004 of the product imported from the specified countries that were in the following **width classes**. *The widths reported should be those that apply after trimming has been performed.* As indicated by the checked boxes at the top of the page, report separately **by country** for either **HRAP, in coils**, or **cold-rolled, in coils**.

The total listed below should equal U.S. shipments reported for the country in question II-9 or question II-10. Do the totals equal?

\_\_\_\_ Yes    \_\_\_\_ No, if not why? \_\_\_\_\_

Quantity of U.S. shipments of above-specified product from specified subject country in 2004 (in short tons)					
Up to 36 inches	Over 36 inches to 48 inches	Over 48 inches to 60 inches	Over 60 inches to 72 inches	Over 72 inches	Total

II-12. Provide the quantities (in *short tons*) of your firm's U.S. shipments in 2004 of the product imported from the specified countries **by grade**. Report separately, as indicated by the checked box at the top of the page, for either **HRAP, in coils**, or **cold-rolled, in coils**.

The total listed below should equal U.S. shipments reported for the country in question II-9 or question II-10. Do the totals equal?

\_\_\_\_ Yes    \_\_\_\_ No, if not why? \_\_\_\_\_

Certain stainless steel plate product	Quantity ( <i>short tons</i> ) in 2004
Grade 304	
Grade 304L	
Grade 316	
Grade 316L	
Grade 403	
Grade 409	
Grade 430	
Grade 434/436	
Other <sup>1</sup> (identify: _____ )	
Other <sup>1</sup> (identify: _____ )	
All others	
Total	

<sup>1</sup> Identify and separately report an "other" grade only if it accounted for 10 percent or more of your firm's U.S. shipments in 2004; otherwise report the grade in the combined "all others" category.

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

II-13. **EXCLUDED STAINLESS STEEL PLATE PRODUCTS.**—Report your firm’s imports, by source, of the stainless steel plate products that are imported under the HTS statistical reporting numbers listed in the instruction booklet (page 4) but which are **excluded** from the scope of these reviews.

These **excluded products** consist of the following U.S. imports from all sources : (1) plate not in coils, (2) plate that is not annealed or otherwise heat-treated and pickled or otherwise descaled, (3) sheet and strip, and (4) flat bars.

Please identify (by country) the excluded products that you have listed data for below:

COUNTRY (            ) \_\_\_\_\_

COUNTRY (            ) \_\_\_\_\_

COUNTRY (            ) \_\_\_\_\_

COUNTRY (            ) \_\_\_\_\_

COUNTRY (            ) \_\_\_\_\_

Item	1998	1999	2000	2001	2002	2003	2004
<i>Quantity (in short tons)</i>							
<b>Belgium</b>							
<b>Canada</b>							
<b>Italy</b>							
<b>Korea</b>							
<b>South Africa</b>							
<b>Taiwan</b>							
<b>All others</b>							
<b>Total</b>							
<i>Value (in \$1,000)</i>							
<b>Belgium</b>							
<b>Canada</b>							
<b>Italy</b>							
<b>Korea</b>							
<b>South Africa</b>							
<b>Taiwan</b>							
<b>All others</b>							
<b>Total</b>							

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

II-14. Did your firm import certain stainless steel plate and process it into cut-to-length plate at your own facilities or those of a related firm during 1998-2004?.

No                       Yes--Supply details including the country of imports and quantity of such processed cut-to-length plate for each year during the period 1998-2004.

---



---

Quantity ( <i>short tons</i> ) of processed cut-to-length plate						
1998	1999	2000	2001	2002	2003	2004

II-15. Describe the significance of the existing countervailing duty and /antidumping duty orders covering imports of certain stainless steel plate from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan in terms of their effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders. *Specify which country(ies) you are discussing (or state that your answer applies to all subject countries).*

---



---



---



---



---



---



---



---

II-16. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of certain stainless steel plate in the future if the countervailing duty and antidumping duty orders on certain stainless steel plate from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan were to be revoked? *Specify which country(ies) you are discussing (or state that your answer applies to all subject countries).*

No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

---



---



---



---



---



---



---



---

**PART III.--PRICING AND MARKET FACTORS--Continued**

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226).

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

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_ Phone No. \_\_\_\_\_ E-mail address

**Section III-A.--PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following stainless steel products during January 1998-December 2004. The price data provided should be for coiled product in the listed grades that has been hot-rolled, annealed and pickled, but has not been cold-rolled or cold-reduced. In addition, price data should not be provided for floor plate. Price data for any dual-certified material (which technically meets specifications for grades 304 and 304L or 316 and 316L) should be reported under the 304L and 316L product categories, respectively. Values should include all applicable surcharges.

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.– Grade 304, thickness 0.25 inch (0.24-0.295 inch), width 48-60 inches
- Product 2.– Grade 304, thickness 0.1875 inch (0.1870 -0.2325 inch), width 48-60 inches
- Product 3.– Grade 304, thickness 0.1875 inch (0.1870 -0.2325 inch), width 72 inches
- Product 4.– Grade 304, thickness 0.1875 inch - 0.25 inch, width 36-48 inches
- Product 5.– Grade 304L, thickness 0.25 inch (0.24-0.295 inch), width 48-60 inches
- Product 6.– Grade 316L, thickness 0.25 inch (0.24-0.295 inch), width 48-60 inches
- Product 7.– Grade 316L, thickness 0.1875 inch (0.1870 -0.2325 inch), width 48-60 inches
- Product 8.– Grade 410S, thickness 0.25 inch (0.24-0.295 inch), width 48-60 inches

The following pricing product definition is for stainless steel plate product that has been hot-rolled, annealed and pickled, and has been cold-rolled

- Product 9.– Grade 304, thickness 0.25 inch (0.24-0.295 inch), width 48-60 inches (that has been cold rolled).

**COPY THE FOLLOWING PAGE AS NECESSARY.** Complete a separate page for each of the specified products imported and sold by your firm. Indicate in the space provided the product for which pricing is reported. Report separately for imports from Belgium, Canada, Italy, Korea, South Africa, or Taiwan.

**PART III.--PRICING AND MARKET FACTORS--Continued - Section III-A. PRICE DATA**

COUNTRY: \_\_\_\_\_ PRODUCT IDENTIFICATION NO: \_\_\_\_\_

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value <sup>1</sup>
<b>1998:</b>		
January-March		
April-June		
July-September		
October-December		
<b>1999:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		

<sup>1</sup> 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 1.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Note 2.--Please indicate the approximate percentages of your total sales of this product during Jan. 1998-Dec. 2004 that consisted of mill-edged and trim-edged plate.

Note 3.--What is the approximate percentage difference in price between mill-edged plate and trim-edged plate? \_\_\_\_\_  
 \_\_\_\_\_ - Mill-edged plate \_\_\_\_\_ - Trim-edged plate

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS**

Please note that the questions in this section refer to the entire period since 1998, unless otherwise specified. If your response to any question differs for different time periods since 1998, please note this in your response (identifying the month/year to which you are referring). Also, please report separately for HRAP and cold-rolled product, as appropriate.

III-B-1. a) Please describe how your firm determines the prices that it charges for sales of certain stainless steel 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.

---



---



---

b) In addition, please discuss the conditions under which your firm applies price surcharges and how they are applied.

---



---



---

c) Has your firm actually implemented surcharges since 1998?

No                       Yes--Please indicate the period during which the surcharges were applied, the amount of the surcharge, and the product(s) to which it applied.

---



---



---

d) Please submit copies of all price announcements during the period of review that include a proposed change in price for stainless steel plate products.

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

---



---

III-B-3. What are your firm's typical sales terms for certain stainless steel plate imported from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan (e.g., 2/10 net 30 days)?  
 \_\_\_\_\_ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

III-B-4. Approximately what share of your firm's sales of its certain stainless steel plate imported from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 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	

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-5. If you sell 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) Since 1998, approximately what percent of your firm's contracts involved requests for price renegotiation? \_\_\_\_\_

(d) Does the contract fix quantity, price, or both? \_\_\_\_\_

(e) Does the contract have a meet or release provision? \_\_\_\_\_

(f) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes \_\_\_\_\_ No \_\_\_\_\_. If yes, please estimate the percentage of your firm's contract sales since 1998 in which a price change took place while the contract was still in place. Please note in your response the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

\_\_\_\_\_  
\_\_\_\_\_

III-B-6. If you sell 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) Since 1998, approximately what percent of your firm's contracts involved requests for price renegotiation? \_\_\_\_\_

(d) Does the contract fix quantity, price, or both? \_\_\_\_\_

(e) Does the contract have a meet or release provision? \_\_\_\_\_

(f) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes \_\_\_\_\_ No \_\_\_\_\_. If yes, please estimate the percentage of your firm's contract sales since 1998 in which a price change took place while the contract was still in place. Please note in your response the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

\_\_\_\_\_  
\_\_\_\_\_

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-7. a) What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain stainless steel plate?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

b) Has the average lead time increased, decreased, or stayed the same since 1998? If changes in lead times differed during the period (e.g., increased in 2002 but decreased in 2003), please identify all periods in which lead times changed, indicating whether lead times increased, decreased, or stayed the same.

Increased       Unchanged       Decreased

---



---

III-B-8. (a) What is the approximate percentage of the total delivered cost of certain stainless steel 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.

III-B-9. What is the geographic market area in the United States served by your firm's certain stainless steel plate?

Northeast       Midwest       Southeast       Central Southwest  
 Mountains       Pacific Coast       Contiguous U.S.       National  
 Other (describe) \_\_\_\_\_

III-B-10. Describe the end uses of the certain stainless steel plate that you import from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan . For each end-use product, what percentage of the total cost is accounted for by certain stainless steel plate?

<u>End use</u>	<u>Share of total cost accounted for by certain stainless steel plate (percent)</u>
_____	_____
_____	_____



**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-11. Have there been any changes in the end uses of certain stainless steel plate since 1998?

- No       Yes--Please describe.

---

---

III-B-12. Do you anticipate any changes in terms of the end uses of certain stainless steel 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.

---

---

III-B-13. (a) Please list in order of importance any products that may be substituted for certain stainless steel plate.

- (1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

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

---

---

(c) Do changes in the prices of these products affect the price for certain stainless steel plate?

- No       Yes--To what degree do changes in their prices affect the price for certain stainless steel 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 certain stainless steel plate or final end use?

---

---

III-B-14. Have there been any changes in the number or types of products that can be substituted for certain stainless steel plate since 1998?

- No       Yes--Please explain.

---

---

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-15. Do you anticipate any changes in terms of the substitutability of other products for certain stainless steel 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.

---



---

III-B-16. a) To what extent have changes in the prices of raw materials affected your firm's selling prices for certain stainless steel plate during January 1998-December 2004? If there has been such an effect, has your firm attempted to pass on these changes by imposing additional raw material surcharges (such as iron or manganese surcharges) in addition to those surcharges previously accepted by your customers? Was your firm successful in doing so? To the extent surcharges have been imposed, were they included as part of the total price, i.e., not listed as an extra?

---



---



---

b) Please 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.

---



---



---

III-B-17. 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 certain stainless steel plate in the U.S. market since 1998?

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

---



---

III-B-18. (a) Do you anticipate any changes in terms of the availability of certain stainless steel plate imported from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan 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.

---



---

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--MARKET FACTORS--Continued**

III-B-19. Has the availability of NONSUBJECT imported certain stainless steel plate changed since 1998?

No             Yes--Please explain.

---

---

III-B-20. Describe how easily your firm can shift its sales of certain stainless steel 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 certain stainless steel 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.

---

---

III-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of certain stainless steel plate since 1998?

No             Yes--Please describe and quantify if possible.

---

---

III-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of certain stainless steel 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.

---

---

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--MARKET FACTORS--Continued**

III-B-23. How has demand within the United States (and outside the United States, if known) for certain stainless steel plate changed since 1998?

A. Within the United States:

Increased  Unchanged  Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

\_\_\_\_\_  
\_\_\_\_\_

B. Outside the United States:

Increased  Unchanged  Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

\_\_\_\_\_  
\_\_\_\_\_

Do you believe that the most recent changes are short-term, long-term, or result from structural changes in the industry? Please explain, noting whether you are talking about demand within the United States or outside the United States.

\_\_\_\_\_  
\_\_\_\_\_

III-B-24. Do you anticipate any future changes in certain stainless steel 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.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-B-25. Please compare market prices of certain stainless steel plate in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--MARKET FACTORS--Continued**

III-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss certain stainless steel 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, Canada, Italy, Korea, South Africa, and/or Taiwan , and (3) the world as a whole. Of particular interest is such data from 1998 to the present and forecasts for the future.

III-B-27. Are your exports of certain stainless steel 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 1998, or that are expected to occur in the future.

---



---

III-B-28. Does your firm sell certain stainless steel plate over the internet?

- No
- Yes--Please describe, noting the estimated percentage of your firm's total sales of certain stainless steel plate in 2004 accounted for by internet sales.

---



---

III-B-29. Does your firm sell stainless steel plate in forms other than coils?

- No
- Yes--Please identify the product and its 2004 sales value.

<u>Product</u>	<u>2004 sales value</u>

III-B-30. What percentage of your 2004 sales of certain stainless steel plate were further processed beyond hot rolling, annealing, and pickling?\_\_\_\_\_ percent. Please identify the additional processing performed (i.e., light cold-rolling pass, cold rolling, polishing, etc.) and its effect on price.

---



---

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-31. Do the firms to which you sell certain stainless steel plate have certification or qualification requirements that must be met in order to sell to them?

- No       Yes--Please describe the requirements, the length of time needed to comply, and your firm's ability to qualify.

---

---

III-B-32. Has your firm refused, declined, or been unable to supply stainless steel plate since 1998? (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, inability to meet timely shipment commitments, increasing average leadtimes, etc.)

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

---

---

---



