

IMPORTERS' QUESTIONNAIRE

**CUT-TO-LENGTH CARBON QUALITY STEEL PLATE FROM
FRANCE, INDONESIA, INDIA, ITALY, JAPAN, AND KOREA**

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 July 21, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its five-year reviews concerning cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and Korea (inv. Nos. 701-TA-388-391 and 731-TA-816-821 (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 imported cut-to-length carbon-quality steel plate (as defined in the instruction booklet) from any country at any time since January 1, 1999?

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

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

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout 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

Signature of Authorized Official

Date

() _____ () _____
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. 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 cut-to-length carbon-quality steel plate from France, Indonesia, India, Italy, Japan, and Korea into the United States or which are engaged in exporting cut-to-length carbon-quality steel plate from France, Indonesia, India, Italy, Japan, and/or Korea into the United States to the United States?

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing cut-to-length carbon-quality steel plate from countries other than France, Indonesia, India, Italy, Japan, and Korea into the United States or which are engaged in exporting cut-to-length carbon-quality steel plate from countries other than France, Indonesia, India, Italy, Japan, and Korea 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 cut-to-length carbon-quality steel plate?

No Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on cut-to-length carbon-quality 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-8. If your firm is an importer of record of cut-to-length carbon-quality steel plate but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-9. Please indicate whether your firm enters cut-to-length carbon-quality 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-10. Please indicate whether your firm imports cut-to-length carbon-quality steel plate under the TIB (temporary importation under bond) program.

No Yes

I-11. 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 cut-to-length carbon-quality steel plate for 2005 and beyond?

No Yes--Please provide the requested documents. Include items that describe future market conditions for cut-to-length carbon-quality steel plate if the subject orders were revoked and, alternatively, if they are continued. If you are not providing the requested documents, please explain why not.

I-12. To your knowledge, have the products subject to these reviews been the subject of or are currently the subject of any other import relief investigations in the United States or in any other countries?

No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Michael Szustakowski (202-205-3188 or mgs@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 change in the character of its operations or organization relating to the importation of cut-to-length carbon-quality steel plate steel since 1999?

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	<input type="checkbox"/>		

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.

Please supply details as to the time, nature, and significance of any such changes 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 importation of cut-to-length carbon-quality steel plate 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 importation of cut-to-length carbon-quality steel plate in the future if the countervailing duty/antidumping duty orders on cut-to-length carbon-quality steel plate from France, Indonesia, India, Italy, Japan, and Korea were to be revoked?

- 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 imported or arranged for the importation of cut-to-length carbon-quality steel plate from France, Indonesia, India, Italy, Japan, and Korea for delivery after June 30, 2005?

- No Yes--Indicate when such orders are to be delivered and the quantities involved.

II-6. If your firm also produces cut-to-length carbon-quality steel plate in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of cut-to-length carbon-quality steel plate imported by your firm during 1999-2004. (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 (copy and circle one):

France India Indonesia Italy Japan
Korea (imports from POSCO) Korea (imports excluding POSCO) All others

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	Calendar year--					
	1999	2000	2001	2002	2003	2004
BEGINNING-OF-PERIOD INVENTORIES <i>(short tons)</i>						
IMPORTS:²						
Quantity of imports						
Value of imports						
U.S. SHIPMENTS:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption:						
Quantity of shipments						
Value ³ of shipments ³						
Transfers to related firms:						
Quantity of shipments						
Value of shipments ³						
EXPORT SHIPMENTS:⁴						
Quantity of export shipments						
Value of export shipments						
U.S. SHIPMENTS TO DISTRIBUTORS <i>(short tons)</i>						
U.S. SHIPMENTS TO END-USERS <i>(short tons)</i>						
END-OF-PERIOD INVENTORIES⁵ <i>(short tons)</i>						
¹ Please identify these sources: _____ _____						
² Please identify the foreign producers, if known: _____ _____						
³ 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 1999-2004 below: _____ _____						
⁴ Identify your principal export markets: _____ _____						
⁵ Reconciliation of data. --The quantities 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-7b. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of cut-to-length carbon-quality steel plate imported by your firm during the specified January-June periods. (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 (copy and circle one):
 France India Indonesia Italy Japan
 Korea (imports from POSCO) Korea (imports excluding POSCO) All others

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	Calendar year--	
	Jan.-June 2004	Jan.-June 2005
BEGINNING-OF-PERIOD INVENTORIES <i>(short tons)</i>		
IMPORTS:²		
Quantity of imports		
Value of imports		
U.S. SHIPMENTS:		
Commercial shipments:		
Quantity of commercial shipments		
Value of commercial shipments		
Internal consumption:		
Quantity of shipments		
Value ³ of shipments ²		
Transfers to related firms:		
Quantity of shipments		
Value of shipments ²		
EXPORT SHIPMENTS:⁴		
Quantity of export shipments		
Value of export shipments		
U.S. SHIPMENTS TO DISTRIBUTORS <i>(short tons)</i>		
U.S. SHIPMENTS TO END-USERS <i>(short tons)</i>		
END-OF-PERIOD INVENTORIES⁵ <i>(short tons)</i>		
¹ Please identify these sources: _____ _____		
² Please identify the foreign producers, if known: _____ _____		
³ 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 interim 1999-2004 below: _____ _____		
⁴ Identify your principal export markets: _____ _____		
⁵ Reconciliation of data. --Please note that the quantities 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-8. **IMPORTS BY SOURCE.**--Report your firm's imports by source of cut-to-length carbon-quality steel plate in which one or more of the elements listed below is present in the quantity, by weight, respectively indicated:¹

- | | |
|------------------------------------|-------------------------------------|
| 1.65-1.80 percent of manganese, or | 0.30-1.25 percent of nickel, or |
| 0.60-1.50 percent of silicon, or | 0.08-0.10 percent of molybdenum, or |
| 0.40-1.00 percent of copper, or | 0.60-0.10 percent of niobium, or |
| 0.30-0.50 percent of aluminum, or | 0.05-0.41 percent of titanium, or |
| 0.30-1.25 percent of chromium, or | 0.05-0.15 percent zirconium. |
| 0.10-0.15 percent of vanadium, or | |

You should include imports of high strength low alloy steel with one or more element present in the ranges noted above. You should not include (1) alloy steel products in which at least one of the chemical elements exceeds those listed above; (2) SAE grade (formerly AISI grades) of series 2300 and above; (3) products made to ASTM A710 and A736 or their proprietary equivalents; (4) abrasion-resistant; (5) products made to ASTM A202, A225, A514 grade S, A517 grade S, (6) ball bearing steels; (7) tool steels; and (8) silicomanganese steel or silicon electric steel.

Country (copy and circle one):

- France India Indonesia Italy Japan**
Korea (imports from POSCO) Korea (imports excluding POSCO)
All others

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	Calendar year--					
	1999	2000	2001	2002	2003	2004
Quantity						
Value						
	January-June 2004			January-June 2005		
Quantity						
Value						
<p>Note: Please identify the foreign producers of the specified cut-to-length plate imported by your firm and explain why the elevated levels of alloying elements are essential to the performance characteristics of the plate: _____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p>						

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

¹ Imports of such plate may include goods in the following HTS statistical reporting numbers: 7225.40.3050, 7225.40.7000, 7225.50.6000, 7225.99.0090, 7226.91.5000, 7226.91.7000, 7226.91.8000, and 7226.99.0000.

II-9. Report your firm's 2004 U.S. imports for the products and thicknesses below. (See definitions in the instruction booklet).

Country (circle one and copy):

France India Indonesia Italy Japan

Korea (imports from POSCO) Korea (imports excluding POSCO)

All others

Quantity (<i>short tons</i>)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
Carbon structural steel plate			
Pressure vessel plate			
Floor plate			
Oil-drilling platform plate			
Shipbuilding plate			
X-70 (or higher) plate for line pipe			
Other plate for line pipe			
All other CTL plate			
Value (\$1,000)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
Carbon structural steel plate			
Pressure vessel plate			
Floor plate			
Oil-drilling platform plate			
Shipbuilding plate			
X-70 (or higher) plate for line pipe			
Other plate for line pipe			
All other CTL plate			
Note: Please identify your firm's five most common grades constituting "all other cut-to-length carbon-quality steel plate": <hr/> <hr/> <hr/>			

PART II--TRADE AND RELATED INFORMATION--Continued

II-10. Describe the significance of the existing countervailing duty/antidumping orders covering imports of cut-to-length carbon-quality steel plate from France, Indonesia, India, Italy, Japan, and Korea in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. Please compare your firm's operations before and after the imposition of the order.

II-11. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of cut-to-length carbon-quality steel plate in the future if the countervailing duty/antidumping orders on cut-to-length carbon-quality steel plate from France, Indonesia, India, Italy, Japan, and Korea were to be revoked?

- 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.

II-12. Did your firm import cut-to-length carbon-quality steel plate that had been cut from coil (i.e., not discrete or quarto plate) in 2004?

- No Yes-- List the percentage of quantity of your 2004 imports (by source) of cut-to-length carbon-quality steel plate that was cut from coil.

Country	Percent
France:	
India:	
Indonesia:	
Italy:	
Japan:	
Korea (other than POSCO):	
Korea (POSCO):	
Other:	

PART III.--PRICING AND MARKET FACTORS

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

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 products during January 1999-June 2005. 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-quality plate, ASTM A36 or equivalent as rolled, sheared edge, not heat treated, not cleaned or oiled, in cut lengths, over 72 inches through 96 inches in width, 0.50 inches through 0.99 inches in thickness

Product 2.—Hot-rolled carbon-quality plate, ASTM A-36 or equivalent as rolled, sheared edge, not heat treated, not cleaned or oiled, in cut lengths, over 72" through 96" in width, 1.00" through 2.00" in thickness.

Product 3.—Hot-rolled carbon-quality plate, ASTM A-36 or equivalent as rolled, sheared edge, not heat treated, not cleaned or oiled, in cut lengths, over 72" through 96" in width, 4.00" through 6.00" in thickness.

Product 4.—Hot-rolled carbon-quality plate, API-2H Grade 50, normalized, sheared edge, not cleaned or oiled, in cut lengths, over 72" through 150" in width, 0.375" through 3.00" in thickness.

Product 5.—Hot-rolled carbon-quality plate, ASTM A-516 Grade 70 normalized, sheared edge, not cleaned or oiled, in cut lengths, over 48" in width, 0.50" through 3.00" in thickness.

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products imported from the subject countries and sold by your firm to unrelated U.S. customers. Indicate in the space provided the product for which pricing is reported.

Report separately for each supplier from France, India, Indonesia, Italy, Japan, and Korea (other than POSCO) from which you purchased cut-to-length carbon-quality plate.

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

Section III-A.--PRICE DATA--Continued

Product 1 Product 2 Product 3 Product 4 Product 5

Country: France India Indonesia Italy Japan Korea (other than POSCO) (circle one and copy)

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value ¹
1999:		
January-March		
April-June		
July-September		
October-December		
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		

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 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 1999 (unless otherwise specified) and all subject countries. If your response to any question differs for different time periods since 1999 or for different countries, please note this in your response (identifying the month/year and/or country to which you are referring).

III-B-1. Please describe how your firm determines the prices that it charges (including any surcharges) for sales of cut-to-length carbon-quality 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.

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

b) Does your firm offer financing to customers of cut-to-length carbon-quality steel plate located in the United States? If yes, please discuss below.

III-B-3. What are your firm's typical sales terms for cut-to-length carbon-quality steel plate imported from the subject countries (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 cut-to-length carbon-quality steel plate imported from the subject countries 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	

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-5. Has the percentage of contract vs. spot sales increased, decreased, or stayed the same since 1999? If the percentage of contract vs. spot sales differed during the period (e.g., increased in 2002 but decreased in 2003), please identify all periods in which the percentage of contract vs. spot sales changed, indicating whether this percentage increased, decreased, or stayed the same.

Increased Unchanged Decreased

III-B-6. 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) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

III-B-7. 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) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-8. What is the average lead time between a customer's order and the date of delivery for your firm's sales of cut-to-length carbon-quality steel plate?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
Total	100%	

b) Has the average lead time increased, decreased, or stayed the same since 1999? 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

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

III-B-9. (a) What is the approximate percentage of the total delivered cost of cut-to-length carbon-quality 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-10. What are the geographic market areas in the United States served by your firm's cut-to-length carbon-quality steel plate?

Northeast Midwest Central Southwest Southeast

Mountains Pacific Coast Contiguous U.S.

Other (describe) _____

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-11. Describe the end uses of the cut-to-length carbon-quality steel plate that you import from the subject countries. For each end-use product, what percentage of the total cost is accounted for by cut-to-length carbon-quality steel plate?

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

III-B-12. Have there been any changes in the end uses of cut-to-length carbon-quality steel plate since 1999?

No Yes--Please describe.

III-B-13. Do you anticipate any changes in terms of the end uses of cut-to-length carbon-quality 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-14. (a) Please list in order of importance any products that may be substituted for cut-to-length carbon-quality 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) Have changes in the prices of these products affected the price for cut-to-length carbon-quality steel plate?

No Yes--To what degree do changes in their prices affect the price for cut-to-length carbon-quality 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 cut-to-length carbon-quality steel plate or final end use?

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

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

III-B-15. Have there been any changes in the number or types of products that can be substituted for cut-to-length carbon-quality steel plate since 1999?

- No Yes--Please explain.

III-B-16. Do you anticipate any changes in terms of the substitutability of other products for cut-to-length carbon-quality 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-17. To what extent have changes in the prices of raw materials (e.g., coke, iron, steel scrap, or slab) affected your firm's selling prices for cut-to-length carbon-quality steel plate since 1999? Also discuss any anticipated changes in your 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-18. Have any changes occurred in any other factors affecting supply (e.g., safeguard or other trade actions; 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 cut-to-length carbon-quality steel plate in the U.S. market since 1999?

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

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

III-B-19. (a) Do you anticipate any changes in terms of the availability of cut-to-length carbon-quality steel plate imported from France, India, Indonesia, Italy, Japan and/or Korea 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.

III-B-20. Has the availability of NONSUBJECT imported cut-to-length carbon-quality steel plate changed since 1999?

No Yes--Please explain.

III-B-21. Describe how easily your firm can shift its sales of cut-to-length carbon-quality 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 cut-to-length carbon-quality 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.

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

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

III-B-22. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of cut-to-length carbon-quality steel plate since 1999?

- No
- Yes--Please describe and quantify if possible.

III-B-23. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of cut-to-length carbon-quality 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.

III-B-24. (a) How has demand within the United States for cut-to-length carbon-quality steel plate changed since 1999?

- Increased
- Unchanged
- Decreased
- Other (describe) _____

What were the principal factors affecting changes in demand?

(b) How has demand outside the United States, if known, for cut-to-length carbon-quality steel plate changed since 1999?

- Increased
- Unchanged
- Decreased
- Other (describe) _____

What were the principal factors affecting changes in demand?

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

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

III-B-25. Do you anticipate any future changes in cut-to-length carbon-quality 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-26. Please compare market prices of cut-to-length carbon-quality 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.

III-B-27. 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 carbon-quality 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 France, India, Indonesia, Italy, Japan, and/or Korea and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

III-B-28. Are your exports of cut-to-length carbon-quality 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 1999, or that are expected to occur in the future. Please include a discussion of safeguard actions enacted since 1999.

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

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

III-B-29. Does your firm sell cut-to-length carbon-quality steel plate over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total sales of cut-to-length carbon-quality steel plate in 2004 accounted for by internet sales.

III-B-30. Has your firm refused, declined, or been unable to supply cut-to-length carbon-quality steel plate since 1999? (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, unable to meet timely shipment commitments, 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.

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

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

III-31. Is cut-to-length carbon-quality steel plate produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	France	India	Indonesia	Italy	Japan	Korea	Other countries
United States								
France								
India								
Indonesia								
Italy								
Japan								
Korea								

¹ For any country-pair producing cut-to-length carbon-quality steel plate which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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

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

III-B-32. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between cut-to-length carbon-quality steel 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	France	India	Indonesia	Italy	Japan	Korea	Other countries
United States								
France								
India								
Indonesia								
Italy								
Japan								
Korea								

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of cut-to-length carbon-quality steel plate identify the country-pair and report the advantages or disadvantages imparted by such factors:
