
PRODUCERS'/PROCESSORS' QUESTIONNAIRE
CUT-TO-LENGTH CARBON-QUALITY STEEL PLATE FROM
FRANCE, INDIA, INDONESIA, 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 produced cut-to-length carbon-quality steel plate (as defined in the instruction booklet) at any time since January 1, 1999?		
<input type="checkbox"/>	NO	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/>	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 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 carbon-quality steel plate from France, India, Indonesia, Italy, and Korea, and the countervailing duty order in place for cut-to-length carbon-quality steel plate from Japan? Please explain.

Position	France	India	Indonesia	Italy	Japan	Korea
Support						
Oppose						
Take no position						

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>
_____	_____	_____
_____	_____	_____

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

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 cut-to-length carbon-quality steel plate from countries other than France, India, Indonesia, 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, India, Indonesia, 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-7. 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-8. 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 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.

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 production 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 production 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. **Include in your response a specific projection of your firm's capacity to produce cut-to-length carbon-quality steel plate (in short tons) for 2005 and 2006.**

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 carbon-quality steel plate in the future if the countervailing duty/antidumping orders on cut-to-length carbon-quality steel plate from France, India, Indonesia, 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 since 1999 produced, or does your firm anticipate producing in the future, other products using the same production and related workers employed to produce cut-to-length carbon-quality steel plate?

- No Yes--List the following information.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of employment data</u>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>

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

II-6. Has your firm since 1999 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 carbon-quality steel plate and/or using the same production and related workers employed to produce cut-to-length carbon-quality steel plate?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and cut-to-length carbon-quality steel plate in the periods indicated.

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

<i>(Quantity in short tons)</i>						
Item	1999	2000	2001	2002	2003	2004
AVERAGE CAPACITY*						
PRODUCTION						
Carbon-quality "CTL" steel plate						
Alloy steel plate						
Hot-rolled sheet and strip						
Hot-rolled plate in coils						
Other						
* For purpose of this question, capacity refers to rolling capacity (for a mill) or cutting/shearing capacity (for a processor).						

II-7. Please report your firm's 2004 steel melting capacity, steel casting capacity, and total cut-to-length steel (including alloy steel) plate capacity (in short tons); identify capacity constraints/bottlenecks in your firm's production of cut-to-length carbon-quality steel plate; and describe your plans and efforts to alleviate any such bottlenecks.

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

II-8. Is your firm able to switch production between cut-to-length carbon-quality steel plate and other products in response to a relative change in the price of cut-to-length carbon-quality steel 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 carbon-quality steel plate.
-
-

II-9. Did your firm produce cut-to-length carbon-quality steel plate from coiled plate in 2004?

- No Yes--List the percentage by quantity of your 2004 production of cut-to-length carbon-quality steel plate that was manufactured by coiled plate.
-
-

II-10. Please indicate which of the following best describes your firm

- Mill that produces cut-to-length plate
- Processor that converts coiled plate owned by another firm into cut-to-length plate under a toll agreement but does not otherwise produce or process plate
- Processor that converts coiled plate purchased from another firm into cut-to-length plate
- Processor engaged in both toll and non-toll conversion of coiled plate into cut-to-length plate

The remaining questions are designed for specific cut-to-length plate providers. Only complete the sections that correspond to how your firm is described in question II-8 above.

If your firm is a **U.S. mill** that produces cut-to-length carbon-quality steel plate, please complete pages 8 to 29.

If your firm is a **U.S. processor** that converts coiled plate from another firm into cut-to-length carbon-quality steel plate **under a toll agreement** but does not otherwise produce or process plate, please proceed directly to part V (pages 30 to 32) of this questionnaire.

If your firm is a **U.S. processor** that converts coiled plate purchased from another firm into cut-to-length carbon-quality steel plate, please complete pages 8 to 29; if your firm also converts coiled plate from another firm into cut-to-length carbon-quality steel plate under a toll agreement, please complete part V of this questionnaire (pages 30 to 32) of this questionnaire.

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

II-11. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **cut-to-length carbon-quality steel plate** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) **Report separately for operations as (a) U.S. mills and (b) U.S. processors of CTL plate.**

U.S. Mill

U.S. Processor

(Quantity in short tons, value in \$1,000)						
Item	Calendar year--					
	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY¹ (short tons)						
BEGINNING-OF-PERIOD INVENTORIES (short tons)						
PRODUCTION (short tons)						
U.S. SHIPMENTS:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption:						
Quantity of shipments						
Value of shipments ²						
Transfers to related firms:						
Quantity of shipments						
Value of shipments ²						
EXPORT SHIPMENTS:³						
Quantity of export shipments						
Value of export shipments						
U.S. SHIPMENTS TO DISTRIBUTORS (short tons)						
U.S. SHIPMENTS TO END-USERS (short tons)						
END-OF-PERIOD INVENTORIES⁴ (short tons)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (1,000 hours)						
WAGES PAID TO PRWs (value)						

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 1999-2004 below:

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.**—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: _____

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

II-12. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **cut-to-length carbon-quality steel plate** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)
Report separately for operations as (a) U.S. mills and (b) U.S. processors of CTL plate.

U.S. Mill

U.S. Processor

(Quantity in short tons, value in \$1,000)		
Item	Jan.-June 2004	Jan.-June 2005
AVERAGE PRODUCTION CAPACITY¹ (short tons)		
BEGINNING-OF-PERIOD INVENTORIES (short tons)		
PRODUCTION (short tons)		
U.S. SHIPMENTS:		
Commercial shipments:		
Quantity of commercial shipments		
Value of commercial shipments		
Internal consumption:		
Quantity of shipments		
Value of shipments ²		
Transfers to related firms:		
Quantity of shipments		
Value of shipments ²		
EXPORT SHIPMENTS:³		
Quantity of export shipments		
Value of export shipments		
U.S. shipments to distributors (short tons)		
U.S. shipments to end users (short tons)		
END-OF-PERIOD INVENTORIES⁴ (short tons)		
AVERAGE NUMBER OF PRWs		
HOURS WORKED BY PRWs (1,000 hours)		
WAGES PAID TO PRWs (value)		
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). <hr/>		
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 interim 2004-2005 below: <hr/>		
³ Identify your principal export markets: _____ 		
⁴ Reconciliation of data. —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-13. **U.S. mills & processors:** Specified cut-to-length carbon-quality steel plate.--Report your firm's 2004 U.S. commercial shipments for the products and thicknesses below. (See definitions in the instruction booklet).

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":			

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

II-14. **U.S. mills & processors: purchases of cut-to-length carbon-quality steel plate.** Other than direct imports, has your firm otherwise purchased cut-to-length carbon-quality steel plate since January 1, 1999? (See definitions in instruction booklet).

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

Quantity (short tons)							
Item	Calendar year--						
	1999	2000	2001	2002	2003	2004	Jan.-June 2005
Purchases from U.S. importers² of cut-to-length carbon-quality steel plate from--							
France							
India							
Indonesia							
Italy							
Japan							
Korea							
Other							
Purchases from U.S. mills and other sources²--							
U.S. mills							
Other sources							
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/> <hr/>							
² Please list the names of the firms from which you purchased this product. If your supplier differ by source, please identify the source for each listed supplier. <hr/> <hr/> <hr/>							

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

II-15. If you reported transfers to related firms in question II-10a-II-10b, 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.

Entity	Relationship	Pricing Method	Retain Marketing Rights (Y/N)	Use Outside Sources (Y/N)

II-16. Please discuss the schedule of planned maintenance shutdowns and the impact of these shutdowns on your production planning and operations.

II-17. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of cut-to-length carbon-quality steel plate?

No Yes--Name firm(s): _____

II-18. Does your firm produce cut-to-length carbon-quality steel plate in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-19. Since January 1, 1999, has your firm imported cut-to-length carbon-quality steel plate?

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

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

II-20. Describe the significance of the existing countervailing duty/antidumping orders covering imports of cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and Korea 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. Please compare your firm's operations before and after the imposition of the order.

II-21. 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 carbon-quality steel plate in the future if the countervailing duty/antidumping order on cut-to-length carbon-quality steel plate from France, India, Indonesia, 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.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186 or justin.jee@usitc.gov).

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

Company contact: _____
 Name and title _____
 (Ext) _____
 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 cut-to-length carbon-quality steel plate, 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 (when based on sales, please specify whether it is based on sales value or sales quantity).

III-5. Other products.--Please list any other products you produced in the facilities in which you produced cut-to-length carbon-quality steel plate, 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-6b. Operations on cut-to-length carbon-quality steel plate.--Report the revenue and related cost information requested below on the cut-to-length carbon-quality steel plate 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.

Report separately for operations as (a) U.S. mills and (b) U.S. processors of CTL plate.

U.S. Mill U.S. Processor

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	Jan.-June 2004	Jan.-June 2005
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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-A.--PRICE DATA--Continued

Product 1
 Product 2
 Product 3
 Product 4
 Product 5

<i>(Quantity in short tons, value in dollars)</i>		
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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-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).

IV-B-1. Please describe how your firm determines the prices (including any surcharges) that it charges 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.

IV-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.

IV-B-3. What are your firm's typical sales terms for its U.S.-produced cut-to-length carbon-quality steel plate (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic cut-to-length carbon-quality steel 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 carbon-quality steel plate 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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-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

IV-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? _____

IV-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? _____

IV-B-8. a) 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 carbon-quality steel plate?

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

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-8. 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.

IV-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.

IV-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) _____

IV-B-11. Describe the end uses of the cut-to-length carbon-quality steel plate that you manufacture. 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>
_____	_____
_____	_____
_____	_____

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-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.

IV-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.

IV-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?

IV-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.

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

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

IV-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.

IV-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.

IV-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.

IV-B-19. (a) Do you anticipate any changes in terms of the availability of U.S.-produced cut-to-length carbon-quality steel 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.

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

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

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

- No Yes--Please explain.

IV-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.

IV-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.

IV-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.

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

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

IV-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?

IV-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.

IV-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.

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

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

IV-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.

IV-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.

IV-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.

IV-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 IV.--PRICING AND MARKET FACTORS--Continued

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

IV-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 IV.--PRICING AND MARKET FACTORS--Continued

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

IV-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:

PART V.-TOLL CONVERSION OF COILED PLATE TO CUT-TO-LENGTH PLATE-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 (except for financial data) on a calendar-year basis.

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

Company contact:

Name and title

Phone No.

E-mail address

V-2. Describe the significance of the existing countervailing duty/antidumping orders covering imports of cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and Korea 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. Please compare your firm's operations before and after the imposition of the orders.

V-3. 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 carbon-quality steel plate in the future if the countervailing duty/antidumping orders on cut-to-length carbon-quality steel plate from France, India, Indonesia, 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.

PART V.-TOLL CONVERSION OF COILED PLATE TO CUT-TO-LENGTH PLATE-TRADE AND RELATED INFORMATION-Continued

V-4a. **Toll processors: toll conversion of coiled plate to cut-to-length carbon-quality steel plate.**—For the operations of your U.S. establishment(s), report the information requested below for the period 1999-2004.

Item	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY <i>(short tons)</i>						
PRODUCTION <i>(short tons)</i>						
Coiled plate converted to cut lengths for U.S. mills <i>(short tons)</i> ^{1 2}						
Coiled plate converted to cut lengths for U.S. mills <i>(\$1,000)</i> ^{1 2}						
Coiled plate converted to cut lengths for U.S. service centers <i>(short tons)</i> ^{1 2}						
Coiled plate converted to cut lengths for U.S. service centers <i>(\$1,000)</i> ^{1 2}						
Coiled plate converted to cut lengths for other U.S. customers <i>(short tons)</i> ^{1 2}						
Coiled plate converted to cut lengths for other U.S. customers <i>(\$1,000)</i> ^{1 2}						
Average number of PRWs						
Hours worked by PRWs (1,000 hours)						
Wages paid to PRWs (\$1,000)						
Financial information based on <input type="checkbox"/> Calendar year/fiscal year ending Dec. 31 <input type="checkbox"/> Fiscal year ending _____						
Net sales <i>(short tons)</i> ^{1 2}						
Net sales <i>(\$1,000)</i> ^{1 2}						
Cost of goods sold <i>(\$1,000)</i>						
SG&A expenses <i>(\$1,000)</i>						
Operating income (or loss) <i>(\$1,000)</i>						
Capital expenditures <i>(\$1,000)</i>						
R&D expenditures <i>(\$1,000)</i>						
¹ Report your firm's shipments/net sales of cut-to-length carbon-quality steel 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 V.-TOLL CONVERSION OF COILED PLATE TO CUT-TO-LENGTH PLATE-TRADE AND RELATED INFORMATION-Continued

V-4b. **Toll processors: toll conversion of coiled plate to cut-to-length carbon-quality steel plate.**—For the operations of your U.S. establishment(s), report the information requested below for the period specified.

Item	Jan.-June 2004	Jan.-June 2005
AVERAGE PRODUCTION CAPACITY <i>(short tons)</i>		
PRODUCTION <i>(short tons)</i>		
Coiled plate converted to cut lengths for U.S. mills <i>(short tons)</i> ^{1 2}		
Coiled plate converted to cut lengths for U.S. mills (\$1,000) ^{1 2}		
Coiled plate converted to cut lengths for U.S. service centers <i>(short tons)</i> ^{1 2}		
Coiled plate converted to cut lengths for U.S. service centers (\$1,000) ^{1 2}		
Coiled plate converted to cut lengths for other U.S. customers <i>(short tons)</i> ^{1 2}		
Coiled plate converted to cut lengths for other U.S. customers (\$1,000) ^{1 2}		
Average number of PRWs		
Hours worked by PRWs (1,000 hours)		
Wages paid to PRWs (\$1,000)		
Financial information based on <input type="checkbox"/> Calendar year/fiscal year ending Dec. 31 <input type="checkbox"/> Fiscal year ending _____		
Net sales <i>(short tons)</i> ^{1 2}		
Net sales (\$1,000) ^{1 2}		
Cost of goods sold (\$1,000)		
SG&A expenses (\$1,000)		
Operating income (or loss) (\$1,000)		
Capital expenditures (\$1,000)		
R&D expenditures (\$1,000)		

¹Report your firm's shipments/net sales of cut-to-length carbon-quality steel 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.