

PRODUCERS'/PROCESSORS' QUESTIONNAIRE
CUT-TO-LENGTH CARBON STEEL PLATE FROM
CHINA, RUSSIA, SOUTH AFRICA, AND UKRAINE

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 May 16, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigations concerning carbon steel plate from China, Russia, South Africa, and/or Ukraine (invs. Nos. 731-TA-753-756 (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 CTL carbon and/or micro-alloy steel plate (as defined in the instruction booklet) since January 1, 1997?
<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 this review 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 this review 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 this review 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 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-1. 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-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 suspension agreements currently in place for CTL carbon steel plate from China, Russia, South Africa, and/or Ukraine? Please explain.

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>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing CTL carbon steel plate from China, Russia, South Africa, and/or Ukraine into the United States or which are engaged in exporting CTL carbon steel plate from China, Russia, South Africa, and/or Ukraine 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-7. Does your firm have any related firms, either domestic or foreign, which are engaged in importing CTL carbon steel plate from countries **other than** China, Russia, South Africa, and/or Ukraine into the United States or which are engaged in exporting CTL carbon steel plate from countries **other than** China, Russia, South Africa, and/or Ukraine to the United States?

No Yes--List the following information.

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

I-8. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of CTL carbon steel plate?

No Yes--List the following information.

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

I-9. In Parts II, III, and IV of this questionnaire we request copies of your company's business plan. Does your company have a business plan?

Yes No

If yes, did you provide the requested copies?

Yes No--Please explain why not.

I-5. Please identify the nature of your CTL carbon and micro-alloy steel plate operations (check all that apply):

	<u>Micro-alloy</u>
<input type="checkbox"/> U.S. mill.	<input type="checkbox"/>
<input type="checkbox"/> U.S. processor of CTL plate from U.S.-produced coiled plate.	<input type="checkbox"/>
<input type="checkbox"/> U.S. processor of CTL plate from imported coiled plate.	<input type="checkbox"/>

I-10. If your firm produces CTL micro-alloy steel plate, **DO NOT INCLUDE SUCH DATA IN PARTS II-IV OF THE QUESTIONNAIRE.** Indicate below whether the data reported in Parts II-IV exclude CTL micro-alloy steel plate. If the answer is no, please explain the reasons below:

Part II-- Yes No _____

Part III-- Yes No _____

Part IV-- Yes No _____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Diane Mazur (202-205-3184; e-mail: dmazur@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; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of CTL carbon steel plate since October 24, 1997 (the date on which the suspension agreements under review became effective)?

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of CTL carbon 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 CTL carbon steel plate (in short tons) for 2003 and 2004.**

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of CTL carbon steel plate in the future if the suspension agreements on CTL carbon steel plate from China, Russia, South Africa, and/or Ukraine 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.

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

II-5. Has your firm since 1997 (the year the suspension agreements under review became effective) produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of CTL carbon steel plate and/or using the same production and related workers employed to produce CTL carbon steel plate?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and CTL carbon 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	1997	1998	1999	2000	2001	2002
AVERAGE PRODUCTION CAPACITY						
PRODUCTION						

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

II-7. Is your firm able to switch production between CTL carbon steel plate and other products in response to a relative change in the price of CTL carbon 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 CTL carbon steel plate.

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

II-8A. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of CTL carbon 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

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	1997	1998	1999	2000	2001	2002
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i> ¹						
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>						
PRODUCTION FROM <i>(quantity)</i> :						
U.S.-produced coil						
Imported coil						
U.S. SHIPMENTS:						
Commercial shipments:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments ²						
Internal consumption:						
<i>Quantity</i> of internal consumption						
<i>Value</i> ¹ of internal consumption ²						
Transfers to related firms:						
<i>Quantity</i> of transfers to related firms						
<i>Value</i> ¹ of transfers to related firms ²						
EXPORT SHIPMENTS: ³						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES ⁴ <i>(quantity)</i>						
U.S. SHIPMENTS TO DISTRIBUTORS, PROCESSORS, OR SERVICE CENTERS <i>(quantity)</i>						
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs <i>(1,000 hours)</i>						
WAGES PAID TO PRWs <i>(value)</i>						

¹ The production capability (see definitions in instructions booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capability, and explain any changes in reported capacity (use additional pages as necessary).

² Internal consumption must be valued at fair market value in the table. In the event that you use a different basis for valuing these transactions for internal recordkeeping, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1997-2002 below:

Likewise, transfers to related firms must be valued at fair market value in the table. If you use a different basis for valuing these transactions for internal recordkeeping, please specify that basis and provide value data using that basis for 1997-2002 below:

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.** --Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-8B. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of CTL carbon 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

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	January-March 2002	January-March 2003
AVERAGE PRODUCTION CAPACITY (<i>quantity</i>)		
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)		
PRODUCTION FROM (<i>quantity</i>): U.S.-produced coil		
Imported coil		
U.S. SHIPMENTS:		
Commercial shipments:		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
Internal consumption:		
<i>Quantity</i> of internal consumption		
<i>Value</i> ¹ of internal consumption		
Transfers to related firms:		
<i>Quantity</i> of transfers to related firms		
<i>Value</i> ¹ of transfers to related firms		
EXPORT SHIPMENTS:²		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
END-OF-PERIOD INVENTORIES³ (<i>quantity</i>)		
U.S. SHIPMENTS TO DISTRIBUTORS, PROCESSORS, OR SERVICE CENTERS (<i>quantity</i>)		
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)		
AVERAGE NUMBER OF PRWs		
HOURS WORKED BY PRWs (<i>1,000 hours</i>)		
WAGES PAID TO PRWs (<i>value</i>)		
<p>¹ The production capability (see definitions in instructions booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capability, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/> <p>¹ Internal consumption must be valued at fair market value in the table. In the event that you use a different basis for valuing these transactions for internal recordkeeping, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1997-2002 below:</p> <hr/> <p>Likewise, transfers to related firms must be valued at fair market value in the table. If you use a different basis for valuing these transactions for internal recordkeeping, please specify that basis and provide value data using that basis for 1997-2002 below:</p> <hr/> <p>² Identify your principal export markets: _____</p> <p>³ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>		

II-9. If you reported transfers to related firms in question II-8, 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 by market or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-10. Other than direct imports, has your firm otherwise purchased CTL carbon steel plate since January 1, 1997? (See definitions in the instruction booklet.)

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

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	1997	1998	1999	2000	2001	2002
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--						
CHINA: <i>Quantity</i>						
<i>Value</i>						
RUSSIA: <i>Quantity</i>						
<i>Value</i>						
SOUTH AFRICA: <i>Quantity</i>						
<i>Value</i>						
UKRAINE: <i>Quantity</i>						
<i>Value</i>						
ALL OTHER COUNTRIES: <i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM DOMESTIC PRODUCERS:² <i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM OTHER SOURCES:² <i>Quantity</i>						
<i>Value</i>						
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>						
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>						

II-11. Since October 24, 1997, has your firm imported CTL carbon steel plate?

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

II-12. Describe the significance of the existing suspension agreements covering imports of CTL carbon steel plate from China, Russia, South Africa, and/or Ukraine in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the suspension agreements took effect.

II-13. 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 CTL carbon steel plate in the future if the suspension agreements on CTL carbon steel plate from China, Russia, South Africa, and/or Ukraine 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-14. Does your firm produce CTL carbon steel plate in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-15a. Since January 1, 1997, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of CTL CTL carbon steel products?

No Yes--Name firm(s): _____

II-15b. Specify in which capacity you serve for each toll agreement –toller or tollee?

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

II-16. **Toll processors: Toll conversion of coiled plate to CTL carbon steel plate.**—For the operations of your U.S. establishment(s), report the information requested below.

<i>(Quantity in short tons, value in \$1,000)</i>								
Item	1997	1998	1999	2000	2001	2002	Jan.- Mar. 2002	Jan.- Mar. 2003
Average production capability <i>Quantity</i>								
Production <i>Quantity</i>								
Coiled plate converted to cut lengths for U.S. mills: ¹² <i>Quantity</i>								
<i>Value</i>								
Coiled plate converted to cut lengths for U.S. service centers: ¹² <i>Quantity</i>								
<i>Value</i>								
Coiled plate converted to cut lengths for other U.S. customers: ¹² <i>Quantity</i>								
<i>Value</i>								
Average number of PRWs								
Hours worked by PRWs (1,000 hours)								
Wages paid to PRWs (Value)								
Financial information based on								
<input type="checkbox"/> calendar year / fiscal year ending Dec. 31 or <input type="checkbox"/> fiscal year ending _____								
Net sales: ¹² <i>Quantity</i>								
<i>Value</i>								
Cost of goods sold (Value)								
SG&A expenses (Value)								
Operating income or (loss) (Value)								
Capital expenditures (Value)								
R&D expenditures (Value)								
¹ Report your firm's shipments/net sales of cut-to-length plate which it converted under a toll agreement with another firm. Quantity refers to the amount of plate converted and value refers to your firm's fee for its services. ² Less discounts, returns, allowances, and prepaid freight.								

PART III.--FINANCIAL INFORMATION--Continued

III-6A. **Operations on CTL carbon steel plate.**--Report the revenue and related cost information requested below on the CTL carbon 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 your six most recently completed fiscal years in chronological order from left to right, and 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

(Quantity in short tons, value in \$1,000)						
Item	19__	19__	19__	19__	20__	20__
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						
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.

PART III.--FINANCIAL INFORMATION--Continued

III-6B. **Operations on CTL carbon steel plate.**--Report the revenue and related cost information requested below on the CTL carbon 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	January-March 2002	January-March 2003
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		
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.

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

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

Product 1
 Product 2
 Product 3

(Quantity in short tons, value in dollars)				
Period of shipment	Sales to distributors/processors/ service centers		Sales to end users	
	Quantity	Value ¹	Quantity	Value ¹
1997:				
January-March				
April-June				
July-September				
October-December				
1998:				
January-March				
April-June				
July-September				
October-December				
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				

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 CTL carbon steel plate does not exactly meet the CTL carbon steel plate specifications but is competitive with the specified product, provide a description of your product:

Section IV-B.--MARKET FACTORS

IV-B-1. How does your firm determine the prices that it charges for sales of CTL carbon steel plate (check all that apply)?

- Transaction by transaction Contracts Set price lists
 Other (describe) _____

IV-B-2. Please describe your firm's discount policy (check all that apply).

- Quantity discounts Annual total volume discounts No discount policy
 Other (describe) _____

IV-B-3. On what basis are your prices of CTL carbon steel plate usually quoted?

- F.o.b. (specify point) _____ Delivered

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced CTL carbon steel plate are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

- (a) What is the average duration of a contract? _____
(b) How frequently are contracts renegotiated? _____
(c) Does the contract fix quantity, price, or both? _____
(d) Does the contract have a meet or release provision? _____
(e) What are the standard quantity requirements, if any? _____
(f) What is the price premium for sub-minimum shipments? ___ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of CTL carbon steel plate? _____

IV-B-6. What is the approximate percentage of the total delivered cost of CTL carbon steel plate that is accounted for by transportation costs? ___ percent. Who generally arranges the transportation to your customers' locations? Your firm ___ or purchaser ___ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? ___ percent. 101 to 1,000 miles? ___ percent. Over 1,000 miles? ___ percent.

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

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

IV-B-7. What is the geographic market area in the United States served by your firm's CTL carbon steel plate (check all that apply)? Note any changes in market area since 1997 (the year the suspension agreements under review became effective) and any anticipated changes for the future.

- Continental U.S. U.S., including Alaska and Hawaii
- Northeast Northwest Midwest
- Southeast Southwest Other (describe) _____

IV-B-8. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of CTL carbon steel plate influenced the U.S. wholesale market price of CTL carbon steel plate since 1997?

- No Yes--Please identify any such firm(s) and note the time period when the firm(s) influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

IV-B-9. To what extent have changes in the prices of raw materials affected your firm's selling prices for CTL carbon steel plate during January 1997-March 2003? 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-10. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; **changes in domestic industry**; production capacity and/or methods of production; technology; export markets; alternative production opportunities; or **Section 201 remedies**) that affected the availability of U.S.-produced CTL carbon steel plate in the U.S. market since 1997?

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

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

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

IV-B-11. (a) Do you anticipate any changes in terms of the availability of U.S.-produced CTL carbon steel plate in the U.S. market in the future?

- No change Increase Decrease

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

IV-B-12. Describe how easily your firm can shift its sales of CTL carbon 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 CTL carbon 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-13. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of CTL carbon steel plate since 1997?

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

IV-B-14. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of CTL carbon 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-15. Are there other products that may be substitutes for CTL carbon steel plate?

- No Yes--Please describe the products and note how frequently such substitutions occur.

IV-B-16. Have there been any changes in the number or types of products that can be substituted for CTL carbon steel plate since 1997?

- No Yes--Please explain.

IV-B-17. Do you anticipate any changes in terms of the substitutability of other products for CTL carbon 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-18. Describe the end uses of the CTL carbon steel plate that you manufacture.

IV-B-19. Have there been any changes in the end uses of CTL carbon steel plate since 1997?

- No Yes--Please describe.

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

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

IV-B-20. Do you anticipate any changes in terms of the end uses of CTL carbon 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-21. How has demand within the United States (and outside the United States, if known) for CTL carbon steel plate changed since 1997?

- Unchanged Increased Decreased
 Other (describe) _____

What were the principal factors affecting changes in demand?

IV-B-22. Do you anticipate any future changes in CTL carbon 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-23. Please compare market prices of CTL carbon 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-24. Is CTL carbon steel plate produced in the United States and in other countries used interchangeably (i.e., are they physically 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	China	Russia	South Africa	Ukraine	Nonsubject countries
United States					
China					
Russia					
South Africa					
Ukraine					
Nonsubject					
¹ For any country-pair producing CTL carbon steel plate which is sometimes or never used interchangeably, please explain the factors that limit or preclude interchangeable use.					
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PART IV.--PRICING AND MARKET FACTORS--Continued

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

IV-B-25. Is the price between CTL carbon 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 "O" to indicate no familiarity with products from a specified country-pair. ¹					
Country-pair	China	Russia	South Africa	Ukraine	Nonsubject countries
United States					
China					
Russia					
South Africa					
Ukraine					
Nonsubject					
¹ For any country-pair producing CTL carbon steel plate for which there are price differences, please identify the country-pair and explain the differences. <hr/> <hr/> <hr/>					

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

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

IV-B-26. Are differences other than price (i.e., quality, availability, transportation network, CTL carbon steel plate range, technical support, etc.) between CTL carbon 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	China	Russia	South Africa	Ukraine
United States				
China				
Russia				
South Africa				
Ukraine				
Nonsubject				

IV-B-27. Has the availability of NONSUBJECT imported CTL carbon steel plate changed since 1997?

No Yes--Please explain.

IV-B-28. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss CTL carbon 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 China, Russia, South Africa, and Ukraine, and (3) the world as a whole. Of particular interest is such data from 1997 to the present and forecasts for the future.

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

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

IV-B-29. Are your exports of CTL carbon 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 1997, or that are expected to occur in the future.

IV-B-30. Does your firm sell CTL carbon steel plate over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of CTL carbon steel plate in 2002 accounted for by internet sales.

PART V.--PRODUCT--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Diane Mazur (202-205-3184; e-mail: dmazur@usitc.gov). **Supply all data requested (except for financial data) on a calendar-year basis.**

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

Company contact: _____
 Name and title

Phone No. E-mail address

V-2. With respect to your firm's operations on CTL microalloy steel plate, have you, since January 1, 1997, lost sales or revenues or experienced any negative effects on your firm's growth, investment, ability to raise capital, or existing development and production efforts, including efforts to develop a derivative or more advanced version of the product, as a result of imports of CTL carbon steel plate from China, Russia, South Africa, and/or Ukraine?

No Yes--Please describe the lost sales/revenues and/or negative impact.

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

PART V.--CTL MICROALLOY STEEL PLATEPRODUCT--TRADE AND RELATED INFORMATION--Continued

V-4. Report on your firm's CTL micro-alloy steel plate operations.

<i>(Quantity in short tons, value in \$1,000)</i>								
Item	Calendar years, except as noted						January-March	
	1997	1998	1999	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>								
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>								
PRODUCTION <i>(quantity)</i>								
U.S. SHIPMENTS:								
Commercial shipments:								
<i>Quantity</i>								
<i>Value</i>								
Internal consumption:								
<i>Quantity</i>								
<i>Value</i> ¹								
Transfers to related firms:								
<i>Quantity</i>								
<i>Value</i> ¹								
EXPORT SHIPMENTS:²								
<i>Quantity</i>								
<i>Value</i>								
END-OF-PERIOD INVENTORIES³ <i>(quantity)</i>								
AVERAGE NUMBER OF PRWs								
HOURS WORKED BY PRWs <i>(1,000 hours)</i>								
WAGES PAID TO PRWs <i>(value)</i>								
FINANCIAL INFORMATION:⁴								
Net sales:⁵								
<i>Quantity</i>								
<i>Value</i>								
Cost of goods sold <i>(value)</i>								
Gross profit or (loss) <i>(value)</i>								
Selling, general, and administrative expenses <i>(value)</i>								
Operating income or (loss) <i>(value)</i>								
Capital expenditures <i>(value)</i>								

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

² Identify your principal export markets: _____

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

Yes No--Please explain: _____

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

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

PART V. CTL MICRO-ALLOY STEEL PLATE--TRADE AND RELATED INFORMATION--
Continued

V-5. **COMPARABILITY OF CTL CARBON AND MICRO-ALLOY STEEL PLATE.**—Since January 1, 1997, has your firm produced CTL micro-alloy steel plate?

No

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

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:
