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

Return completed questionnaire to:

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

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

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning certain stainless steel plate from Belgium, Canada, Italy, Korea, South Africa, and Taiwan (invs. Nos. 701-TA-376, 377, & 379 and 731-TA-788-793 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____		
Address _____		
City _____	State _____	Zip code _____
World Wide Web address _____		
Has your firm produced certain stainless steel plate (as defined in the instruction booklet) since January 1, 1998?		
<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

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART Ia.--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 45 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.

Ia-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

Ia-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.

Ia-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.

Ia-3. Do you support or oppose continuation of the countervailing duty and antidumping duty orders currently in place for certain stainless steel plate from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan? Please explain.

Belgium:	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Canada:	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Italy:	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Korea:	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
South Africa:	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Taiwan:	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position

Ia-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 Ia.--GENERAL QUESTIONS--Continued

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

No Yes--List the following information separately by country.

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

Ia-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain stainless steel plate from countries other than Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan into the United States or which are engaged in exporting certain stainless steel plate from countries other than Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan to the United States?

No Yes--List the following information separately by country.

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

Ia-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain stainless steel plate?

No Yes--List the following information separately by country.

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

Ia-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 certain stainless steel plate (including by way of example, reports or studies relating to contemplated investments, plant closings or shutdowns for maintenance or any other reasons; budgets or forecasts of economic activity)?

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

PART Ib.-PRODUCT QUESTIONS--Continued

Ib-1. Please indicate which of the following stainless steel plate products, in coils, your firm produced during 1998-2004 and whether your firm captively consumes such production and/or sells into the merchant market (commercial sales). Also estimate the quantity (in short tons) of your firm's U.S. commercial shipments of each product in 2004.

	<u>Captive consumption</u>	<u>Merchant market sales</u>	<u>U.S. commercial ship- ments in 2004</u> (short tons)
HRAP, in coils	<input type="checkbox"/>	<input type="checkbox"/>	_____
Cold-rolled, in coils	<input type="checkbox"/>	<input type="checkbox"/>	_____

Ib-2. **The following questions compare hot-rolled stainless steel plate, in coils, and cold-rolled stainless steel plate, in coils. Please use additional pages, as necessary.**

A. Production comparisons.—Based on your firm's production experience or knowledge of the industry, please describe the differences and similarities in the manufacturing processes used in the production of hot-rolled stainless steel plate, in coils, vs. cold-rolled stainless steel plate, in coils. Include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor.

Does your firm generally cold reduce cold-rolled plate on separate production lines from those used to produced hot-rolled plate? Yes No

Following reduction, does your firm generally further anneal and pickle cold-rolled plate on separate production lines from those used to anneal and pickle hot-rolled plate? Yes No

As necessary, explain further: _____

PART Ib.--PRODUCT QUESTIONS--Continued

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

Physical characteristics.--

End uses.--

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Debra Baker (202-205-3180 or Debra.Baker@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
Name and title

Phone No.

E-mail address

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

II-2. Since 1999 (i.e., the year the orders under review became effective) has your firm experienced any (1) plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; (2) curtailment of production because of shortages of materials or for any other reason; (3) revision of labor agreements (including changes in the pension or health care obligations for retirees or current employees); or (4) any other change in the character of your operations or organization relating to the production of certain stainless steel plate?

No to all Yes--Supply details as to the time, nature, and significance of such changes in blocks 1-4 below (and attach additional pages if necessary).

(1) Plant changes--

(2) Production curtailment (specify reason)--

(3) Revision of labor agreements--

(4) Any other 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 certain stainless 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 certain stainless 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 certain stainless steel plate in the future if the countervailing duty and antidumping duty orders on certain stainless steel plate from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan were to be revoked?

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.
Specify which country(ies) you are discussing (or state that your answer applies to all subject countries).

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

II-5a. Has your firm since 1999 produced, or does your firm anticipate producing in the future, other products (including non-subject stainless steel flat products, carbon steel flat products, and/or other flat products (e.g., high-nickel alloys, electrical steel, titanium products)) on the same equipment and machinery used in the production of certain stainless steel plate and/or using the same production and related workers employed to produce certain stainless steel plate?

No Yes--List the products produced, the time period(s) in which they were produced and the basis of your firm's allocations in the space below.

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

II-5b. Please complete the following grid for products produced on the same equipment and machinery used in the production of certain stainless steel plate:

<i>(Quantity in short tons)</i>							
Production stage	1998	1999	2000	2001	2002	2003	2004
Melting (raw stainless steel):							
Total production capacity							
Production							
Hot-rolling:							
Total production capacity							
Production:							
Stainless steel plate in coils (subject)							
Stainless steel plate cut-to-length							
Stainless steel sheet & strip							
Other flat-rolled (specify:)							
Total production							
Cold-rolling:							
Total production capacity							
Production:							
Stainless steel plate in coils (subject)							
Stainless steel plate cut-to-length							
Stainless steel sheet & strip							
Other flat-rolled (specify:)							
Total production							
Other-specify:							
Total production capacity							
Production							

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

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity at the following stages. Also report your production capacity in 2004 for each stage (in short tons).

Melting stage.—Constraints: _____

Hot-rolling stage.—Constraints: _____

Annealing and pickling stage.—Constraints: _____

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

II-7b. Please report any factors that limit your ability to shift production between certain stainless steel plate and other products.

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

II-8. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **certain stainless steel plate** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) Report separately for each of the below products (hot-rolled, annealed and pickled (HRAP) stainless steel plate in coils and cold-rolled stainless steel plate in coils), photocopying this page as necessary:

HRAP, in coils **Cold-rolled, in coils** (Check one box)

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	1998	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY¹ <i>(quantity)</i>							
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>							
PRODUCTION <i>(quantity)</i>							
U.S. SHIPMENTS:							
Commercial shipments:							
<i>Quantity of commercial shipments</i>							
<i>Value of commercial shipments</i>							
Internal consumption: <i>(Note--when reporting HRAP, include here any HRAP that is subsequently cold-rolled by your firm; the downstream cold-rolled product should also be reported as a U.S. shipment (or export, as appropriate) on the cold-rolled page)</i>							
<i>Quantity of internal consumption</i>							
<i>Value² of internal consumption</i>							
Transfers to related firms: <i>(Note--when reporting HRAP, include here any HRAP that is transferred to a related firm for cold-rolling; the downstream cold-rolled product should also be reported as a U.S. shipment (or export, as appropriate) on the cold-rolled page)</i>							
<i>Quantity of transfers to related firms</i>							
<i>Value² of transfers to related firms</i>							
EXPORT SHIPMENTS:³							
<i>Quantity of export shipments</i>							
<i>Value of export shipments</i>							
END-OF-PERIOD INVENTORIES⁴ <i>(quantity)</i>							
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>							
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>							
AVERAGE NUMBER OF PRWs							
HOURS WORKED BY PRWs <i>(1,000 hours)</i>							
WAGES PAID TO PRWs <i>(value)</i>							
<i>Footnotes 1 through 4 on the next page.</i>							

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

Check one and complete page for that product (photocopying an additional page, if necessary):

HRAP, in coils **Cold-rolled, in coils** (Check one box)

<p><i>Continuation of above table.</i></p> <p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Did your firm allocate capacity using the historical product mix reported previously in response to question II-5b? _____ YES or _____ NO. If NO, please describe the methodology used to calculate production capacity.</p> <hr/> <p>Also, explain any changes in reported capacity (use additional pages as necessary). _____</p> <hr/> <p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1998-2004 below:</p> <hr/> <p>³ Identify your principal export markets and estimate the percent of total exports accounted for by each: .</p> <hr/> <p>⁴ <u>Reconciliation of data.</u>--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>

II-9. Provide the following information related to changes in your capacity to produce certain stainless steel plate (reporting separately as indicated by the checked box at the top of the page for either **HRAP, in coils**, or **cold-rolled, in coils**) at your firm's plants since January 1, 1998: description of capacity added or removed, quantities involved (in *short tons*), location(s), and date(s). In answering, please specify the stage of production impacted by the capacity change.

Capacity additions:

Capacity shutdowns:

II-10. 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 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. Report separately for **HRAP, in coils**, or **cold-rolled, in coils**, as indicated by the checked box at the top of the page.

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

II-12. Other than direct imports, has your firm otherwise purchased certain stainless steel plate since January 1, 1998? (See definitions in the instruction booklet.)

No Yes--Report such purchases separately for each of the below products purchased by your firm. Photocopy this page, as necessary.¹

HRAP, in coils **Cold-rolled, in coils** (Check one box)

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	1998	1999	2000	2001	2002	2003	2004
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--							
BELGIUM:							
<i>Quantity</i>							
<i>Value</i>							
CANADA:							
<i>Quantity</i>							
<i>Value</i>							
ITALY:							
<i>Quantity</i>							
<i>Value</i>							
KOREA:							
<i>Quantity</i>							
<i>Value</i>							
SOUTH AFRICA:							
<i>Quantity</i>							
<i>Value</i>							
TAIWAN:							
<i>Quantity</i>							
<i>Value</i>							
ALL OTHER COUNTRIES:							
<i>Quantity</i>							
<i>Value</i>							
PURCHASES FROM DOMESTIC PRODUCERS:²							
<i>Quantity</i>							
<i>Value</i>							
PURCHASES FROM OTHER SOURCES:²							
<i>Quantity</i>							
<i>Value</i>							
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>							
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>							

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

II-13. Since January 1, 1998, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain stainless steel plate?

No Yes--Name firm(s): _____

<u>Process performed/ product produced</u>	<u>Quantity produced in 2004 (short tons)</u>	<u>Conversion/processing fee (\$1,000)</u>
_____	_____	_____

II-14. Does your firm produce certain stainless steel plate in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-15. Since January 1, 1998, has your firm imported certain stainless steel plate?

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

II-16. Describe the significance of the existing countervailing duty and antidumping duty orders covering imports of certain stainless steel plate from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan in terms of their effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the orders. ***Specify which country(ies) you are discussing (or state that your answer applies to all subject countries).***

II-17. 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 certain stainless steel plate in the future if the countervailing duty and antidumping duty orders on certain stainless steel plate from Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan were to be revoked? ***Specify which country(ies) you are discussing (or state that your answer applies to all subject countries).***

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

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Chand Mehta (202-205-3174 or Chand.Mehta@usitc.gov).

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

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

III-2. Briefly describe your financial accounting system.

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

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

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes certain stainless 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.

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

Product(s)	Quantity (Short tons)	Value (\$1,000)	Share of quantity
Stainless steel sheet & strip	_____	_____	_____
Other (specify)	_____	_____	_____
_____	_____	_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on consolidated HRAP and cold-rolled stainless steel plate in coils.--Report the revenue and related cost information requested below on the consolidated HRAP and cold-rolled stainless steel plate in coil operations of your U.S. establishment(s).¹ Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your seven most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

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

PART III.--FINANCIAL INFORMATION--Continued

III-7. Operations on HRAP stainless steel plate in coils.--Report the revenue and related cost information requested below on the HRAP stainless steel plate in coil operations of your U.S. establishment(s).¹ Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your seven most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

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

PART III.--FINANCIAL INFORMATION--Continued

III.8. Please provide the quantity and value of the following raw materials that were used in the production of HRAP stainless steel plate. Provide data for your seven most recently completed fiscal years in chronological order from left to right. **Note that question III.8 requests data in pounds and dollars.**

Item	_____	_____	_____	_____	_____	_____	_____
Nickel:							
Quantity (<i>pounds</i>)							
Value (<i>dollars</i>)							
Chromium:							
Quantity (<i>pounds</i>)							
Value (<i>dollars</i>)							
Molybdenum:							
Quantity (<i>pounds</i>)							
Value (<i>dollars</i>)							
Stainless steel scrap:							
Quantity (<i>pounds</i>)							
Value (<i>dollars</i>)							
Slabs:							
Quantity (<i>pounds</i>)							
Value (<i>dollars</i>)							
Black bands:							
Quantity (<i>pounds</i>)							
Value (<i>dollars</i>)							

PART III.--FINANCIAL INFORMATION--Continued

III-9. Operations on cold-rolled stainless steel plate in coils.--Report the revenue and related cost information requested below on the cold-rolled stainless steel plate in coil operations of your U.S. establishment(s).¹ Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your seven most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

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

PART III.--FINANCIAL INFORMATION--Continued

III-10a. Was your firm involved in a toll agreement (either as the toller or as the tollee) in the production of **HRAP, in coils**?

No

Yes--Complete the section below:

Identify the name of the company with whom your firm was engaged in a toll agreement, the contact person and phone number at the firm, a description of the toll work performed under the toll agreement, and the volume and value of the toll work for each of the seven most recently completed fiscal years.

Company name: _____

Contact and phone number: _____

Description of work performed: _____

Item	_____	_____	_____	_____	_____	_____	_____
Volume (short tons)							
Value (\$1,000 dollars)							

III-10b. Was your firm involved in a toll agreement (either as the toller or as the tollee) in the production of **cold-rolled, in coils**?

No

Yes--Complete the section below:

Identify the name of the company with whom your firm was engaged in a toll agreement, the contact person and phone number at the firm, a description of the toll work performed under the toll agreement, and the volume and value of the toll work for each of the seven most recently completed fiscal years.

Company name: _____

Contact and phone number: _____

Description of work performed: _____

Item	_____	_____	_____	_____	_____	_____	_____
Volume (1,000 pounds)							
Value (\$1,000 dollars)							

PART III.--FINANCIAL INFORMATION--Continued

III-11. Asset values.--Report the total assets associated with the production, warehousing, and sale of consolidated HRAP and cold-rolled stainless steel plate in coils as well as for HRAP and cold-rolled stainless steel plate in coils separately. Photocopy this page, as necessary, and check one of the boxes below to indicate the product grouping for which you are reporting.

- Consolidated HRAP and cold-rolled stainless steel plate in coils**
- HRAP, in coils**
- Cold-rolled, in coils**

If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should be consistent with the inventory quantity data reported in Part II. Provide data as of the end of your seven most recently completed fiscal years in chronological order from left to right.

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

PART III.--FINANCIAL INFORMATION--Continued

III-12. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on consolidated HRAP and cold-rolled stainless steel plate in coils and for HRAP and cold-rolled stainless steel plate in coils separately. Provide data for your seven most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>							
Item	_____	_____	_____	_____	_____	_____	_____
Consolidated HRAP and cold-rolled stainless steel plate in coils: Capital expenditures							
Research and development expenditures							
HRAP stainless steel plate in coils: Capital expenditures							
Research and development expenditures							
Cold-rolled stainless steel plate in coils: Capital expenditures							
Research and development expenditures							

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

Section IV-A.--PRICE DATA--PRODUCT IDENTIFICATION NO.:

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	Value ¹
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		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		

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

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

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

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

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

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

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

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

c) Has your firm actually implemented surcharges since 1998?

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

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

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced certain stainless steel plate (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic certain stainless 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 certain stainless 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. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Since 1998, approximately what percent of your firm's contracts involved requests for price renegotiation? _____

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

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

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

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

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Since 1998, approximately what percent of your firm's contracts involved requests for price renegotiation? _____

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

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

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

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

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

IV-B-7. a) What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced certain stainless 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 1998? If changes in lead times differed during the period (e.g., increased in 2002 but decreased in 2003), please identify all periods in which lead times changed, indicating whether lead times increased, decreased, or stayed the same.

Increased Unchanged Decreased

IV-B-8. (a) What is the approximate percentage of the total delivered cost of certain stainless steel plate that is accounted for by U.S. inland transportation costs? _____ percent.

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

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

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

Northeast Midwest Southeast Central Southwest

Mountains Pacific Coast Contiguous U.S. National

Other (describe) _____

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

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

IV-B-10. Describe the end uses of the certain stainless steel plate that you manufacture. For each end-use product, what percentage of the total cost is accounted for by certain stainless steel plate?

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

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

No Yes--Please describe.

IV-B-12. Do you anticipate any changes in terms of the end uses of certain stainless steel plate in the future?

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

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

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

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

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

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

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

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

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

- No Yes--Please explain.

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

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

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

b) Please discuss any anticipated changes in raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-17. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced certain stainless steel plate in the U.S. market since 1998?

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

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

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

IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced certain stainless 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.

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

- No Yes--Please explain.

IV-B-20. Does your firm export certain stainless steel plate?

- No Yes--Please describe how easily your firm can shift its sales of certain stainless steel plate between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting certain stainless steel plate between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

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

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

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

IV-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of certain stainless steel plate in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

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

A. Within the United States:

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

What were the principal factors affecting changes in demand?

B. Outside the United States:

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

What were the principal factors affecting changes in demand?

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

IV-B-24. Do you anticipate any future changes in certain stainless steel plate demand in the United States and, if known, the rest of the world?

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

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

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

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

IV-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss certain stainless steel plate supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Belgium, Canada, Italy, Korea, South Africa, and/or Taiwan, and (3) the world as a whole. Of particular interest is such data from 1998 to the present and forecasts for the future.

IV-B-27. Are your exports of certain stainless steel plate subject to any tariff or non-tariff barriers to trade in other countries?

No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1998, or that are expected to occur in the future.

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

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

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

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

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

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

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

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

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

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

IV-B-32. Has your firm refused, declined, or been unable to supply stainless steel plate since 1998? (Examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, inability to meet timely shipment commitments, increasing average leadtimes, etc.)

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