

**FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE**  
**CUT-TO-LENGTH PLATE FROM**  
**BELGIUM, BRAZIL, FINLAND, GERMANY, MEXICO, POLAND, ROMANIA, SPAIN,**  
**SWEDEN, TAIWAN, AND THE UNITED KINGDOM**

*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 August 2, 2006**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning certain carbon steel products from Australia, Belgium, Brazil, Canada, Finland, France, Germany, Japan, Korea, Mexico, Poland, Romania, Spain, Sweden, Taiwan, and the United Kingdom (inv. Nos. AA1921-197 (Second Review); 701-TA-319, 320, 325-328, 348, and 350 (Second Review); and 731-TA-573, 574, 576, 578, 582-587, 612, and 614-618 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

Name of firm \_\_\_\_\_

Address \_\_\_\_\_  
\_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm produced or exported cut-to-length carbon steel plate (as defined in the instruction booklet) since January 1, 2000?:

**YES**—Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission.

**NO**--(Sign the certification below and promptly return **only this page** of the 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*

\_\_\_\_\_  
*E-mail address*

**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 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form. \_\_\_\_\_ hours \_\_\_\_\_ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

I-3. Please provide the names, street addresses (not P.O. boxes), contacts, telephone numbers, and e-mail addresses of the **FIVE** largest U.S. importers of your firm's cut-to-length plate in 2005.

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

I-4. In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for cut-to-length plate? Does your company or any related firm have any internal plans or reports that describe future market conditions for cut-to-length plate if the subject orders were revoked, or if they are continued?

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

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

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

I-5. Does your firm or any related firm produce, have the capability to produce, or have any plans to produce cut-to-length plate in the United States or other countries?

- No
- Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Michael Szustakowski for copies of that questionnaire).

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I-6. Does your firm or any related firm import or have any plans to import cut-to-length plate into the United States?

- No
- Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Michael Szustakowski for copies of that questionnaire). Also please indicate when such orders are to be delivered and the quantities involved.

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Country/ Period	July-Sept. 2006	Oct.-Dec. 2006	Jan.-Mar. 2007	Apr.-June 2007	July-Sept. 2007	Oct.-Dec. 2007

I-7. Do free trade agreements such as NAFTA affect the character of your firm's operations?

- No
- Yes--Please explain how and to what extent the character of your operations are affected by free trade agreements.

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

II-1. Has your firm experienced any change in the character of its operations or organization relating to the production of cut-to-length carbon steel plate steel since January 1, 2000?

- Plant openings
- Relocations
- Expansions
- Acquisitions
- Consolidations
- Closures
- Prolonged shutdowns<sup>1</sup>
- Other (please explain)
- Revised labor agreements<sup>2</sup>

<sup>1</sup> Reasons include strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization.

<sup>2</sup> Changes in wages, benefits, or work rules; or any other change in labor agreements.

Please supply details as to the time, nature, and significance of any such changes, and provide underlying assumptions, together with relevant portions of business plans, public corporate filings or other internal documentation, that address this issue in the space below.

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II-2. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of cut-to-length plate in the future?

- No
- Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce cut-to-length plate (in short tons) for 2006 and 2007.**

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

II-3. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of cut-to-length plate in the future if the countervailing duty and/or antidumping duty orders on cut-to-length plate from subject countries 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.

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II-4. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of cut-to-length plate in subject countries in the future?

- No
- Yes--Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that addresses this issue.

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II-5. Describe the production technology used in the production of cut-to-length plate in the subject countries and identify major production inputs. Also discuss any significant changes in production technology since 2000.

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II-6. Has your firm since 2000 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of cut-to-length plate?

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

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

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

II-7. **Cut-to-length ("CTL") Plate.**— Please report your firm's production capability (capacity) and actual production of cut-to-length plate in your establishment(s).

Item	Calendar year 2005	Jan.-June 2005	Jan.-June 2006
Average production capacity for <u>all</u> subject and nonsubject CTL plate (short tons) <sup>1</sup>			
• Production of subject CTL plate (short tons)			
• Production of specifically excluded (e.g., X-70) CTL plate (short tons)			
• Production of micro-alloy plate (short tons)			
• Production of other nonsubject (e.g., alloy) CTL plate (short tons)			
<i>TOTAL Production of CTL Plate</i>			
Share of production accounted for by reversing/quarto plate mills (%)			
Share of production accounted for by combination/Steckel mills (%)			
Share of production accounted for by hot-strip mills & shear lines (%)			
Share of production accounted for by hot-rolled wide flat bar (%)			

<sup>1</sup> If your firm produced CTL plate on a combination or Steckel mill, please describe your firm's production mix in 2005: \_\_\_\_\_ percent *CTL plate* + \_\_\_\_\_ percent *plate in coiled form* + \_\_\_\_\_ percent *sheet*.

If your firm produced CTL plate on a hot-strip mill, please describe your firm's production mix in 2005: \_\_\_\_\_ percent *CTL plate* + \_\_\_\_\_ percent *plate in coiled form* + \_\_\_\_\_ percent *sheet*.

If your firm produced CTL plate on a bar mill mill, please describe your firm's production mix in 2005: \_\_\_\_\_ percent *wide flat bar* + \_\_\_\_\_ percent *other bar* + \_\_\_\_\_ percent *other long products*.

Does the average production capacity reported above correspond to the rated capacity of your firm's reversing or quarto mills; bar mills; combination or Steckel mills; and/or hot-strip mills?

Yes       No--Please explain (e.g., other production bottleneck; production of coiled or thin-gauge product on same equipment, etc.):

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

II-8. Has your firm since 2000 produced, or does your firm anticipate producing in the future, other products using the same production and related workers employed to produce cut-to-length plate?

No             Yes--List the following information.

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

II-9. Please describe the constraint(s) that set the limit(s) on your production capacity.

\_\_\_\_\_

\_\_\_\_\_

II-10. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of cut-to-length plate?

\_\_\_\_\_ Percent

II-11. Is your firm able to switch production between cut-to-length plate and other products in response to a relative price change in the price of cut-to-length plate vis-a-vis the price of other products, using the same equipment and labor?

No             Yes--Please identify below the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from cut-to-length plate.

\_\_\_\_\_

\_\_\_\_\_

II-12. Has your firm maintained any inventories of cut-to-length plate in the United States (not including inventories held by firms identified in questions I-3, I-5, or I-6 above<sup>1</sup>) since 2000?

No             Yes--Report the quantity (in short tons) of such **end-of-period** inventories below.

<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>Jan.-June 2005</u>	<u>Jan.-June 2006</u>
_____	_____	_____	_____	_____	_____	_____	_____

<sup>1</sup> Such firms will report inventories in the Commission's importer or producer questionnaire.

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

II-13. (a) Are your firm's exports of cut-to-length plate subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No  Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

Product	Country	Year imposed	Barrier (if tariff, give rate)
_____	_____	_____	_____
_____	_____	_____	_____

(b) Are your firm's exports of cut-to-length plate subject to current investigations in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No  Yes--List the products(s), country(ies), and type of investigation.

Product	Country	Type of investigation
_____	_____	_____
_____	_____	_____

II-14. Identify export markets (other than the United States) that you have developed or where you have increased your sales of cut-to-length plate as a result of the countervailing duty and/or antidumping duty orders on cut-to-length plate from the subject countries. Please identify and discuss below. As a separate attachment, please provide official import and export, quantity and value data by country for your home market for cut-to-length plate.

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II-15. Describe the significance of the existing countervailing duty and/or antidumping duty orders covering imports of cut-to-length plate from the subject countries in terms of their effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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

II-16. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of cut-to-length in the future if the countervailing duty and/or antidumping duty orders on cut-to-length plate from the subject countries 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.

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II-17. Has your firm added capacity to produce cut-to-length plate, announced plans to add cut-to-length plate capacity, or made other cut-to-length plate-specific investments to improve your operations since 2000?

- No                       Yes--Provide any analyses or projections prepared in connection with your investment plans that relate to the market for cut-to-length plate in the United States or that project ROI levels for the investments.

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

II-18a. Please report production capacity, production, shipments, and inventories of cut-to-length plate produced by your firm in your country in 2000-05.

<i>(Quantity in short tons, value in 1,000 U.S. dollars)</i>						
Item	2000	2001	2002	2003	2004	2005
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup> (quantity)</b>						
<b>BEGINNING-OF-PERIOD INVENTORIES<sup>2</sup> (quantity)</b>						
<b>PRODUCTION<sup>3</sup> (quantity)</b>						
<b>SHIPMENTS:</b>						
<b>Home market:</b>						
<b>Internal consumption/transfers (quantity)</b>						
<b>Commercial shipments: Quantity</b>						
<b>Value</b>						
<b>Exports to--</b>						
<b>United States:<sup>4</sup> Quantity</b>						
<b>Value</b>						
<b>All other export markets: European Union:<sup>5</sup> Quantity</b>						
<b>Value</b>						
<b>China: Quantity</b>						
<b>Value</b>						
<b>Asia (other than China):<sup>6</sup> Quantity</b>						
<b>Value</b>						
<b>Other:<sup>7</sup> Quantity</b>						
<b>Value</b>						
<b>Subtotal, all other export markets: Quantity</b>						
<b>Value</b>						
<b>Total exports (quantity)</b>						
<b>Total shipments (quantity)</b>						
<b>END-OF-PERIOD INVENTORIES (quantity)</b>						

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

<sup>2</sup> 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: \_\_\_\_\_

<sup>3</sup> Please estimate the percentage of total production of cut-to-length plate in your country accounted for by your firm's production in 2005: \_\_\_\_\_ Percent

<sup>4</sup> Please estimate the percentage of total exports to the United States of cut-to-length plate from your country accounted for by your firm's exports in 2005: \_\_\_\_\_ Percent

<sup>5</sup> Identify principal *European Union* export markets. \_\_\_\_\_

<sup>6</sup> Identify principal *Asian* export markets. \_\_\_\_\_

<sup>7</sup> Identify principal *other* export markets. \_\_\_\_\_

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

II-18b. Please report production capacity, production, shipments, and inventories of cut-to-length plate produced by your firm in your country in **January-June 2005 and January-June 2006**.

<i>(Quantity in short tons, value in 1,000 U.S. dollars)</i>		
Item	January-June 2005	January-June 2006
<b>AVERAGE PRODUCTION CAPACITY</b> <i>(quantity)</i>		
<b>BEGINNING-OF-PERIOD INVENTORIES<sup>1</sup></b> <i>(quantity)</i>		
<b>PRODUCTION</b> <i>(quantity)</i>		
<b>SHIPMENTS:</b>		
<b>Home market:</b>		
<b>Internal consumption/transfers</b> <i>(quantity)</i>		
<b>Commercial shipments:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Exports to--</b>		
<b>United States:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>All other export markets:</b>		
<b>European Union:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>China:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Asia (other than China):</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Other:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Subtotal, all other export markets:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Total exports</b> <i>(quantity)</i>		
<b>Total shipments</b> <i>(quantity)</i>		
<b>END-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>		

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

II-19. Please report the relative share of your firm's total shipments for the specified cut-to-length plate thicknesses below. (See definitions in the instruction booklet).

<i>(Quantity in short tons)</i>			
Plate thickness	2005	Jan.-June 2005	Jan.-June 2006
<b>&lt; 1.00"</b>			
Quantity			
<b>≥ 1.00" but &lt; 3.00"</b>			
Quantity			
<b>≥ 3.00" but &lt; 4.00"</b>			
Quantity			
<b>≥ 4.00"</b>			
Quantity			

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

II-20. Report the share of your firm's total shipments (home market; U.S. market; and other export markets) in 2005 of subject cut-to-length plate. (See definitions in the instruction booklet).

Item	Share of total 2005 shipments		
	Home	US	Other exports
Carbon structural steel plate			
Floor plate			
Pressure vessel plate			
Platform plate			
Shipbuilding plate			
Other plate for line pipe			
Hot-rolled wide flat bar			
All other cut-to-length plate			
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

**PART III.--MARKET FACTORS**

III-1. Approximately what share of your firm's sales of cut-to-length plate to U.S. customers in 2005 were on a (1) long-term contract basis (multiple deliveries for 12 months or more), (2) short-term contract basis (multiple deliveries for less than 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Cut-to-length plate	
Long-term contracts	
Short-term contracts	
Spot sales	

III-2. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-3. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-4. If you sell cut-to-length plate on a long-term contract basis, did you impose any surcharges or other price increases during the pendency of the contract? If so, please identify the amounts of the surcharge or price increase, the period of time during which it was effective, and the reason for the surcharge or price increase.

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

III-5. (a) Does your firm offer just-in-time or similar inventory services for cut-to-length plate customers located in the United States? If yes, please discuss below.

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

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III-6. What is the average lead time between a U.S. customer's order and the date of delivery for your firm's sales of cut-to-length plate?

Source	Share of 2005 sales	Lead time
Cut-to-length plate		
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

III-7. To what extent have changes in the prices of raw materials affected your firm's selling prices for cut-to-length plate since 2000? 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.

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III-8. 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 subject country-produced cut-to-length plate in the U.S. market since 2000?

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.

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

III-9. (a) Do you anticipate any changes in terms of the availability of subject country-produced cut-to-length 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.

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III-10. Describe how easily your firm can shift its sales of cut-to-length plate between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting cut-to-length 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.

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III-11. Is the product range, product mix, or marketing of cut-to-length plate in your home market significantly different from the product range, product mix, or marketing of cut-to-length plate for export to the United States or to third-country markets? Have there been any significant changes in the product range, product mix, or marketing of cut-to-length plate in your home market, for export to the United States, or for export to third-country markets since 2000?

No                       Yes--Please describe and quantify if possible.

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III-12. Please discuss any anticipated changes in terms of the product range, product mix, or marketing of cut-to-length plate in your home market, for export to the United States, or for export to third-country markets 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.

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

III-13. (a) Please list in order of importance any products that may be substituted for cut-to-length plate.

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

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

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(c) Have changes in the prices of these products affected the price for cut-to-length plate?

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

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III-14. Have there been any changes in the number or types of products that can be substituted for cut-to-length plate since 2000?

No       Yes--Please explain.

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III-15. Do you anticipate any changes in terms of the substitutability of other products for cut-to-length 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.

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III-16. Is the cut-to-length produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's cut-to-length plate sold to the United States and/or to third-country markets?

Yes       No--Identify the market(s) and any differences in the products.

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

III-17. Describe the end uses of the cut-to-length plate that you manufacture and sell to your home market. If these end uses differ from those of the cut-to-length plate you sell to the U.S. market or to third-country markets, explain.

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III-18. Have there been any changes in the end uses of cut-to-length plate since 2000?

No       Yes--Please describe.

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III-19. Do you anticipate any changes in terms of the end uses of cut-to-length 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.

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III-20. (a) Is the cut-to-length plate market subject to business cycles or conditions of competition distinctive to cut-to-length plate?

No       Yes--Please explain and provide estimates of the duration of any such cycle.

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(b) Has the emergence of new markets for cut-to-length plate since 2000 affected the business cycles or conditions of competition distinctive to cut-to-length plate?

No       Yes--Please explain any such changes.

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

III-21 (a) How has demand within your **home market** for cut-to-length plate changed since 2000?

Increased                       Unchanged                       Decreased

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

What were the principal factors affecting changes in demand?

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

(b) How has demand **within** the United States for cut-to-length plate changed since 2000 (including the effects of any weather-related events)?

Increased                       Unchanged                       Decreased

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

What were the principal factors affecting changes in demand?

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

(c) How has demand **outside** the United States for cut-to-length plate changed since 2000?

Increased                       Unchanged                       Decreased

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

What were the principal factors affecting changes in demand?

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

III-22. Do you anticipate any future changes in cut-to-length plate demand in your home market and 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 III.--MARKET FACTORS--Continued**

III-23. Please compare market prices of cut-to-length plate in your home market, the United States, and third-country markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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III-24. Describe briefly your home market for cut-to-length, including the number of, and competition between, producers.

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III-25. Do you face competition from imports of cut-to-length plate in your home market?

No     Yes--Please identify the country sources of any imports of cut-to-length plate into your home market.

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III-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 cut-to-length 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 the subject countries, and (3) the world as a whole. Of particular interest is such data since 2000.

III-27. Does your firm sell cut-to-length plate over the internet?

No     Yes--Please describe, noting the estimated percentage of your firm's total sales of cut-to-length plate in 2005 accounted for by internet sales.

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**PART IV.--WIDE FLAT BAR--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from **Michael Szustakowski (202-205-3188)**. **Supply all data requested (except for financial data) on a calendar-year basis.**

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

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

\_\_\_\_\_

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

IV-2. **COMPARABILITY OF WIDE FLAT BAR AND OTHER CUT-TO-LENGTH PLATE.**

Please describe the differences and similarities between **wide flat bar** and **other cut-to-length plate** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical 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 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:**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART IV. WIDE FLAT BAR--TRADE AND RELATED INFORMATION--*Continued***

IV-3. Report the information requested on the following page for **wide flat bar** produced in your firm'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.

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**PART IV.--WIDE FLAT BAR--TRADE AND RELATED INFORMATION--Continued**

(Quantity in short tons, value in 1,000 U.S. dollars)								
Wide flat bar	2000	2001	2002	2003	2004	2005	January-June	
							2005	2006
AVERAGE PRODUCTION CAPACITY <sup>1</sup> (quantity)								
BEGINNING-OF-PERIOD INVENTORIES <sup>2</sup> (quantity)								
PRODUCTION <sup>3</sup> (quantity)								
<b>SHIPMENTS:</b>								
Home market:								
Internal consumption/transfers (quantity)								
Commercial shipments: Quantity								
Value								
Exports to--								
United States: <sup>4</sup> Quantity								
Value								
All other export markets: European Union: <sup>5</sup> Quantity								
Value								
China: Quantity								
Value								
Asia (other than China): <sup>6</sup> Quantity								
Value								
Other: <sup>7</sup> Quantity								
Value								
Subtotal, all other export markets: Quantity								
Value								
Total exports (quantity)								
Total shipments (quantity)								
END-OF-PERIOD INVENTORIES (quantity)								

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

<sup>2</sup> 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: \_\_\_\_\_

<sup>3</sup> Please estimate the percentage of total production of cut-to-length plate in your country accounted for by your firm's production in 2005: \_\_\_\_\_ Percent

<sup>4</sup> Please estimate the percentage of total exports to the United States of cut-to-length plate from your country accounted for by your firm's exports in 2005: \_\_\_\_\_ Percent

<sup>5</sup> Identify principal *European Union* export markets. \_\_\_\_\_

<sup>6</sup> Identify principal *Asian* export markets. \_\_\_\_\_

<sup>7</sup> Identify principal *other* export markets. \_\_\_\_\_

**PART V. MICRO-ALLOY STEEL--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from **Michael Szustakowski** (202-205-3188). **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. Report the information requested on the following page for **micro-alloy cut-to-length plate** produced in your firm'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. --MICRO-ALLOY STEEL--TRADE AND RELATED INFORMATION--Continued**

V-3a. Please report production capacity, production, shipments, and inventories of micro-alloy cut-to-length plate produced by your firm in your country in **2000-05**.

<b>(Quantity in short tons, value in 1,000 U.S. dollars)</b>						
<b>Item</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup> (quantity)</b>						
<b>BEGINNING-OF-PERIOD INVENTORIES<sup>2</sup> (quantity)</b>						
<b>PRODUCTION<sup>3</sup> (quantity)</b>						
<b>SHIPMENTS:</b>						
<b>Home market:</b>						
<b>Internal consumption/transfers (quantity)</b>						
<b>Commercial shipments: Quantity</b>						
<b>Value</b>						
<b>Exports to--</b>						
<b>United States:<sup>4</sup> Quantity</b>						
<b>Value</b>						
<b>All other export markets: European Union:<sup>5</sup> Quantity</b>						
<b>Value</b>						
<b>China: Quantity</b>						
<b>Value</b>						
<b>Asia (other than China):<sup>6</sup> Quantity</b>						
<b>Value</b>						
<b>Other:<sup>7</sup> Quantity</b>						
<b>Value</b>						
<b>Subtotal, all other export markets: Quantity</b>						
<b>Value</b>						
<b>Total exports (quantity)</b>						
<b>Total shipments (quantity)</b>						
<b>END-OF-PERIOD INVENTORIES (quantity)</b>						

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

<sup>2</sup> 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: \_\_\_\_\_

<sup>3</sup> Please estimate the percentage of total production of corrosion-resistant steel in your country accounted for by your firm's production in 2005: \_\_\_\_\_ Percent

<sup>4</sup> Please estimate the percentage of total exports to the United States of corrosion-resistant steel from your country accounted for by your firm's exports in 2005: \_\_\_\_\_ Percent

<sup>5</sup> Identify principal *European Union* export markets. \_\_\_\_\_

<sup>6</sup> Identify principal *Asian* export markets. \_\_\_\_\_

<sup>7</sup> Identify principal *other* export markets. \_\_\_\_\_

PART IV.-MICRO-ALLOY STEEL--TRADE AND RELATED INFORMATION--Continued

IV-3b. Please report production capacity, production, shipments, and inventories of micro-alloy steel cut-to-length plate produced by your firm in your country in **January-June 2005** and **January-June 2006**.

<i>(Quantity in short tons, value in 1,000 U.S. dollars)</i>		
Item	January-June 2005	January-June 2006
<b>AVERAGE PRODUCTION CAPACITY</b> ( <i>quantity</i> )		
<b>BEGINNING-OF-PERIOD INVENTORIES<sup>1</sup></b> ( <i>quantity</i> )		
<b>PRODUCTION</b> ( <i>quantity</i> )		
<b>SHIPMENTS:</b>		
Home market:		
Internal consumption/transfers ( <i>quantity</i> )		
Commercial shipments: <i>Quantity</i>		
<i>Value</i>		
Exports to--		
United States: <i>Quantity</i>		
<i>Value</i>		
All other export markets: European Union: <i>Quantity</i>		
<i>Value</i>		
China: <i>Quantity</i>		
<i>Value</i>		
Asia (other than China): <i>Quantity</i>		
<i>Value</i>		
Other: <i>Quantity</i>		
<i>Value</i>		
Subtotal, all other export markets: <i>Quantity</i>		
<i>Value</i>		
Total exports ( <i>quantity</i> )		
Total shipments ( <i>quantity</i> )		
<b>END-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )		