

IMPORTERS' QUESTIONNAIRE
**CERTAIN STAINLESS STEEL SHEET AND STRIP FROM FRANCE, GERMANY,
ITALY, JAPAN, KOREA, MEXICO, 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 February 23, 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 sheet and strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and the United Kingdom (invs. Nos. 701-TA-381-382 and 731-TA-797-804 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported **certain stainless steel sheet and strip** (as defined in the instruction booklet) and/or excluded stainless steel sheet and strip (as identified in question II-9) from any country at any time since January 1, 1999?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
- YES** (If your firm imported certain stainless steel sheet and strip read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission. If your firm imported **ONLY** excluded stainless steel sheet and strip complete questions I-1 through I-9 and II-9).

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 I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____ hours _____ dollars

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

I-2. ***Note the request in the instruction booklet to consolidate data for all your U.S. establishment(s) located in the United States. If your firm imports stainless steel sheet & strip through multiple U.S. branches please contact Debra Baker (202-205-3180) of the Commission's staff to determine whether they also were sent a questionnaire.*** Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom into the United States or which are engaged in exporting stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom to the United States?

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

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

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing stainless steel sheet & strip from countries other than France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom into the United States or which are engaged in exporting stainless steel sheet & strip from countries other than France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom to the United States?

No Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of stainless steel sheet & strip?

No Yes--List the following information.

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

I-7. Does your firm have any related firms in the United States that receive, inventory, hold, ship, or process stainless steel sheet & strip?

No Yes--List the following information.

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

I-8. Please indicate the nature of your firm's importing operations on stainless steel sheet & strip. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)

Consignee of the imported product(s) Customs broker or freight forwarder

I-9. If your firm is an importer of record of stainless steel sheet & strip but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-10. Please indicate whether your firm enters stainless steel sheet & strip into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes--list location(s):

Bonded warehouses No Yes--list location(s):

PART I.--GENERAL QUESTIONS--Continued

I-11. Please indicate whether your firm imports stainless steel sheet & strip under the TIB (temporary importation under bond) program.

No Yes

I-12. 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 stainless steel sheet & strip?

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

I-13. To your knowledge, have the products subject to these reviews been the subject of any other import relief investigations in the United States or in any other countries?

No Yes--Please specify providing both the date(s) and country(ies) involved.

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

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of stainless steel sheet & strip since 1999 (i.e., the year the orders subject to review became effective)?

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

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of stainless steel sheet & strip in the future?

- No Yes--Supply details as to the source of imports, time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of stainless steel sheet & strip in the future if the countervailing duty and antidumping duty orders on stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom 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, that address this issue.

II-5. Has your firm or a related firm imported or arranged for the importation of stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom for delivery after December 31, 2004?

- No Yes--Indicate source country, delivery date, and quantities involved. Also identify the related firm, if applicable.

II-6. If your firm or a related firm also produces stainless steel sheet & strip in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate. Also identify the related firm, if applicable.

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

II-7. **CERTAIN STAINLESS STEEL SHEET & STRIP--Imports By Source.**--Report your firm's imports and your firm's shipments and inventories of stainless steel sheet & strip imported by your firm during 1999-2004. (See definitions in the instruction booklet.) **Report separately for each country/company (i.e., excluded exporter/manufacturer) listed below and for all other sources combined. Photocopy as many pages as you need and identify the country/company for which you are reporting in the space provided.**

- France Germany Italy Japan Mexico United Kingdom
 Inchon Iron & Steel Co. Ltd. (of **Korea**) Korea (excluding Inchon and POSCO)
 Pohang Iron & Steel Co., Ltd. (POSCO) (of **Korea**)
 Chang Mien Industries, Co. (of **Taiwan**) Taiwan (excluding Chang Mien)
 All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)						
IMPORTS:²						
<i>Quantity</i> of imports						
<i>Value</i> of imports						
U.S. SHIPMENTS:						
Commercial shipments:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
Internal consumption:						
<i>Quantity</i> of internal consumption						
<i>Value</i> ³ of internal consumption						
Transfers to related firms:						
<i>Quantity</i> of transfers to related firms						
<i>Value</i> ³ of transfers to related firms						
EXPORT SHIPMENTS:⁴						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES ⁵ (<i>quantity</i>)						
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)						
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)						
<i>Footnotes on the following page.</i>						

Please photocopy as many pages as you need and attach each to the appropriate country/company combination reported on the previous page except for "all other sources combined."

Identify the COUNTRY/COMPANY for which you are reporting: _____

Footnotes for Question II-7. Report separately for each country/company combination listed at the top of this page.

¹ Please identify these sources: _____

² Please identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2004 below:

⁴ Identify your principal export markets: _____

⁵ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

II-8a. Provide the quantity (in *short tons*) of your firm's U.S. shipments in 2004 of stainless steel strip imported by your firm from the country/company combination listed at the top of this page that is of a thickness of 0.13 mm or less (and is often referred to commercially as "foil"); _____

II-8b. Provide the quantities (in *short tons*) of your firm's U.S. shipments in 2004 of the specified stainless steel sheet & strip products imported by your firm from the country/company combination listed at the top of this page. **Report separately for each country/company combination reported on the previous page.** The total listed below should equal U.S. shipments reported in question II-7. Do the totals equal?

____ Yes ____ No, if not why? _____

Stainless steel sheet & strip product	Quantity (<i>short tons</i>) in 2004
Grade 304L	
Grade 304L	
Grade 316	
Grade 316L	
Grade 403	
Grade 409	
Grade 430	
Grade 434/436	
Other ¹ (identify: _____)	
Other ¹ (identify: _____)	
All others	
Total	

¹ Identify and separately report an "other" grade only if it accounted for 10 percent or more of your firm's U.S. shipments in 2004; otherwise report the grade in the combined "all others" category.

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

II-9. **EXCLUDED STAINLESS STEEL SHEET & STRIP PRODUCTS.**—Report your firm’s imports, by source, of the stainless steel sheet & strip products that are imported under the HTS statistical reporting numbers listed in the instruction booklet but which are **excluded** from the scope of these reviews.

These **excluded products** consist of the following U.S. imports from all sources : (1) sheet and strip that is not annealed or otherwise heat treated and pickled or otherwise descaled, (2) sheet and strip that is cut to length, (3) plate (i.e., flat-rolled stainless steel products of a thickness of 4.75 mm or more), (4) flat wire (i.e., cold-rolled sections, with a prepared edge, rectangular in shape, of a width of not more than 9.5 mm), (5) razor blade steel, (6) flapper valve steel, (7) suspension foil, (8) certain stainless steel foil for automotive catalytic converters, (9) permanent magnet iron-chromium-cobalt alloy stainless strip, (10) certain electrical resistance alloy steel, (11) certain martensitic precipitation-hardenable stainless steel, and (12) three specialty stainless steels typically used in certain industrial blades and surgical and medication instruments (see the further description in the instruction booklet).

The **excluded products** are ALSO defined to include the following revocations by Commerce to the order: (1) specialty magnet stainless steel strip product from Germany known as SemiVac90, (2) stainless steel welding electrode strips from Japan that are manufactured in accordance with AWS specification ANSI/AWS A5.9-93, (3) certain stainless steel used for razor blades, medical surgical blades, and industrial blades from Japan, (4) certain stainless steel lithographic sheet from Japan that is made of 304-grade stainless steel, and (5) certain nickel clad stainless steel sheet from Japan. Report data on the above (5) revoked products for the entire period from 1999 to 2004 (i.e., do not attempt to report only for the period since Commerce’s revocations went into effect).

Please identify (by country) the excluded products that you have listed data for below:

COUNTRY ()

COUNTRY ()

Item	1999	2000	2001	2002	2003	2004
<i>Quantity (in short tons)</i>						
France						
Germany						
Italy						
Japan						
Korea						
Mexico						
Taiwan						
United Kingdom						
All others						
Total						
<i>Value (in \$1,000)</i>						
France						
Germany						
Italy						
Japan						
Korea						
Mexico						
Taiwan						
United Kingdom						
All others						
Total						

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

II-10. Did your firm import subject stainless steel sheet & strip and process it into cut-to-length sheet & strip at your own facilities or those of a related firm during 1999-2004?

- No
- Yes--Supply details including the quantity of such processed cut-to-length sheet & strip for each year during the period 1999-2004.

Quantity (<i>short tons</i>) of processed cut-to-length sheet & strip					
1999	2000	2001	2002	2003	2004

II-11. Describe the significance of the existing countervailing duty and antidumping duty orders covering imports of stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom in terms of their effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order. *Specify which country(ies) you are discussing (or state that your answer applies to all subject countries).*

II-12. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of stainless steel sheet & strip in the future if the countervailing duty and antidumping duty orders on stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom 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.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

Section III-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products imported from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and the United Kingdom during January 1999-December 2004. **All pricing products should be in coils, cold-rolled with trimmed edge but without coating or aluminizing. "Dual" certified" material, i.e., material that has been certified by the manufacturer to meet both grade 304 and 304L or 316 and 316L, should be reported under 304L and 316L, respectively.** Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits. Values should include all applicable surcharges.

Product 1.--AISI Grade 304, 0.075 inch nominal thickness (0.068-0.082 inch actual), width 48-60 inches, 2B finish

Product 2.--AISI Grade 409, 0.039-0.079 inch actual thickness, width 36-48 inches, 2D finish

Product 3.--AISI Grade 430, 0.036 inch nominal thickness (0.032-0.040 inch actual), width 36-48 inches, bright-annealed (BA) or "Best Bright" finish

Product 4.--AISI Grade 316L, 0.060 inch nominal thickness (0.054-0.066 inch actual), width 48-60 inches, 2B finish

Product 5.--AISI Grade 304L, 0.060 inch nominal thickness (0.054-0.066 inch actual), width 48-60 inches, 2B finish

Product 6.--AISI Grade 434, 27 gauge (0.0161-0.0177 inch actual thickness), width 36-48 inches, BA finish

Product 7.--AISI Grade 304L, 0.075-0.135 inch actual thickness, width 36-48 inches, 2B finish

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products imported and sold by your firm. Indicate in the space provided the product for which pricing is reported. Report separately **for each supplier** from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and the UK from whom you purchased stainless steel sheet & strip.

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

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

COUNTRY: _____ SUPPLIER: _____

Product 1 Product 2 Product 3 Product 4 Product 5 Product 6 Product 7

(Quantity in short tons, value in \$1,000)		
Period of shipment	Quantity	Value ¹
1999:		
January-March		
April-June		
July-September		
October-December		
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		

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

Section III-B.--PRICE-RELATED QUESTIONS

Please note that the questions in this section refer to the entire period since 1999, unless otherwise specified. If your response to any question differs for different time periods since 1999, please note this in your response (identifying the month/year to which you are referring).

III-B-1. a) Please describe how your firm determines the prices that it charges for sales of stainless steel sheet & strip (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 1999?

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 effective during the period of review, that include a proposed change in price for stainless steel sheet & strip products.

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

III-B-3. What are your firm's typical sales terms for stainless steel sheet & strip imported from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the UK (e.g., 2/10 net 30 days)?
 _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its stainless steel sheet & strip imported from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the UK in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-5. 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 1999, 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 1999 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.

III-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 1999, 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 1999 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 III.--PRICING AND MARKET FACTORS--Continued

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

III-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 stainless steel sheet & strip?

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

b) Has the average lead time increased, decreased, or stayed the same since 1999? If changes in lead times differed during the period (e.g., increased in 2002 but decreased in 2003), please identify all periods in which lead times changed, indicating whether lead times increased, decreased, or stayed the same.

Increased
 Unchanged
 Decreased

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

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

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

III-B-9. What is the geographic market area in the United States served by your firm's stainless steel sheet & strip?

Northeast
 Midwest
 Southeast
 Central Southwest
 Mountains
 Pacific Coast
 Contiguous U.S.
 National
 Other (describe) _____

III-B-10. Describe the end uses of the stainless steel sheet & strip that you import from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the UK. For each end-use product, what percentage of the total cost is accounted for by stainless steel sheet & strip?

<u>End use</u>	<u>Share of total cost accounted for by stainless steel sheet & strip (percent)</u>
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_____	_____
_____	_____

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

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

III-B-11. Have there been any changes in the end uses of stainless steel sheet & strip since 1999?

No Yes--Please describe.

III-B-12. Do you anticipate any changes in terms of the end uses of stainless steel sheet & strip in the future?

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

III-B-13. (a) Please list in order of importance any products that may be substituted for stainless steel sheet & strip.

(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 stainless steel sheet & strip?

No Yes--To what degree do changes in their prices affect the price for stainless steel sheet & strip? 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 stainless steel sheet & strip or final end use?

III-B-14. Have there been any changes in the number or types of products that can be substituted for stainless steel sheet & strip since 1999?

No Yes--Please explain.

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

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

III-B-15. Do you anticipate any changes in terms of the substitutability of other products for stainless steel sheet & strip in the future?

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

III-B-16. a) To what extent have changes in the prices of raw materials affected your firm's selling prices for stainless steel sheet & strip during January 1999-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.

III-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 stainless steel sheet & strip in the U.S. market since 1999?

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

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

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

III-B-18. (a) Do you anticipate any changes in terms of the availability of stainless steel sheet & strip imported from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the UK in the U.S. market in the future?

- Increase No Change Decrease

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

III-B-19. Has the availability of NONSUBJECT imported stainless steel sheet & strip changed since 1999?

- No Yes--Please explain.

III-B-20. Describe how easily your firm can shift its sales of stainless steel sheet & strip 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 stainless steel sheet & strip 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.

III-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of stainless steel sheet & strip since 1999?

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

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

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

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

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

III-B-23. How has demand within the United States (and outside the United States, if known) for stainless steel sheet & strip changed since 1999?

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.

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

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

III-B-24. Do you anticipate any future changes in stainless steel sheet & strip demand in the United States and, if known, the rest of the world?

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

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

III-B-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 stainless steel sheet & strip supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the UK, and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

III-B-27. Are your exports of stainless steel sheet & strip subject to any tariff or non-tariff barriers to trade in other countries?

- No
- Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1999, or that are expected to occur in the future.

III-B-28. Does your firm sell stainless steel sheet & strip over the internet?

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

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

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

III-B-29. What percentage of your 2004 sales of stainless steel sheet & strip 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.

III-B-30. Do the firms to which you sell stainless steel sheet & strip 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.

III-B-31. Has your firm refused, declined, or been unable to supply stainless steel sheet & strip since 1999? (Examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, inability to meet timely shipment commitments, etc.)

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

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

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

III-B-33. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between stainless steel sheet & strip produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	France	Germany	Italy	Japan	Korea	Mexico	Taiwan	UK	All other
United States										
France										
Germany										
Italy										
Japan										
Korea										
Mexico										
Taiwan										
United Kingdom										

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of stainless steel sheet & strip, identify the country-pair and report the advantages or disadvantages imparted by such factors, providing specific examples where possible:
