

**PURCHASERS' 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)). Further information on this questionnaire can be obtained from Amelia Preece (202-205-3250).

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

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

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

Has your firm purchased certain stainless steel sheet and strip (as defined in the instruction booklet) from any source (domestic or foreign) since January 1, 1999?

**NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

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

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

\_\_\_\_\_ hours \_\_\_\_\_ dollars

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

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

I-3. 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.

<u>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 the production of stainless steel sheet & strip?

No       Yes--List the following information.

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

I-6. In Part 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-7. Please provide the name and email address for the person(s) responsible for completing this questionnaire.

_____	_____
Name	Email address
_____	_____
Name	Email address

**PART II.--PURCHASES**

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).

II-1a. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of stainless steel sheet & strip. Report based on delivery date, not order date.

<i>(Quantity in short tons, value in \$1,000)</i>						
<b>Item</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:</b>						
<i>Quantity</i>						
<b>PURCHASES OF PRODUCT PRODUCED IN FRANCE:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES OF PRODUCT PRODUCED IN GERMANY:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES OF PRODUCT PRODUCED IN ITALY:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES OF PRODUCT PRODUCED IN JAPAN:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES OF PRODUCT PRODUCED by Incheon Iron &amp; Steel Co., Ltd. (Inchon) (of KOREA):</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES OF PRODUCT PRODUCED by Pohang Iron &amp; Steel Co., Ltd. (POSCO) (of KOREA):</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES OF PRODUCT PRODUCED IN KOREA (excluding Incheon and POSCO):</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES OF PRODUCT PRODUCED IN MEXICO:</b>						
<i>Quantity</i>						
<i>Value</i>						
<i>Grid continued on next page.</i>						

**PART II.--PURCHASES--Continued**

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
<b>PURCHASES OF PRODUCT PRODUCED by Chang Mien Industries Co., Ltd: (of TAIWAN):</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES OF PRODUCT PRODUCED IN TAIWAN (excluding Chang Mien Industries Co., Ltd):</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES OF PRODUCT PRODUCED IN THE UNITED KINGDOM:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:<sup>1</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<sup>1</sup> Please identify these countries: _____						
_____						

II-1b. Report, as indicated below, the grades and countries of origin of the stainless steel sheet & strip that your firm purchased in 2004. Please note, by placing an "X" in the appropriate box, the countries of origin of the following grades of stainless steel sheet & strip that your firm purchased in 2004.

	<b>304/ 304L</b>	<b>316/ 316L</b>	<b>403</b>	<b>409</b>	<b>430</b>	<b>434/ 436</b>	<b>All other<sup>1</sup></b>	<b>Total</b>
Produced in: United States								
France								
Germany								
Italy								
Japan								
Korea (excluding Inchon and POSCO)								
Mexico								
Taiwan (excluding Chang Mien)								
United Kingdom								
All other countries								
Total								
<sup>1</sup> Specify (by source): _____								
_____								

**PART II.--PURCHASES--Continued**

II-2. If the relative levels of your firm's purchases of stainless steel sheet & strip from different sources (domestic, subject foreign, and non-subject foreign) have changed since 1999 (the year the countervailing and antidumping duty orders under review became effective), please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/ decrease	Date	Reason

- II-3. (a) Did your firm purchase stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom before 1999?
- No--Skip to (c)       Yes (identify countries): \_\_\_\_\_
- (b) If yes, has your pattern of purchasing stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom changed since 1999?
- No, our pattern of purchasing is essentially unchanged.
- Yes, we discontinued purchases because of the orders from the following subject countries (please list): \_\_\_\_\_
- Yes, we reduced purchases because of the orders from the following subject countries (please list): \_\_\_\_\_
- Yes, but we changed the pattern of purchases from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom for reasons other than the order (please explain below and specify the countries you are discussing).
- \_\_\_\_\_
- \_\_\_\_\_
- (c) Has your pattern of purchasing certain stainless steel plate from nonsubject foreign sources changed since 1998 (please check all that apply).
- We did not purchase from nonsubject foreign sources before or after the order.
- No, our pattern of purchasing is essentially unchanged.
- Yes, we increased purchases from nonsubject countries because of the order.
- Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).
- \_\_\_\_\_
- \_\_\_\_\_

**PART II.--PURCHASES--Continued**

- (d) Compare and contrast your firm's pattern of purchasing subject products from the subject countries, from other foreign sources, and from domestic sources at the beginning of the period of review with your firm's pattern of purchasing subject products at the end of the period. Please explain the reasons for any changes in your purchasing pattern, and explain whether you perceive the most recent change to be short-term, long-term, or structural.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

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-1. Which of the following best describes your firm as a purchaser of stainless steel sheet & strip (check all that apply, noting the specific end uses if known)?

- END USER (\_\_\_\_\_)
- DISTRIBUTOR (\_\_\_\_\_)
- Other (\_\_\_\_\_)
- Other (\_\_\_\_\_)

- III-2. (a) If your firm is a distributor or reseller of stainless steel sheet & strip, what are the major types of consumers to which you sell stainless steel sheet & strip?

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- (b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase stainless steel sheet & strip?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-3. If your firm is an end user of stainless steel sheet & strip, list in order of quantity of stainless steel sheet & strip consumed, the top 3 products for which your firm purchases stainless steel sheet & strip as a component part or input. Please indicate what percentage of the total cost is accounted for by stainless steel sheet & strip.

<u>Product you produce</u>	<u>Percent of cost accounted for by stainless steel sheet &amp; strip</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

III-4. (a) If your firm is an end user of stainless steel sheet & strip, has the demand for your firm's final products incorporating stainless steel sheet & strip changed since 1999?

Increased       Unchanged       Decreased

(b) Has this had any effect on your firm's demand for stainless steel sheet & strip?

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

III-5. Have there been any changes in the end uses of stainless steel sheet & strip since 1999?

No       Yes--Discuss the changes, noting the time period in which they occurred.

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

III-6. 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-7. (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) Have changes in the prices of these products affected the price for stainless steel sheet & strip?

No       Yes--Please explain.

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

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**



III-8. 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.

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III-9. 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.

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III-10. 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?

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B. Outside the United States:

- Increased       Unchanged       Decreased  
 Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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Do you believe that the most recent changes are short-term, long-term, or a 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.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-11. 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.

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III-12. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss stainless steel sheet & strip demand and/or factors affecting stainless steel sheet & strip demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to these reviews, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1999 to the present and forecasts of these demand data.

III-13. Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, 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.

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III-14. Is buying a product that is produced in the United States an important factor in your firm's purchases of stainless steel sheet & strip (please check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of all purchases of stainless steel sheet & strip.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves \_\_\_\_ percent of all purchases of stainless steel sheet & strip.
- Yes--Purchases of domestic product are important for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all purchases of stainless steel sheet & strip.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-15. (a) Is the stainless steel sheet & strip market subject to business cycles or conditions of competition distinctive to stainless steel sheet & strip?

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

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III-15 (b) Has the emergence of new markets for stainless steel sheet & strip since 1999 affected the business cycles or conditions of competition distinctive to stainless steel sheet & strip?

No             Yes--Please explain any such changes.

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III-16. Who are your major competitors?

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III-17. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving stainless steel sheet & strip based on the producer of the stainless steel sheet & strip you purchase?

Your firm:             Always     Usually     Sometimes     Never

Your customers:     Always     Usually     Sometimes     Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: \_\_\_\_\_

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Your customers: \_\_\_\_\_

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-18. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving stainless steel sheet & strip based on the country of origin of the stainless steel sheet & strip you purchase?

Your firm:             Always     Usually     Sometimes     Never

Your customers:     Always     Usually     Sometimes     Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: \_\_\_\_\_  
\_\_\_\_\_

Your customers: \_\_\_\_\_  
\_\_\_\_\_

III-19. (a) How frequently do you make purchases?

Daily     Weekly     Monthly     Quarterly     Annually

Other (specify) \_\_\_\_\_)

(b) Do you expect this purchasing pattern to change in the next two years?

No             Yes--How and why do you expect these changes to occur?

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

III-20. How many suppliers do you generally contact before making a purchase?

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

III-21. (a) Do purchases of stainless steel sheet & strip usually involve negotiations between supplier and purchaser?

No             Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

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

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

No             Yes--Specify the time period.

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III-22. Have you changed suppliers since 1999?

No             Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

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III-23. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 1999?

No             Yes--Please identify the firms and indicate how you become aware of them.

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(b) Do you expect new stainless steel sheet & strip suppliers to enter the market in the future?

No             Yes--Please provide details, noting the specific future time period in your response.

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III-24. a) Approximately what share of your firm's purchases of domestic and imported stainless steel sheet and strip 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)		
	Domestic	Subject imports	Nonsubject imports
Long-term contracts			
Short-term contracts			
Spot sales			
	100%	100%	100%

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

b) Has the percentage of contract vs. spot purchases increased, decreased, or stayed the same since 1999? If the percentage of contract vs. spot sales differed during the period (e.g., increased in 2002 but decreased in 2003), please identify all periods in which the percentage of contract vs. spot sales changed, indicating whether this percentage increased, decreased or stayed the same.

Increased       Unchanged       Decreased

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c) If your company purchases stainless steel sheet and strip pursuant to long-term contracts to what extent can your company change its purchasing decision based on lower offered prices?

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III-25. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the stainless steel sheet & strip they sell to your firm?

No       Yes-- \_\_\_\_ percent of purchases in 2004       Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

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III-26. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

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III-27. a) Since 1999, have any domestic or foreign producers failed in their attempts to certify or qualify their stainless steel sheet & strip with your firm or have any producers lost their approved status?

No       Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--*Continued***

b) Since 1999, has any domestic or foreign producer declined either to pursue certification or pre-qualification or to renew such status? If so, please identify the producer(s) and state the reasons for declining.

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III-28. Please submit copies of all price announcements received by your firm during 1999-2004 that include a proposed change in price for subject products. Have you done this?

No       Yes

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-29. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for stainless steel sheet & strip.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-30. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase stainless steel sheet & strip for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-31. What characteristics does your firm consider when determining the quality of stainless steel sheet & strip?

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

III-32a. For spot purchases, how often does your firm purchase the stainless steel sheet & strip that is offered at the lowest price? If your answer is "sometimes" or "never" please explain why price is not a controlling factor in those situations.

Always

Usually

Sometimes

Never

III-32b. For long-term contract purchases, to what extent can you change your purchasing decisions based on a lower offered price?

Always

Usually

Sometimes

Never

III-33. Please list the names of any firms you considered price leaders in the stainless steel sheet & strip market since 1999. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

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

III-34. Please describe how the above firm(s) exhibited price leadership.

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

III-35. How frequently does the price of the stainless steel sheet & strip you are purchasing change?

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

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-36. Does your firm purchase stainless steel sheet & strip over the internet?

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

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III-37. (a) As an attachment to this questionnaire, please identify and discuss any changes in the U.S. stainless steel sheet & strip industry since 1999 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each change.

(b) Please also discuss fully, to the extent possible, any changes that you anticipate in the future in the U.S. stainless steel sheet & strip industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each change.

III-38. What do you think will be the likely effects of any revocation of the countervailing and antidumping duty orders for imports of stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom? As appropriate, please discuss any potential effects of revocation of the countervailing and antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. **Please note the future time period and the countries to which you are referring.** Attach additional pages if necessary.

(1) Activities of your firm: \_\_\_\_\_

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(2) Entire U.S. market: \_\_\_\_\_

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT**

IV-1. Please indicate the countries of origin for stainless steel sheet & strip for which your firm has actual marketing/pricing knowledge.

- United States
- Subject countries (Please specify \_\_\_\_\_)
- Other countries (Please specify \_\_\_\_\_)

IV-2. Is stainless steel sheet & strip produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. <sup>1</sup>										
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										
<sup>1</sup> For any country-pair producing stainless steel sheet & strip which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>										

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-3. Do you or your customers ever specifically order stainless steel sheet & strip from one country in particular over other possible sources of supply?

- No                       Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why stainless steel sheet & strip from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-4. Are certain grades/types/sizes of certain stainless steel sheet and strip available from only a single source or a limited number of sources (domestic or foreign, including both subject and nonsubject countries)? If so, please identify the source(s) and the grade/types/sizes of the product. Provide the total quantity of your company's purchases of this product for each year during the period 1999 to 2004.

- No                       Yes--Please identify the source(s) and the grade/type/size.

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IV-5. If you purchased stainless steel sheet & strip from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-6. For the factors listed below, please rate how stainless steel sheet & strip produced in each country you identified in your response to the first question in Part IV compares with stainless steel sheet & strip produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	<b>compared to</b>			_____
(specify country)				(specify country)
	<b>SUPERIOR</b>	<b>COMPARABLE</b>		<b>INFERIOR</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Lower price .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Lower U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Other (specify):				
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued**

IV-7. (a) How often does domestically produced stainless steel sheet & strip meet minimum quality specifications for your uses or your customers' uses?

- Always
- Usually
- Sometimes
- Rarely or never

(b) How often does imported subject stainless steel sheet & strip meet minimum quality specifications for your uses or your customers' uses?

- Always
- Usually
- Sometimes
- Rarely or never

(c) How often does imported nonsubject stainless steel sheet & strip meet minimum quality specifications for your uses or your customers' uses?

Country \_\_\_\_\_  Always  Usually  Sometimes  Rarely or never

Country \_\_\_\_\_  Always  Usually  Sometimes  Rarely or never

Country \_\_\_\_\_  Always  Usually  Sometimes  Rarely or never

IV-8. (a) Since 1999, has there been a change in the price of stainless steel sheet & strip? If so, has the price of U.S.-produced stainless steel sheet & strip changed more or less than the price of imported stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom?

No change in price (specify which countries: \_\_\_\_\_)

Prices have changed by the same amount (specify which countries: \_\_\_\_\_)

Price of U.S.-produced stainless steel sheet & strip has changed relative to the price of stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom (specify which countries: \_\_\_\_\_)

(b) If the price of U.S.-produced stainless steel sheet & strip has changed relative to the price of stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom, the price of U.S.-produced stainless steel sheet & strip is now relatively

Higher (specify which countries: \_\_\_\_\_)

Lower (specify which countries: \_\_\_\_\_)

**PART V.--SUPPLIER IDENTIFICATION**

Please list the suppliers from which you have purchased stainless steel sheet & strip since 1999 and approximate the percentage of your stainless steel sheet & strip purchases each accounted for in 2004.

Provide a separate listing for each subject country (i.e., for France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom). Copy this page as necessary.

Identify country: \_\_\_\_\_

<b>No.</b>	<b>Firm name</b>	<b>Percentage of purchases</b>
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		