

**FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE**  
**CUT-TO-LENGTH CARBON-QUALITY STEEL PLATE FROM**  
**FRANCE, INDIA, INDONESIA, ITALY, JAPAN, AND KOREA**

*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 July 21, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its five-year reviews concerning cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and Korea (inv. Nos. 701-TA-388-391 and 731-TA-816-821 (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-quality steel plate (as defined in the instruction booklet) 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** (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*

\_\_\_\_\_  
*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 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. 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 and addresses of the **FIVE** largest U.S. importers of your firm's cut-to-length carbon-quality steel plate in 2004.

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

I-4. Does your firm or any related firm sell cut-to-length carbon quality steel plate to companies that subsequently resell it in export markets such as trading companies?

No       Yes—Please identify the companies.

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

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

I-5. 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, including documents about cut-to-length carbon-quality steel plate for 2005 and beyond?

- No                       Yes--Please provide the requested documents. Include items that describe future market conditions for cut-to-length carbon-quality steel plate if the subject orders were revoked and, alternatively, if they are continued. If you are not providing the requested documents, please explain why not.

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I-6. Does your firm or any related firm produce, have the capability to produce, or have any plans to produce cut-to-length carbon-quality steel 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--202-205-3188 or [mgs@usitc.gov](mailto:mgs@usitc.gov) for copies of that questionnaire).

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I-7. Does your firm or any related firm import or have any plans to import cut-to-length carbon-quality steel 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--202-205-3188 or [mgs@usitc.gov](mailto:mgs@usitc.gov) for copies of that questionnaire).

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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-quality steel plate steel since 1999.

- |                                  |                          |                        |                          |
|----------------------------------|--------------------------|------------------------|--------------------------|
| Plant openings                   | <input type="checkbox"/> | Relocations            | <input type="checkbox"/> |
| Expansions                       | <input type="checkbox"/> | Acquisitions           | <input type="checkbox"/> |
| Consolidations                   | <input type="checkbox"/> | Closures               | <input type="checkbox"/> |
| Prolonged shutdowns <sup>1</sup> | <input type="checkbox"/> | Other (please explain) | <input type="checkbox"/> |
| Revised labor agreements         | <input type="checkbox"/> |                        |                          |

<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.

Please supply details as to the time, nature, and significance of any such changes in the space below.

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

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 carbon-quality steel plate in the future?

No

Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce cut-to-length carbon-quality steel plate (in short tons) for 2005 and 2006.**

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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 carbon-quality steel plate in the future if the countervailing duty/antidumping duty orders on cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and Korea 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 carbon-quality steel plate in France, India, Indonesia, Italy, Japan, and Korea 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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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-5. Describe the production technology used in the production of cut-to-length carbon-quality steel plate in France, India, Indonesia, Italy, Japan, or Korea and identify major production inputs. Also discuss any significant changes in production technology since 1999.

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II-6. Has your firm since 1999 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 carbon-quality steel plate and/or using the same production and related workers employed to produce cut-to-length carbon-quality steel plate?

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

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

<i>(Quantity in short tons)</i>						
Item	1999	2000	2001	2002	2003	2004
<b>AVERAGE CAPACITY*</b>						
<b>PRODUCTION</b>						
Carbon-quality "CTL" steel plate						
Alloy steel plate						
Hot-rolled sheet and strip						
Hot-rolled plate in coils						
Other						
* For purpose of this question, capacity refers to rolling capacity (for a mill) or cutting/shearing capacity (for a processor).						

II-7. Please report your firm's 2004 steel melting capacity, steel casting capacity, and total cut-to-length steel (including alloy steel) plate capacity (in short tons); identify capacity constraints/bottlenecks in your firm's production of cut-to-length carbon quality-steel plate; and describe your plans and efforts to alleviate any such bottlenecks.

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

II-8. Has your firm since 1999 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 carbon-quality steel plate?

No  Yes--List the following information.

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

II-9. Did your firm produce cut-to-length carbon-quality steel plate from coiled plate in 2004?

No  Yes--List the percentage by quantity of your 2004 production of cut-to-length carbon-quality steel plate that was manufactured by coiled plate.

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

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

\_\_\_\_\_ Percent

II-11. Is your firm able to switch production between cut-to-length carbon-quality steel plate and other products in response to a relative price change in the price of cut-to-length carbon-quality steel 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 carbon-quality steel plate.

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

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

II-12. Has your firm maintained any inventories of cut-to-length carbon-quality steel 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 1999?

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

1999	2000	2001	2002	2003	2004	Jan.-June 2005

II-13. (a) Are your firm's exports of cut-to-length carbon-quality steel plate subject to tariff or non-tariff barriers to trade (for example, antidumping countervailing duty or safeguard 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 carbon-quality steel plate subject to current antidumping, countervailing duty, safeguard, or other 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 each market other than the United States (including home and export markets) that you have developed or where you have increased your sales of cut-to-length carbon-quality steel plate since 1999. Please discuss the factors leading to these market developments **individually for each country (or market)** and if possible document.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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



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

II-15. Describe the significance of the existing countervailing duty/antidumping duty orders covering imports of cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and Korea in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. Please provide supporting documentation demonstrating a comparison of your firm's operations before and after the imposition of the order.

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II-16. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets (please specify), or inventories relating to the production of cut-to-length carbon-quality steel plate in the future if the countervailing duty/antidumping duty orders on cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and Korea 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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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-17a. Please report production capacity, production, shipments, and inventories of cut-to-length carbon-quality steel plate produced by your firm during 1999-2004.

France  India  Indonesia  Italy  Japan  Korea (Check one and copy)

(Quantity in short tons, value in 1,000 U.S. dollars)						
Item	1999	2000	2001	2002	2003	2004
<b>AVERAGE PRODUCTION CAPACITY</b> <i>(quantity)</i>						
<b>BEGINNING-OF-PERIOD INVENTORIES<sup>2</sup></b> <i>(quantity)</i>						
<b>PRODUCTION<sup>3</sup></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:<sup>4</sup></b> <i>Quantity</i>						
<i>Value</i>						
<b>All other export markets:</b> <b>European Union:<sup>5</sup></b> <i>Quantity</i>						
<i>Value</i>						
<b>China:</b> <i>Quantity</i>						
<i>Value</i>						
<b>Asia (other than China):<sup>6</sup></b> <i>Quantity</i>						
<i>Value</i>						
<b>Other:<sup>7</sup></b> <i>Quantity</i>						
<i>Value</i>						
<b>Subtotal, all other export markets:</b> <i>Quantity</i>						
<i>Value</i>						

Table continued on next page.

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

Item	1999	2000	2001	2002	2003	2004
<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).

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<sup>2</sup> Reconciliation of data.—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 carbon-quality steel plate in France, India, Indonesia, Italy, Japan, or Korea accounted for by your firm's production in 2004: \_\_\_\_\_ Percent

<sup>4</sup> Please estimate the percentage of total exports to the United States of cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, or Korea accounted for by your firm's exports in 2004: \_\_\_\_\_ 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-17b. Please report production capacity, production, shipments, and inventories of cut-to-length carbon-quality steel plate produced by your firm in France, India, Indonesia, Italy, Japan, and Korea in January-June 2004 and January-June 2005.

France  India  Indonesia  Italy  Japan  Korea (Check one and copy)

<i>(Quantity in short tons, value in 1,000 U.S. dollars)</i>		
Item	January-June 2004	January-June 2005
<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-18. Report your firm's total production in 2004 for the specified cut-to-length carbon-quality steel plate products and thicknesses below. (See definitions in the instruction booklet).

Quantity ( <i>short tons</i> )			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
Carbon structural steel plate			
Pressure vessel plate			
Floor plate			
Oil-drilling platform plate			
Shipbuilding plate			
X-70 (or higher) plate for line pipe			
Other plate for line pipe			
All other CTL plate			
Value (\$1,000)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
Carbon structural steel plate			
Pressure vessel plate			
Floor plate			
Oil-drilling platform plate			
Shipbuilding plate			
X-70 (or higher) plate for line pipe			
Other plate for line pipe			
All other CTL plate			
Note: Please identify your firm's five most common grades constituting "all other cut-to-length carbon-quality steel plate":			

II-20. As a separate attachment th this response, please provide official import and export, quantity and value data by country for your home market for cut-to-length carbon-quality steel plate.

**PART III.--MARKET FACTORS**

III-1. Approximately what share of your firm's sales of cut-to-length carbon-quality steel plate to U.S. customers 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	

III-2. Has the percentage of contract vs. spot sales 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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III-3. 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-4. 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? \_\_\_\_\_

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

III-5. 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 carbon-quality steel plate?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

III-6. To what extent have changes in the prices of raw materials (e.g., coke, iron, steel scrap, or slab) affected your firm's selling prices for cut-to-length carbon-quality steel plate since 1999? 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-7. Have any changes occurred in any other factors affecting supply (e.g., safeguard or other trade actions; 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 France, India, Indonesia, Italy, Japan, or Korea-produced cut-to-length carbon-quality steel plate 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-8. (a) Do you anticipate any changes in terms of the availability of France, India, Indonesia, Italy, Japan, or Korea-produced cut-to-length carbon-quality steel plate in the U.S. market in the future?

Increase                       No Change                       Decrease

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

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

III-9. Describe how easily your firm can shift its sales of cut-to-length carbon-quality steel 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 carbon-quality steel plate between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-10. Is the product range, product mix, or marketing of cut-to-length carbon-quality steel plate in your home market significantly different from the product range, product mix, or marketing of cut-to-length carbon-quality steel 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 carbon-quality steel plate in your home market, for export to the United States, or for export to third-country markets since 1999?

No       Yes--Please describe and quantify if possible.

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III-11. Please discuss any anticipated changes in terms of the product range, product mix, or marketing of cut-to-length carbon-quality steel 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-12. (a) Please list in order of importance any products that may be substituted for cut-to-length carbon-quality steel 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 carbon-quality steel plate?

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

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III-13. Have there been any changes in the number or types of products that can be substituted for cut-to-length carbon-quality steel plate since 1999?

No       Yes--Please explain.

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III-14. Do you anticipate any changes in terms of the substitutability of other products for cut-to-length carbon-quality steel plate in the future?

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

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

III-15. Is the cut-to-length carbon-quality steel plate 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 carbon-quality steel 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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III-16. Describe the end uses of the cut-to-length carbon-quality steel plate that you manufacture and sell to your home market. If these end uses differ from those of the cut-to-length carbon-quality steel plate you sell to the U.S. market or to third-country markets, explain.

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III-17. Have there been any changes in the end uses of cut-to-length carbon-quality steel plate since 1999?

No       Yes--Please describe.

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III-18. Do you anticipate any changes in terms of the end uses of cut-to-length carbon-quality steel plate in the future?

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

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

III-19. How has demand within your home market and the United States (and outside the United States, if known) for cut-to-length carbon-quality steel plate changed since 1999?

A. Home market:       Increased     Unchanged     Decreased     Other<sup>1</sup>

B. United States:       Increased     Unchanged     Decreased     Other<sup>2</sup>

C. Other countries:       Increased     Unchanged     Decreased     Other<sup>3</sup>

<sup>1</sup> Describe: \_\_\_\_\_

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

<sup>3</sup> Describe: \_\_\_\_\_

What were the principal factors affecting changes in demand?

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

III-20. Do you anticipate any future changes in cut-to-length carbon-quality steel 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.

\_\_\_\_\_  
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III-21. Please compare market prices of cut-to-length carbon-quality steel 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-22. Describe briefly your home market for cut-to-length carbon-quality steel plate, including the number of, and competition between, producers.

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\_\_\_\_\_

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

III-23. Do you face competition from imports of cut-to-length carbon-quality steel plate in your home market?

No

Yes--Please identify the country sources of any imports of cut-to-length carbon-quality steel plate into your home market.

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III-24. 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 carbon-quality steel plate supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including France, India, Indonesia, Italy, Japan, and Korea, and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

III-25. Does your firm sell cut-to-length carbon-quality steel plate over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total sales of cut-to-length carbon-quality steel plate in 2004 accounted for by internet sales.

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