

**PRODUCERS' QUESTIONNAIRE**  
**STEEL**

*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 May 18, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with investigation No. TA-204-12, Steel: Evaluation of the Effectiveness of Import Relief, under section 204(d) of the Trade Act of 1974 (19 U.S.C. 2254(d)). The information requested in the questionnaire is needed to supplement data available to the Commission from other sources and is requested under the authority of section 204(d) of the Trade Act of 1974. **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 _____

**PLEASE SEE PAGE 2 FOR A LIST OF PRODUCT CATEGORIES INCLUDED IN THIS INVESTIGATION**

**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. I acknowledge that information submitted in this questionnaire response and throughout this investigation 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 this investigation 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 and that all contract personnel will sign non-disclosure agreements. I understand that the confidential business information that is furnished may be included in a confidential version of the report that the Commission transmits to the President, should the Commission transmit a confidential version. By signing this certification, I also grant consent for the Commission, and its employees and contract personnel, to use, in this investigation information submitted to the Commission in response to Commission questionnaires in investigations Nos. TA-201-73 and TA-204-9, and acknowledge that such information may be used by the Commission in this investigation in the same manner as information received in response to this questionnaire.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

For official use only:

<input type="checkbox"/> Carbon and alloy flat steel	<input type="checkbox"/> Carbon and alloy long products	<input type="checkbox"/> Carbon and alloy tubular products	<input type="checkbox"/> Stainless steel products
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1. Has your firm produced any of the following products (as they are defined in the instruction booklet) since January 2001?

Carbon and Alloy Flat Steel	Carbon and Alloy Long Products	Carbon and Alloy Tubular Products	Stainless Steel Products
<b>Slabs</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-7, 17-20, 24, 26, 30-35	<b>Hot-rolled bar and light shapes</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-4, 8-10, 17, 21, 24, 27, 30-35	<b>Welded tubular products other than OCTG</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-4, 11-13, 17, 22, 24-25, 28, 30-35	<b>Bar and light shapes</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-4, 14-17, 23-25, 29-35
<b>CTL/Clad Plate</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-7, 17-20, 24, 26, 30-35	<b>Cold-finished bar</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-4, 8-10, 17, 21, 24, 27, 30-35	<b>Flanges and fittings</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-4, 11-13, 17, 22, 24-25, 28, 30-35	<b>Rod</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-4, 14-17, 23-25, 29-35
<b>Hot-rolled sheet, strip, and coils</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-7, 17-20, 24, 26, 30-35	<b>Rebar</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-4, 8-10, 17, 21, 24, 27, 30-35		<b>Wire</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-4, 14-17, 23-25, 29-35
<b>Cold-rolled sheet and strip, other than GOES</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-7, 17-20, 24, 26, 30-35			
<b>Corrosion-resistant and other coated sheet and strip</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-7, 17-20, 24, 26, 30-35			
<b>Tin mill products</b> <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 3-7, 17-20, 24, 26, 30-35			

Please note that the above page numbers are based on printing the document(s) out in Adobe Acrobat PDF (portable document format). Should you choose to print the document(s) out in WordPerfect, Microsoft Word, or using other software, the page numbers may not coincide with the numbers listed above. Please insure that you complete all corresponding pages.

**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 40 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-1. 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-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.

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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 subject steel products from any country into the United States or which are engaged in exporting subject steel products from any country to the United States?

No       Yes--List the following information.

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



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

II-1. **Carbon and alloy flat steel.**--Further information on this part of the questionnaire can be obtained from Dana Lofgren (202-205-3185). Who should be contacted in your firm regarding the information requested in part II-1?

Company contact: \_\_\_\_\_

_____	_____
Name and title	Phone No.
_____	_____
Fax No.	Email address

**Please note that if your answer to questions II-1-A through II-1-C is product specific, you should check only one box per page and report separately for each box listed below; however if your answers apply to more than one product you may check more than one box. Photocopy pages 5-7 and identify the product(s) for which you are reporting in the space provided.**

Certain carbon and alloy flat-rolled steel: (Slabs; CTL/clad plate; Hot-rolled sheet, strip and coils; Cold-rolled sheet and strip, other than GOES; Corrosion-resistant and other coated sheet and strip)

Tin mill products

II-1-A. Describe the significance of the safeguard measures imposed by the President effective on or after March 20, 2002, in terms of their effect on your firm's operations in the following categories. You may wish to compare your firm's operations before and after the imposition of the relief. Please explain how you have separated the effects of 201 relief from the effects of other factors, such as closure or re-opening of domestic production facilities, changes in demand, exchange rate changes, or antidumping and countervailing duties. **Please distinguish between the period March 2002 - December 2003 and the period after December 2003 (i.e., after the termination of the tariff-rate quota and increased import duties but while import monitoring has remained in place).**

**(a) Production capacity, production, shipments, inventories, and employment:**

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**(b) Return on investment, ability to generate capital to finance the modernization of domestic plant(s) and equipment, or ability to maintain existing levels of expenditures for research and development:**

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**(c) Changes in your firm's collective bargaining agreements:**

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

**II-1. Carbon and alloy flat steel.--Continued**

Certain carbon and alloy flat-rolled steel: (Slabs; CTL/clad plate; Hot-rolled sheet, strip and coils; Cold-rolled sheet and strip, other than GOES; Corrosion-resistant and other coated sheet and strip)  Tin mill products

II-1-B. **Efforts to compete**--Since March 20, 2002, has your firm undertaken any efforts to compete more effectively in the U.S. market for subject steel products?

No  Yes--Describe, as indicated below:

- Investments made
- Capacity reductions (specify tonnage reduction, whether temporary or permanent--if permanent, explain final disposition of plant and equipment)
- Cost reductions with existing equipment
- Diversifications/expansions
- Mergers and consolidations
- New products developed or new applications for existing products
- Organizational changes
- Changes in production practices
- Efforts to secure an adequate supply of raw materials and address raw material price fluctuations
- Marketing changes U.S. and foreign markets (including efforts to enter new markets and expand existing markets)
- Employee reductions (identify PRW, management, other)
- Changes in pension liabilities, healthcare, and union contracts (including the degree to which pension funds are fully funded)
- All other efforts made by firm or workers (identify which) to compete

Please attach to the questionnaire (and supply an electronic copy) a **PUBLIC** response describing your efforts to compete (using the categories identified above) and the effectiveness of those efforts/competitive advantage acquired. Please e-mail your response to Dana Lofgren ([dana.lofgren@usitc.gov](mailto:dana.lofgren@usitc.gov)) including, (1) any efforts of the types indicated which have been made by your firm and/or its workers since March 20, 2002, to compete more effectively, (2) the period (month(s) and year(s)) in which the effort was made, (3) the expenditure or savings involved, as applicable, and (4) the effectiveness of your efforts, including any competitive advantage acquired (i.e., increased production, cost reduction, quality improvement, increased market share or sales, etc.). Please indicate whether any of these efforts have been made primarily to compete with sales of imported subject steel products, and give the reasons to support your beliefs. To the extent possible, furnish the Commission with memoranda, studies, or other documentation which indicate that such competitive efforts were undertaken primarily against imports of subject steel. In responding to the questions in this section, please refer to the specifics of the detailed adjustment plans submitted by your firm (in questionnaires and briefs, or to USTR) during investigation No. TA-201-73.

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

**II-1. Carbon and alloy flat steel.--Continued**

II-1-C. **Product-specific data.**--Report your firm's average production capability (capacity), production, shipments, inventories, and employment related to the production of subject carbon and alloy flat products in your U.S. establishment(s) during the specified calendar periods. (See definitions in the instruction booklet.) Report separately for each product, photocopy page as necessary indicating the product for which you are reporting.

- Slabs   
  CTL/clad plate   
  Hot-rolled sheet, strip and coils   
  Cold-rolled sheet and strip, other than GOES  
 Corrosion-resistant/other coated sheet and strip   
  Tin mill products

(Quantity in short tons, value in \$1,000)						
Item	Calendar years				January-March	
	2001	2002	2003	2004	2004	2005
<b>AVERAGE PRODUCTION CAPABILITY</b> <i>(quantity)</i> <sup>1</sup>						
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>						
<b>PRODUCTION</b> <i>(quantity)</i>						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
<b>Internal consumption/company transfers:</b>						
<i>Quantity</i> of internal consumption/transfers						
<i>Value</i> <sup>2</sup> of internal consumption/transfers						
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> <i>(quantity)</i>						
<b>U.S. SHIPMENTS TO:</b>						
<b>DISTRIBUTORS</b> <i>(quantity)</i>						
<b>END-USERS</b> <i>(quantity)</i>						
<b>AVERAGE NUMBER OF PRWs</b>						
<b>HOURS WORKED BY PRWs</b> <i>(1,000 hours)</i>						
<b>WAGES PAID TO PRWs</b> <i>(value)</i>						
<sup>1</sup> Please explain any increases or decreases shown (e.g. increased efficiency, increase/decrease of equipment/shifts): _____ <sup>2</sup> 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 each of the periods below: _____ <sup>3</sup> Identify your principal export markets and if your export markets (or the quantity and value of your exports to these markets) have changed over the period, please explain the reasons for such changes: _____ <sup>4</sup> Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

II-2. **Carbon and alloy long products.**--Further information on this part of the questionnaire can be obtained from Russell Duncan (202-708-4727). Who should be contacted in your firm regarding the information requested in part II-2?

Company contact: \_\_\_\_\_  
Name and title Phone No.  
\_\_\_\_\_ Fax No. E-mail address  
\_\_\_\_\_

**Please note that if your answer to questions II-2-A through II-2-C is product specific, you should check only one box per page and report separately for each product listed below; however if your answers apply to more than one product you may check more than one box. Photocopy pages 8-10 and identify the product(s) for which you are reporting in the space provided.**

Hot-rolled bar and light shapes     Cold-finished bar     Rebar

II-2-A. Describe the significance of the safeguard measures imposed by the President effective on or after March 20, 2002, in terms of their effect on your firm's operations in the following categories. You may wish to compare your firm's operations before and after the imposition of the relief. Please explain how you have separated the effects of 201 relief from the effects of other factors, such as closure or re-opening of domestic production facilities, changes in demand, exchange rate changes, or antidumping and countervailing duties. **Please distinguish between the period March 2002 - December 2003 and the period after December 2003 (i.e., after the termination of the tariff-rate quota and increased import duties but while import monitoring has remained in place).**

**(a) Production capacity, production, shipments, inventories, and employment:**

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**(b) Return on investment, ability to generate capital to finance the modernization of domestic plant(s) and equipment, or ability to maintain existing levels of expenditures for research and development:**

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**(c) Changes in your firm's collective bargaining agreements:**

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

II-2. **Carbon and alloy long products.--Continued**

- Hot-rolled bar and light shapes     Cold-finished bar     Rebar

II-2-B. **Efforts to compete**--Since March 20, 2002, has your firm undertaken any efforts to compete more effectively in the U.S. market for subject steel products?

- No                       Yes--Identify and describe, as indicated below:

- Investments made
- Capacity reductions (specify tonnage reduction, whether temporary or permanent--if permanent, explain final disposition of plant and equipment)
- Cost reductions with existing equipment
- Diversifications/expansions
- Mergers and consolidations
- New products developed or new applications for existing products
- Organizational changes
- Changes in production practices
- Efforts to secure an adequate supply of raw materials and address raw material price fluctuations
- Marketing changes U.S. and foreign markets (including efforts to enter new markets and expand existing markets)
- Employee reductions (identify PRW, management, other)
- Changes in pension liabilities, healthcare, and union contracts (including the degree to which pension funds are fully funded)
- All other efforts made by firm or workers (identify which) to compete

Please attach to the questionnaire (and supply an electronic copy) a **PUBLIC** response describing your efforts to compete (using the categories identified above) and the effectiveness of those efforts/competitive advantage acquired. Please e-mail your response to Russell Duncan ([russell.duncan@usitc.gov](mailto:russell.duncan@usitc.gov)) including, (1) any efforts of the types indicated which have been made by your firm and/or its workers since March 20, 2002, to compete more effectively, (2) the period (month(s) and year(s)) in which the effort was made, (3) the expenditure or savings involved, as applicable, and (4) the effectiveness of your efforts, including any competitive advantage acquired (i.e., increased production, cost reduction, quality improvement, increased market share or sales, etc.). Please indicate whether any of these efforts have been made primarily to compete with sales of imported subject steel products, and give the reasons to support your beliefs. To the extent possible, furnish the Commission with memoranda, studies, or other documentation which indicate that such competitive efforts were undertaken primarily against imports of subject steel. In responding to the questions in this section, please refer to the specifics of the detailed adjustment plans submitted by your firm (in questionnaires and briefs, or to USTR) during investigation No. TA-201-73.

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

**II-2. Carbon and alloy long products.--Continued**

II-2-C. **Product-specific data.**--Report your firm's average production capability (capacity), production, shipments, inventories, and employment related to the production of **subject carbon and alloy long products** in your U.S. establishment(s) during the specified calendar periods. (See definitions in the instruction booklet.) **Report separately for each product, photocopy page as necessary and indicating the product for which you are reporting.**

- Hot-rolled bar and light shapes     Cold-finished bar     Rebar

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	Calendar years				January-March	
	2001	2002	2003	2004	2004	2005
<b>AVERAGE PRODUCTION CAPABILITY</b> <i>(quantity)</i> <sup>1</sup>						
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>						
<b>PRODUCTION</b> <i>(quantity)</i>						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
<b>Internal consumption/company transfers:</b>						
<i>Quantity</i> of internal consumption/transfers						
<i>Value</i> <sup>2</sup> of internal consumption/transfers						
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> <i>(quantity)</i>						
<b>U.S. SHIPMENTS TO:</b>						
<b>DISTRIBUTORS</b> <i>(quantity)</i>						
<b>END-USERS</b> <i>(quantity)</i>						
<b>AVERAGE NUMBER OF PRWs</b>						
<b>HOURS WORKED BY PRWs</b> <i>(1,000 hours)</i>						
<b>WAGES PAID TO PRWs</b> <i>(value)</i>						
<sup>1</sup> Please explain any increases or decreases shown (e.g. increased efficiency, increase/decrease of equipment/shifts): _____ <sup>2</sup> 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 each of the periods below: _____ <sup>3</sup> Identify your principal export markets and if your export markets (or the quantity and value of your exports to these markets) have changed over the period, please explain the reasons for such changes: _____ <sup>4</sup> <b>Reconciliation of data.</b> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

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

II-3. **Carbon and alloy tubular products and fittings.**--Further information on this part of the questionnaire can be obtained from Dana Lofgren (202-205-3185). Who should be contacted in your firm regarding the information requested in part II-3?

Company contact: \_\_\_\_\_

Name and title	Phone No.
_____	_____
Fax No.	Email address
_____	_____

**Please note that if your answer to questions II-3-A through II-3-C is product specific, you should check only one box per page and report separately for each product listed below; however if your answers apply to more than one product you may check more than one box. Photocopy pages 11-13 and identify the product(s) for which you are reporting in the space provided.**

- Welded tubular product other than OCTG       Flanges and fittings

II-3-A. Describe the significance of the safeguard measures imposed by the President effective on or after March 20, 2002, in terms of their effect on your firm's operations in the following categories. You may wish to compare your firm's operations before and after the imposition of the relief. Please explain how you have separated the effects of 201 relief from the effects of other factors, such as closure or re-opening of domestic production facilities, changes in demand, exchange rate changes or antidumping and countervailing duties. **Please distinguish between the period March 2002 - December 2003 and the period after December 2003 (i.e., after the termination of the tariff-rate quota and increased import duties but while import monitoring has remained in place).**

**(a) Production capacity, production, shipments, inventories, and employment:**

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**(b) Return on investment, ability to generate capital to finance the modernization of domestic plant(s) and equipment, or ability to maintain existing levels of expenditures for research and development:**

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**(c) Changes in your firm's collective bargaining agreements:**

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

**II-3. Carbon and alloy tubular products and fittings.--Continued**

Welded tubular product other than OCTG     Flanges and fittings

II-3-B. **Efforts to compete**--Since March 20, 2002, has your firm undertaken any efforts to compete more effectively in the U.S. market for subject steel products?

No

Yes--Identify and describe, as indicated below:

Investments made

Capacity reductions (specify tonnage reduction, whether temporary or permanent--if permanent, explain final disposition of plant and equipment)

Cost reductions with existing equipment

Diversifications/expansions

Mergers and consolidations

New products developed or new applications for existing products

Organizational changes

Changes in production practices

Efforts to secure an adequate supply of raw materials and address raw material price fluctuations

Marketing changes U.S. and foreign markets (including efforts to enter new markets and expand existing markets)

Employee reductions (identify PRW, management, other)

Changes in pension liabilities, healthcare, and union contracts (including the degree to which pension funds are fully funded)

All other efforts made by firm or workers (identify which) to compete

Please attach to the questionnaire (and supply an electronic copy) a **PUBLIC** response describing your efforts to compete (using the categories identified above) and the effectiveness of those efforts/competitive advantage acquired. Please e-mail your response to Dana Lofgren ([dana.lofgren@usitc.gov](mailto:dana.lofgren@usitc.gov)) including, (1) any efforts of the types indicated which have been made by your firm and/or its workers since March 20, 2002, to compete more effectively, (2) the period (month(s) and year(s)) in which the effort was made, (3) the expenditure or savings involved, as applicable, and (4) the effectiveness of your efforts, including any competitive advantage acquired (i.e., increased production, cost reduction, quality improvement, increased market share or sales, etc.). Please indicate whether any of these efforts have been made primarily to compete with sales of imported subject steel products, and give the reasons to support your beliefs. To the extent possible, furnish the Commission with memoranda, studies, or other documentation which indicate that such competitive efforts were undertaken primarily against imports of subject steel. In responding to the questions in this section, please refer to the specifics of the detailed adjustment plans submitted by your firm (in questionnaires and briefs, or to USTR) during investigation No. TA-201-73.



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

II-4. **Stainless steel products.**--Further information on this part of the questionnaire can be obtained from Russell Duncan (202-708-4727). Who should be contacted in your firm regarding the information requested in part II-4?

Company contact: \_\_\_\_\_

_____	_____
Name and title	Phone No.
_____	_____
Fax No.	Email address

**Please note that if your answer to questions II-4-A through II-4-C is product specific, you should check only one box per page and report separately for each product listed below; however if your answers apply to more than one product you may check more than one box. Photocopy pages 14-16 and identify the product(s) for which you are reporting in the space provided.**

- Bar and light shapes     Rod     Wire

II-4-A. Describe the significance of the safeguard measures imposed by the President effective on or after March 20, 2002, in terms of their effect on your firm's operations in the following categories. You may wish to compare your firm's operations before and after the imposition of the relief. Please explain how you have separated the effects of 201 relief from the effects of other factors, such as closure or re-opening of domestic production facilities, changes in demand, exchange rate changes or antidumping and countervailing duties. **Please distinguish between the period March 2002 - December 2003 and the period after December 2003 (i.e., after the termination of the tariff-rate quota and increased import duties but while import monitoring has remained in place).**

**(a) Production capacity, production, shipments, inventories, and employment:**

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**(b) Return on investment, ability to generate capital to finance the modernization of domestic plant(s) and equipment, or ability to maintain existing levels of expenditures for research and development:**

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**(c) Changes in your firm's collective bargaining agreements:**

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

**II-4. Stainless steel products.--Continued**

- Bar and light shapes     Rod     Wire

II-4-B. **Efforts to compete**--Since March 20, 2002, has your firm undertaken any efforts to compete more effectively in the U.S. market for subject steel products?

- No                       Yes--Identify and describe, as indicated below:

- Investments made
- Capacity reductions (specify tonnage reduction, whether temporary or permanent--if permanent, explain final disposition of plant and equipment)
- Cost reductions with existing equipment
- Diversifications/expansions
- Mergers and consolidations
- New products developed or new applications for existing products
- Organizational changes
- Changes in production practices
- Efforts to secure an adequate supply of raw materials and address raw material price fluctuations
- Marketing changes U.S. and foreign markets (including efforts to enter new markets and expand existing markets)
- Employee reductions (identify PRW, management, other)
- Changes in pension liabilities, healthcare, and union contracts (including the degree to which pension funds are fully funded)
- All other efforts made by firm or workers (identify which) to compete

Please attach to the questionnaire (and supply an electronic copy) a **PUBLIC** response describing your efforts to compete (using the categories identified above) and the effectiveness of those efforts/competitive advantage acquired. Please e-mail your response to Russell Duncan ([russell.duncan@usitc.gov](mailto:russell.duncan@usitc.gov)) including, (1) any efforts of the types indicated which have been made by your firm and/or its workers since March 20, 2002, to compete more effectively, (2) the period (month(s) and year(s)) in which the effort was made, (3) the expenditure or savings involved, as applicable, and (4) the effectiveness of your efforts, including any competitive advantage acquired (i.e., increased production, cost reduction, quality improvement, increased market share or sales, etc.). Please indicate whether any of these efforts have been made primarily to compete with sales of imported subject steel products, and give the reasons to support your beliefs. To the extent possible, furnish the Commission with memoranda, studies, or other documentation which indicate that such competitive efforts were undertaken primarily against imports of subject steel. In responding to the questions in this section, please refer to the specifics of the detailed adjustment plans submitted by your firm (in questionnaires and briefs, or to USTR) during investigation No. TA-201-73.

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

**II-4. Stainless steel products.--Continued**

II-4-C. **Product-specific data.**--Report your firm's average production capability (capacity), production, shipments, inventories, and employment related to the production of **subject stainless steel products** in your U.S. establishment(s) during the specified calendar periods. (See definitions in the instruction booklet.) **Report separately for each product, photocopy page as necessary and indicating the product for which you are reporting.**

Bar and light shapes     Rod     Wire

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	Calendar year				January-March	
	2001	2002	2003	2004	2004	2005
<b>AVERAGE PRODUCTION CAPABILITY</b> <i>(quantity)</i> <sup>1</sup>						
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>						
<b>PRODUCTION</b> <i>(quantity)</i>						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
<b>Internal consumption/company transfers:</b>						
<i>Quantity</i> of internal consumption/transfers						
<i>Value</i> <sup>2</sup> of internal consumption/transfers						
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> <i>(quantity)</i>						
<b>U.S. SHIPMENTS TO:</b>						
<b>DISTRIBUTORS</b> <i>(quantity)</i>						
<b>END-USERS</b> <i>(quantity)</i>						
<b>AVERAGE NUMBER OF PRWs</b>						
<b>HOURS WORKED BY PRWs</b> <i>(1,000 hours)</i>						
<b>WAGES PAID TO PRWs</b> <i>(value)</i>						
<sup>1</sup> Please explain any increases or decreases shown (e.g. increased efficiency, increase/decrease of equipment/shifts): _____ <sup>2</sup> 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 each of the periods below: _____ <sup>3</sup> Identify your principal export markets and if your export markets (or the quantity and value of your exports to these markets) have changed over the period, please explain the reasons for such changes: _____ <sup>4</sup> <b>Reconciliation of data.</b> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						



**PART III.--FINANCIAL INFORMATION**

Further information on this part of the questionnaire can be obtained from Justin Jee (202-205-3186 regarding carbon and alloy flat steel), Mary Pedersen (202-205-3247 regarding carbon and alloy long products), John Ascienzo (202-205-3175 regarding carbon and alloy tubular products), and Chand Mehta (202-205-3174 regarding stainless steel products).

- Who should be contacted regarding the requested financial information?

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

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

- When does your fiscal year end (month and day)? \_\_\_\_\_

- Accounting basis--The financial records of my firm are prepared on the basis of:

GAAP

A comprehensive basis of accounting other than GAAP (describe: \_\_\_\_\_)

- Reports and statements--To assist us in analyzing your questionnaire response with your audited financial statements, please provide a photocopy of the page(s) for each fiscal year from your company's SEC form 10-K, audited annual report, or other annual report that you are using to derive the financial data by product.

- Products produced by your firm--In your most recent fiscal year:

1. What percent of net sales was accounted for by products subject to this investigation?

_____ Carbon and alloy flat steel	_____ Carbon and alloy long products
_____ Carbon and alloy tubular products	_____ Stainless steel products

2. Please list the top five nonsubject products that you produced:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

**III-1. Carbon and alloy flat steel**

III-1-A. **Operations on carbon and alloy flat steel.**--Report the commercial sales revenue and related cost information along with certain other financial data requested below on **subject carbon and alloy flat steel** operations of your U.S. establishment(s). Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Provide data for your four most recently completed fiscal years in chronological order from left to right and for the specified interim periods. The quantities and values shown on the product-by-product pages in this section should correspond to your U.S. domestic commercial shipments and exports by quantity and value reported in Part II of this questionnaire. Refer to the instruction booklet regarding product definitions. **Report separately for each product, photocopy page as necessary and indicating the product for which you are reporting.**

Certain carbon and alloy flat-rolled steel: (Slabs; CTL/clad plate; Hot-rolled sheet, strip and coils; Cold-rolled sheet and strip, other than GOES; Corrosion-resistant and other coated sheet and strip)  Tin mill products

(Quantity in short tons, value in \$1,000)						
Item	Fiscal year				January-March	
	FY ____	FY ____	FY ____	FY ____	2004	2005
<b>Net sales quantities:</b>						
Commercial sales						
<b>Net sales values:</b>						
Commercial sales						
<b>Cost of goods sold:</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Total selling, general, and administrative expenses (SG&amp;A)</b>						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<b>Pension (credit)/expense included above state where classified: _____</b>						
<b>Other post employment benefits state where classified: _____</b>						
<b>Capital expenditures</b>						
<b>Research and development expenditures</b>						
<b>Property, plant, and equipment:</b>						
Original cost						
Book value						

**PART III.--FINANCIAL INFORMATION--Continued**

**III-1. Carbon and alloy flat steel**

**III-1-B. Operations on certain carbon and alloy flat steel.**--Report your firm's net sales of **certain carbon and alloy flat steel**. Provide data for your four most recently completed fiscal years in chronological order from left to right and for the specified interim periods. The quantities and values shown on the product-by-product pages in this section should correspond to your U.S. domestic commercial shipments and exports by quantity and value reported in Part II of this questionnaire. Refer to the instruction booklet regarding product definitions.

<b>(Quantity in short tons, value in \$1,000)</b>						
<b>Item</b>	<b>Calendar years</b>				<b>January-March</b>	
	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2004</b>	<b>2005</b>
<b>Slabs:</b>						
<b>Net sales quantities:</b>						
Commercial sales						
<b>Net sales values:</b>						
Commercial sales						
<b>CTL/clad plate:</b>						
<b>Net sales quantities:</b>						
Commercial sales						
<b>Net sales values:</b>						
Commercial sales						
<b>Hot-rolled sheet, strip, and coils:</b>						
<b>Net sales quantities:</b>						
Commercial sales						
<b>Net sales values:</b>						
Commercial sales						
<b>Cold-rolled sheet and strip, other than GOES:</b>						
<b>Net sales quantities:</b>						
Commercial sales						
<b>Net sales values:</b>						
Commercial sales						
<b>Corrosion-resistant and other coated sheet and strip:</b>						
<b>Net sales quantities:</b>						
Commercial sales						
<b>Net sales values:</b>						
Commercial sales						

**PART III.--FINANCIAL INFORMATION--Continued**

**III-1. Carbon and alloy flat steel**

III-1-C. **Raw material sources.**—If your firm reported sales of **certain carbon and alloy flat steel** products in question III-1-A above, provide the percentages of your firm's slabs, hot-rolled steel, and cold-rolled steel that were either (A) self-produced, (B) purchased from domestic sources, or (C) purchased from importers or imported directly. **Reasonable estimates are acceptable.** Provide data for your four most recently completed fiscal years in chronological order from left to right and for the specified interim periods.

Item	Fiscal Years				January-March	
	FY_____	FY_____	FY_____	FY_____	2004	2005
Percentage of slabs your firm used in its production of all <b>certain carbon and alloy flat products</b> that were:						
Self produced						
Purchased domestically						
Purchased from importers or imported directly:						
Percentage of hot-rolled steel your firm used in its production of <b>cold-rolled sheet and strip other than GOES or corrosion-resistant and other coated sheet and strip</b> , that was:						
Self produced						
Purchased domestically						
Purchased from importers or imported directly:						
Percentage of cold-rolled steel your firm used in its production of <b>corrosion-resistant and other coated sheet and strip</b> that was:						
Self produced						
Purchased domestically						
Purchased from importers or imported directly:						

**PART III.--FINANCIAL INFORMATION--Continued**

**III-2. Carbon and alloy long products**

III-2-A. **Operations on carbon and alloy long products.**--Report the commercial sales revenue and related cost information along with certain other financial data requested below on **subject carbon and alloy long steel** operations of your U.S. establishment(s). Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Provide data for your four most recently completed fiscal years in chronological order from left to right and for the specified interim periods. The quantities and values shown on the product-by-product pages in this section should correspond to your U.S. domestic commercial shipments and exports by quantity and value reported in Part II of this questionnaire. Refer to the instruction booklet regarding product definitions. **Report separately for each product, photocopy page as necessary and indicating the product for which you are reporting.**

Hot-rolled bar and light shapes     Cold-finished bar     Rebar

(Quantity in short tons, value in \$1,000)						
Item	Fiscal year				January-March	
	FY ____	FY ____	FY ____	FY ____	2004	2005
<b>Net sales quantities:</b>						
Commercial sales						
<b>Net sales values:</b>						
Commercial sales						
<b>Cost of goods sold:</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Total selling, general, and administrative expenses (SG&amp;A)</b>						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<b>Pension (credit)/expense included above state where classified: _____</b>						
<b>Other post employment benefits state where classified: _____</b>						
<b>Capital expenditures</b>						
<b>Research and development expenditures</b>						
<b>Property, plant, and equipment:</b>						
Original cost						
Book value						

**PART III.--FINANCIAL INFORMATION--Continued**

**III-3. Carbon and alloy tubular products**

III-3-A. **Operations on carbon and alloy tubular products.**--Report the commercial sales revenue and related cost information along with certain other financial data requested below on **subject carbon and alloy tubular steel** operations of your U.S. establishment(s). Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Provide data for your four most recently completed fiscal years in chronological order from left to right and for the specified interim periods. The quantities and values shown on the product-by-product pages in this section should correspond to your U.S. domestic commercial shipments and exports by quantity and value reported in Part II of this questionnaire. Refer to the instruction booklet regarding product definitions. **Report separately for each product, photocopy page as necessary and indicating the product for which you are reporting.**

Welded tubular product other than OCTG       Flanges and fittings

(Quantity in short tons, value in \$1,000)						
Item	Fiscal year				January-March	
	FY ____	FY ____	FY ____	FY ____	2004	2005
<b>Net sales quantities:</b>						
Commercial sales						
<b>Net sales values:</b>						
Commercial sales						
<b>Cost of goods sold:</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Total selling, general, and administrative expenses (SG&amp;A)</b>						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<b>Pension (credit)/expense included above state where classified: _____</b>						
<b>Other post employment benefits state where classified: _____</b>						
<b>Capital expenditures</b>						
<b>Research and development expenditures</b>						
<b>Property, plant, and equipment:</b>						
Original cost						
Book value						

**PART III.--FINANCIAL INFORMATION--Continued**

**III-4. Stainless steel products.**

III-4-A. **Operations on stainless steel products.**--Report the commercial sales revenue and related cost information along with certain other financial data requested below on **subject stainless steel** operations of your U.S. establishment(s). Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Provide data for your four most recently completed fiscal years in chronological order from left to right and for the specified interim periods. The quantities and values shown on the product-by-product pages in this section should correspond to your U.S. domestic commercial shipments and exports by quantity and value reported in Part II of this questionnaire. Refer to the instruction booklet regarding product definitions. **Report separately for each product, photocopy page as necessary and indicating the product for which you are reporting.**

Bar and light shapes     Rod     Wire

(Quantity in short tons, value in \$1,000)						
Item	Fiscal year				January-March	
	FY ____	FY ____	FY ____	FY ____	2004	2005
<b>Net sales quantities:</b>						
Commercial sales						
<b>Net sales values:</b>						
Commercial sales						
<b>Cost of goods sold:</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Total selling, general, and administrative expenses (SG&amp;A)</b>						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<b>Pension (credit)/expense included above state where classified: _____</b>						
<b>Other post employment benefits state where classified: _____</b>						
<b>Capital expenditures</b>						
<b>Research and development expenditures</b>						
<b>Property, plant, and equipment:</b>						
Original cost						
Book value						

**PART IV.--PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Nancy Bryan (202-205-2088).

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

Company contact:

\_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

**Section IV-A.--PRICE DATA**

This section requests quarterly price and quantity data concerning your firm's shipments of the following products produced by your firm and sold to unrelated U.S. customers during March 2003 - March 2005. Definitions for each product for which pricing data are requested are listed below and are separated into different sections for (1) carbon and alloy flat steel (section IV-A-1); (2) carbon and alloy steel long products (section IV-A-2); (3) carbon and alloy steel tubular products (section IV-A-3); and (4) stainless steel products (section IV-A-4).

**Please report separately for your firm's sales of each of the products produced by your firm and sold to unrelated U.S. customers; check the appropriate box at the top of each page and photocopy each page as necessary. Total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates).**

**Carbon and Alloy Flat Steel:**

- PRODUCT 1:** **SLABS**--Low carbon slabs with chemistries of up to 0.15 max carbon and 0.60 max manganese exclusive of IF or specialty chemistries.
- PRODUCT 2:** **CTL/CLAD PLATE**--Hot-rolled carbon steel plate, ASTM A-36 or equivalent as rolled, sheared edge, not heat treated, not cleaned or oiled, in cut lengths, over 72" through 96" in width, 1.00" through 2.00" in thickness. Not including high-strength or mill proprietary products, or products tested to other specifications, unless otherwise noted.
- PRODUCT 3:** **HOT-ROLLED SHEET AND STRIP, INCLUDING PLATE IN COILS**--Hot-rolled carbon sheet in coils, commercial quality, SAE 1006-1015 or ASTM A-1011 equivalent, not high-strength, not pickled and oiled, not temper-rolled, 0.090" through 0.171" in nominal or actual thickness, 40" to 60" in width.
- PRODUCT 4:** **COLD-ROLLED SHEET AND STRIP OTHER THAN GRAIN-ORIENTED ELECTRICAL STEEL**--Cold-rolled carbon steel sheet in coils, commercial quality (ASTM A-1008), not interstitial free, box annealed and temper-rolled, 36" to 72" in width, 0.028" to less than 0.090" in thickness.
- PRODUCT 5:** **CORROSION-RESISTANT AND OTHER SHEET AND STRIP**--Electrolytically zinc coated carbon steel sheet, in coils, ASTM A-879, 50-90 grams/square meter per side coating, without organic coating, forming steel, 40" to under 60" in width, 0.022" to under 0.044" in thickness. This product is not prepainted, is not high strength, and is not mill proprietary.
- PRODUCT 6:** **TIN MILL PRODUCTS**--Base price for single-reduced, electrolytic tin plate (1CRETP), 70-75 pound per base box.

**Carbon and Alloy Steel Long Products:**

- PRODUCT 7:** **HOT-ROLLED BAR AND LIGHT SHAPES**--Hot-rolled bars, grade ASTM A36 or equivalent in sizes 3 inches and under.
- PRODUCT 8:** **COLD-FINISHED BAR**--C1045, one inch round.
- PRODUCT 9:** **REBAR**--Straight ASTM A615, Nos. 4 and 5, grade 60 rebar.



**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A.--PRICE DATA**

**Carbon and Alloy Steel Tubular Products:**

**PRODUCT 10: WELDED TUBULAR PRODUCTS OTHER THAN OCTG**--Circular welded non-alloy steel pipe meeting ASTM A-53 or equivalent, schedule 40, black, plain-end, two inches nominal inside diameter.

**PRODUCT 11: FLANGES AND FITTINGS**--Carbon steel butt-weld pipe fitting, 6 inch nominal diameter, 90 degree elbow, long radius, standard weight, meeting ASTM A-234, grade WPB or equivalent specification.

**Stainless Steel Products:**

**PRODUCT 12: BAR AND LIGHT SHAPES**--Stainless steel bar, grade 304/304L, 1 inch in diameter, annealed, cold-finished, of round shape.

**PRODUCT 13: ROD**--Grade AISI 304 wire rod, 5.5 mm (0.217") diameter, hot-rolled, annealed, and pickled.

**PRODUCT 14: WIRE** --Grade 302 HQ cold-heading stainless steel round wire, 0.099 to 0.127 inch (2.515 to 3.226 mm) in diameter annealed.

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A-1.--PRICE DATA-CARBON AND ALLOY FLAT STEEL**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified carbon and alloy steel flat products produced and sold by your firm to unrelated U.S. customers.

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

Period of shipment	Quantity (short tons)	F.o.b. value (dollars) <sup>1</sup>
<b>2003:</b>		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
<b>2004:</b>		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
<b>2005:</b>		
Jan.-Mar.		

<sup>1</sup> 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.

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A-2.--PRICE DATA-CARBON AND ALLOY STEEL LONG PRODUCTS**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified carbon and alloy steel long products produced and sold by your firm to unrelated U.S. customers.

Product 7       Product 8       Product 9

Period of shipment	Quantity (short tons)	F.o.b. value (dollars) <sup>1</sup>
<b>2003:</b>		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
<b>2004:</b>		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
<b>2005:</b>		
Jan.-Mar.		
<sup>1</sup> 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.		

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A-3.--PRICE DATA-CARBON AND ALLOY TUBULAR PRODUCTS**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified carbon and alloy steel tubular products produced and sold by your firm to unrelated U.S. customers.

Product 10  Product 11

Period of shipment	Quantity (short tons)	F.o.b. value (dollars) <sup>1</sup>
<b>2003:</b>		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
<b>2004:</b>		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
<b>2005:</b>		
Jan.-Mar.		

<sup>1</sup> 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.

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A-4.--PRICE DATA-STAINLESS STEEL PRODUCTS**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified stainless steel products produced and sold by your firm to unrelated U.S. customers.

Product 12       Product 13       Product 14

Period of shipment	Quantity (short tons)	F.o.b. value (dollars) <sup>1</sup>
<b>2003:</b>		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
<b>2004:</b>		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
<b>2005:</b>		
Jan.-Mar.		

<sup>1</sup> 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.

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

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

**PLEASE NOTE THAT THE QUESTIONS IN THE FOLLOWING SECTION REFER TO ALL TYPES OF STEEL COVERED IN THIS QUESTIONNAIRE. IF YOUR RESPONSE TO ANY QUESTION DIFFERS DEPENDING ON THE TYPE OF STEEL, PLEASE NOTE THIS IN YOUR RESPONSE AND REPORT SEPARATELY FOR THE DIFFERENT PRODUCTS.**

IV-B.1. Please describe any changes in how your firm determines the prices that it charges for sales of its steel (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.) during March 2002 - December 2003 and during January 2004 - March 2005.

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IV-B.2. Please describe any change in your firm's discount policy (volume discounts, year-end rebates, etc.) during March 2002 - December 2003 and during January 2004 - March 2005.

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IV-B.3. Please describe the shares, and any changes in the shares, of sales made by your firm that are on a contract basis and on a spot basis during March 2002 - December 2003 and during January 2004 - March 2005.

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IV-B.4. a) In general, do prices for sales of steel pursuant to contracts follow a similar trend to prices for steel sold in spot sales? If so, please describe.

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---

b) Please describe any change in either the relative levels or in the trends of spot and contract prices for steel during March 2002 - December 2003 and during January 2004 - March 2005.

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IV-B.5. Please describe any change in the average lead time between a customer's order and the delivery of your firm's sales of its steel during March 2002 - December 2003 and during January 2004 - March 2005.

From inventory: \_\_\_\_\_

From production: \_\_\_\_\_

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

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

IV-B.6. Please describe any change in the share of your firm's sales of steel that was from inventory during March 2002 - December 2003 and during January 2004 - March 2005.

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Please describe any price differences that resulted from sales of inventory as opposed to sales directly from production during March 2002 - December 2003 and during January 2004 - March 2005.

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IV-B.7. Please describe any change in the geographic markets in the United States in which your firm sold its steel during March 2002 - December 2003 and during January 2004 - March 2005.\*

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IV-B.8. Please describe any changes in the types or prices of substitute products that have affected the demand for steel during March 2002 - December 2003 and during January 2004 - March 2005.

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IV-B.9. Please describe how demand for steel within the United States and demand for steel outside the United States changed during March 2002 - December 2003 and during January 2004 - March 2005. What are the principal factors that have affected demand?

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IV-B.10. Please describe whether and how your firm's product range (i.e., different qualities, dimensions, etc.) or marketing of steel changed significantly during March 2002 - December 2003 and during January 2004 - March 2005.

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\* U.S. geographic market area.--For purposes of this investigation, the following U.S. geographic market areas are:

*Northeast.*--Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

*Midwest.*--Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

*Southeast.*--Alabama, Delaware, District of Columbia, Florida, Georgia, Kentucky, Maryland, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, and West Virginia.

*Central Southwest.*--Arkansas, Louisiana, Oklahoma, and Texas.

*Mountains.*--Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah, and Wyoming.

*Pacific Coast.*--California, Oregon, and Washington.

*Contiguous U.S.* --Refers to the largest part of the United States that is delimited by a continuous border. Specifically, this includes 48 states (excluding Alaska and Hawaii) and the District of Columbia.

*Other.*--Examples of other U.S. geographic market areas include Alaska, Hawaii, Puerto Rico, and the U.S. Virgin Islands.

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

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

IV-B.11. Please describe any changes in the demand for or production of alternate products that have affected the your firm's production of steel during March 2002 - December 2003 and during January 2004 - March 2005.

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IV-B.12. a) Please indicate whether your firm's order backlog for steel products increased, decreased, or remained the same during March 2002 - December 2003 and during January 2004 - March 2005.

March 2002 - December 2003

Increased     Decreased     Stayed the same

January 2004 - March 2005

Increased     Decreased     Stayed the same

Please explain (noting the specific product to which you are referring).

---

---

b) Please indicate whether your firm's on-time shipment percentage for steel products increased, decreased, or remained the same during March 2002 - December 2003 and during January 2004 - March 2005.

March 2002 - December 2003

Increased     Decreased     Stayed the same

January 2004 - March 2005

Increased     Decreased     Stayed the same

Please explain (noting the specific product to which you are referring).

---

---

c) Please describe any efforts to increase product availability to your customers, either in terms of the quantity of products available or by increasing your product offerings (e.g., new size ranges, qualities, products, etc.) during March 2002 - December 2003 and during January 2004 - March 2005.

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

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

IV-B.13. Please indicate whether the following factors have tended to increase, decrease, or have had no effect on the price of steel in the U.S. market during March 2002 - December 2003 and during January 2004 - March 2005, and rate the factors on a scale of 1-4 according to their relative contribution to the price of steel, with 1 being very important, 2 important, 3 somewhat important, and 4 not important.

Changes in competition between U.S. producers (please specify \_\_\_\_\_)  
March 2002 - December 2003

Increase     Decrease     No change \_\_\_\_\_ Importance

January 2004 - March 2005

Increase     Decrease     No change \_\_\_\_\_ Importance

Changes in the level of competition from substitute products

March 2002 - December 2003

Increase     Decrease     No change \_\_\_\_\_ Importance

January 2004 - March 2005

Increase     Decrease     No change \_\_\_\_\_ Importance

Changes in the level of competition from imports from excluded countries

March 2002 - December 2003

Increase     Decrease     No change \_\_\_\_\_ Importance

January 2004 - March 2005

Increase     Decrease     No change \_\_\_\_\_ Importance

Changes in the level of competition from imports from non-excluded countries

March 2002 - December 2003

Increase     Decrease     No change \_\_\_\_\_ Importance

January 2004 - March 2005

Increase     Decrease     No change \_\_\_\_\_ Importance

Changes in the cost of raw materials (please specify \_\_\_\_\_)

March 2002 - December 2003

Increase     Decrease     No change \_\_\_\_\_ Importance

January 2004 - March 2005

Increase     Decrease     No change \_\_\_\_\_ Importance

Changes in energy costs

March 2002 - December 2003

Increase     Decrease     No change \_\_\_\_\_ Importance

January 2004 - March 2005

Increase     Decrease     No change \_\_\_\_\_ Importance

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

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

**IV-B.13.-- Continued**

Changes in domestic production capacity (please specify \_\_\_\_\_)

March 2002 - December 2003

Increase     Decrease     No change \_\_\_\_\_ Importance

January 2004 - March 2005

Increase     Decrease     No change \_\_\_\_\_ Importance

Changes in the allocation of production capacity to alternate products

March 2002 - December 2003

Increase     Decrease     No change \_\_\_\_\_ Importance

January 2004 - March 2005

Increase     Decrease     No change \_\_\_\_\_ Importance

Changes in the productivity of domestic producers

March 2002 - December 2003

Increase     Decrease     No change \_\_\_\_\_ Importance

January 2004 - March 2005

Increase     Decrease     No change \_\_\_\_\_ Importance

Changes in labor agreements, contracts, etc.

March 2002 - December 2003

Increase     Decrease     No change \_\_\_\_\_ Importance

January 2004 - March 2005

Increase     Decrease     No change \_\_\_\_\_ Importance

Changes in transportation/delivery cost changes

March 2002 - December 2003

Increase     Decrease     No change \_\_\_\_\_ Importance

January 2004 - March 2005

Increase     Decrease     No change \_\_\_\_\_ Importance

Changing market patterns (please explain \_\_\_\_\_)

March 2002 - December 2003

Increase     Decrease     No change \_\_\_\_\_ Importance

January 2004 - March 2005

Increase     Decrease     No change \_\_\_\_\_ Importance

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

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

IV-B.13.-- Continued

Changes in demand for steel within the United States (please explain \_\_\_\_\_)

March 2002 - December 2003

Increase       Decrease       No change      \_\_\_\_\_ Importance

January 2004 - March 2005

Increase       Decrease       No change      \_\_\_\_\_ Importance

Changes in demand for steel outside the United States (please explain \_\_\_\_\_)

March 2002 - December 2003

Increase       Decrease       No change      \_\_\_\_\_ Importance

January 2004 - March 2005

Increase       Decrease       No change      \_\_\_\_\_ Importance

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

March 2002 - December 2003

Increase       Decrease       No change      \_\_\_\_\_ Importance

January 2004 - March 2005

Increase       Decrease       No change      \_\_\_\_\_ Importance

Use the space below for any detailed discussion/elaboration on factors affecting price changes of steel in the U.S. market during March 2002 - December 2003 and January 2004 - March 2005.

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