

U.S. PRODUCERS'/PROCESSORS' QUESTIONNAIRE

**CUT-TO-LENGTH CARBON-QUALITY STEEL PLATE FROM INDIA, INDONESIA, ITALY,
JAPAN, AND KOREA**

This questionnaire must be received by the Commission by no later than August 10, 2011

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the countervailing duty and antidumping duty orders concerning cut-to-length carbon-quality steel plate ("CTL plate") from India, Indonesia, Italy, Japan, and Korea (Inv. Nos. 701-TA-388-391 and 731-TA-817-821 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced CTL plate (as defined in the instruction booklet) at any time since January 1, 2005?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

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 means of 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 this proceeding in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

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 50 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 angela.newell@usitc.gov or via the other submission options described in the instruction booklet.

I-1a. **OMB statistics.**--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. **OMB feedback.**--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 angela.newell@usitc.gov or via the other submission options described in the instruction booklet.

I-2. **Establishments covered.**--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. **Position regarding continuation of order.**--Do you support or oppose continuation of the antidumping and/or countervailing duty orders currently in place for CTL plate from the following countries?

- | | | | |
|------------------|----------------------------------|---------------------------------|---|
| India | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |
| Indonesia | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |
| Italy | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |
| Japan | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |
| Korea | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |

PART I.--GENERAL INFORMATION--Continued

I-4. **Ownership.**--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-5. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing CTL plate from India, Indonesia, Italy, Japan, and/or Korea into the United States or that are engaged in exporting CTL plate from India, Indonesia, Italy, Japan, and/or Korea to the United States?

No Yes--List the following information.

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

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing CTL plate from countries other than India, Indonesia, Italy, Japan, and/or Korea into the United States or that are engaged in exporting CTL plate from countries other than India, Indonesia, Italy, Japan, and/or Korea to the United States?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of CTL plate?

No Yes--List the following information.

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

I-8. **Business plan.**--In Parts II and IV 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 market conditions for CTL plate?

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Angela Newell (202-708-5409, angela.newell@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted and indicate the methods to be used for questions regarding the confidential information in part II.

E-mail: _____ Telephone: () _____

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of CTL plate since January 1, 2005.

(check as many as appropriate)

(Please describe the date, nature, and significance of any such changes)

plant openings _____

plant closings..... _____

relocations _____

expansions _____

acquisitions..... _____

consolidations..... _____

prolonged shutdowns or
production curtailments _____

revised labor agreements..... _____

other (*e.g.*, technology) _____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of CTL 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 CTL plate (in short tons) for 2011 and 2012.**

For question II-4, if your response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of CTL plate in the future if the countervailing duty and/or antidumping duty orders on CTL plate from India, Indonesia, Italy, Japan, and/or 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. **Include in your response a specific projection of your firm's capacity to produce CTL plate (in short tons) for 2011 and 2012.**

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

II-5c. **Bar mill (same equipment, machinery, and workers).**

(Quantity in short tons)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
Overall production capacity								
Production of:								
CTL plate/wide flat bar (subject)								
Other bar (nonsubject)								
Other								

II-6. **Constraints on production.**--Please describe the constraint(s) that set the limit(s) on your production capacity.

II-7. **Production shifting.**--Is your firm able to switch production between CTL plate and other products in response to a relative change in the price of CTL plate vis-a-vis the price of other products, using the same equipment and/or labor?

- No Yes--Please identify 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 CTL plate.

II-8. **Firm description.**—Please indicate which of the following best describes your firm

- Mill that produces CTL plate (other than wide flat bar)
- Mill that produces wide flat bar
- Processor that converts coiled plate owned by another firm into CTL plate under a toll agreement but does not otherwise produce or process plate
- Processor that converts coiled plate purchased from another firm into CTL plate
- Processor engaged in both toll and non-toll conversion of coiled plate into CTL plate

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

Please complete the sections that correspond to how your firm is described in question II-8 above.

If your firm is a **U.S. mill** that produces cut-to-length carbon-quality steel plate, please complete pages 10 to 35.

If your firm is a **U.S. processor** that converts coiled plate from another firm into cut-to-length carbon-quality steel plate **under a toll agreement** but does not otherwise produce or process plate, please proceed directly to part V (pages 36 to 37) of this questionnaire.

If your firm is a **U.S. processor** that converts coiled plate purchased from another firm into cut-to-length carbon-quality steel plate, please complete pages 10 to 35; if your firm also converts coiled plate from another firm into cut-to-length carbon-quality steel plate under a toll agreement, please complete part V of this questionnaire (pages 36 to 37) of this questionnaire.

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

II-10. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of CTL plate in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
Average production capacity¹ (quantity) (A)								
Beginning-of-period inventories (quantity) (B)								
Production (quantity) (C)								
U.S. shipments:								
Commercial shipments:								
quantity (D)								
value (E)								
Internal consumption:²								
quantity (F)								
value (G)								
Transfers to related firms:²								
quantity (H)								
value (I)								
Export shipments:³								
quantity (J)								
value (K)								
End-of-period inventories (quantity) (L)								
Channels of distribution:								
U.S. commercial shipments to distributors (quantity) (M)								
U.S. commercial shipments to end users (quantity) (N)								
Employment data:								
Average number of PRWs (number) (O)								
Hours worked by PRWs (1,000 hours) (P)								
Wages paid to PRWs (value) (Q)								

¹ The production capacity (see definitions in instruction 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).

² Internal consumption and transfers to related firms should be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:

³ Identify your principal export markets: _____.

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

II-11. Reconciliation of trade data.--

- (a) Please note that the quantities reported in question II-10 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile? Yes No--Please explain _____

$D = M + N$

Do these data reconcile? Yes No--Please explain _____

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2005 should equal line B of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-12. **Transfers to related firms.**--If you reported transfers to related firms in question II-10, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

- II-13. **Shipments by thickness.**--Report your firm's 2010 U.S. commercial shipments for CTL plate in the thicknesses below. (See definitions in the instruction booklet.). **Note that the quantity and value data reported below for the three thickness categories should sum to your firm's 2010 U.S. commercial shipments (quantity and value) reported in question II-10.**

Quantity (short tons)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			
Value (\$1,000)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			

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

II-14. **Purchases.**--Other than direct imports, has your firm otherwise purchased CTL plate since January 1, 2005? (See definitions in the instruction booklet.)

- No Yes-- Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: _____

(Quantity in short tons, value in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
PURCHASES FROM U.S. IMPORTERS ¹ OF CTL PLATE FROM.—								
India:								
<i>quantity</i>								
<i>value</i>								
Indonesia:								
<i>quantity</i>								
<i>value</i>								
Italy:								
<i>quantity</i>								
<i>value</i>								
Japan:								
<i>quantity</i>								
<i>value</i>								
Korea (except POSCO):								
<i>quantity</i>								
<i>value</i>								
All other countries (and POSCO):								
<i>quantity</i>								
<i>value</i>								
PURCHASES FROM U.S. mills: ²								
<i>quantity</i>								
<i>value</i>								
PURCHASES FROM OTHER SOURCES:								
<i>quantity</i>								
<i>Value</i>								
¹ Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____								
² Please list the name of the U.S. mill(s) from which you purchased this product. _____ _____								

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

II-15. **Toll production.**--Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of CTL plate?

No Yes--Name firm(s): _____.

II-16. **FTZ.**--Does your firm produce CTL plate in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-17. **Direct imports.**--Since January 1, 2005, has your firm imported CTL plate?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

For questions II-18 and II-19, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-18. **Effect of order.**--Describe the significance of the existing countervailing duty and/or antidumping duty orders covering imports of CTL plate from India, Indonesia, Italy, Japan, and/or Korea in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the orders.

II-19. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of CTL plate in the future if the countervailing duty and/ or antidumping duty orders on CTL plate from India, Indonesia, Italy, Japan, and/or 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.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Mary Klir (202-205-3247, mary.klir@usitc.gov).

III-1. Please identify the individual to be contacted and indicate the methods to be used for questions regarding the confidential information in part III.

Name and title: _____

E-mail: _____ Telephone: () _____

III-2. **Accounting system.**--Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise:

2. Does your firm prepare profit/loss statements for the subject merchandise:

Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.

Audited, unaudited, annual reports, 10Ks, 10Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes CTL plate, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. **Cost accounting system.**--Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. **Allocation basis.**--Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-5. **Other products.**--Please list any other products you produced in the facilities in which you produced CTL plate, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
CTL plate _____	_____ percent
_____	_____ percent
_____	_____ percent
_____	_____ percent
_____	_____ percent
<u>Total</u> _____	<u>100 percent</u>

III-6. Does your firm receive **inputs** (raw materials, labor, energy, or any other services) used in the production of CTL plate from any related firms?

Yes—Continue to question III-7 below. No--Continue to question III-9 below.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of CTL plate that your firm receives from related parties.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No

PART III.--FINANCIAL INFORMATION--Continued

III-10. **Operations on CTL plate.**--Report the revenue and related cost information requested below on the CTL plate operations of your U.S. establishment(s).¹ **Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.**² Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Quantity (in short tons) and value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Net sales quantities: ³						
Commercial sales ("CS")						
Internal consumption ("IC")						
Transfers to related firms ("Transfers")						
Total net sales quantities						
Net sales values: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (COGS): ⁴						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ⁵						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.

³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.

⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-10. Operations on CTL plate--Continued

Quantity (in short tons) and value (in \$1,000)		
Item	January-June 2010	January-June 2011
Net sales quantities: ³		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
Net sales values: ³		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
Cost of goods sold (COGS): ⁴		
Raw materials		
Direct labor		
Other factory costs		
Total COGS		
Gross profit or (loss)		
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received ⁵		
All other income items		
All other income or expenses, net		
Net income or (loss) before income taxes		
Depreciation/amortization included above		

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.
³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.
⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.
⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of CTL plate. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for CTL plate in the normal course of business, please estimate this information based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

Note: Total assets should be net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Total assets (net)						

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on CTL plate. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)								
Item	Fiscal years ended--						January-June	
	_____	_____	_____	_____	_____	_____	2010	2011
Capital expenditures								
Research and development expenses								

III-13. **Data consistency and reconciliation.**--
Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year: Calendar year (_____) or Fiscal year (_____)

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-10 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-10?

Yes No--Please explain _____

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Aimee Larsen (202-205-3179, aimee.larsen@usitc.gov)

IV-1. Please identify the individual to be contacted and indicate the methods to be used for questions regarding the confidential information in part IV.

Name and title: _____

E-mail: _____ Telephone: (____) _____

PRICE DATA

IV-2. This question requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2005 of the following products produced by your firm.

Product 1.—Hot-rolled carbon-quality 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, 0.50” through 0.99” in thickness.

Product 2.-- Hot-rolled carbon-quality 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.

Product 3.-- Hot-rolled carbon-quality 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, 4.00” through 6.00” in thickness.

Product 4.-- Hot-rolled carbon-quality plate, API-2H Grade 50, normalized, sheared edge, not cleaned or oiled, in cut lengths, over 72” through 150” in width, 0.375” through 3.00” in thickness.

Product 5.-- Hot-rolled carbon-quality plate, ASTM A-516 Grade 70 normalized, sheared edge, not cleaned or oiled, in cut lengths, over 48” in width, 0.50” through 3.00” in thickness.

Product 6.-- Hot-rolled wide flat bar, in free-cutting grades, in cut lengths, 6" through 12" in width, 0.25" through 2" in thickness.

Please note that 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). See instruction booklet.

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

IV-2. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in short tons, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2005:						
January-March						
April-June						
July-September						
October-December						
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.
² Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

Product 3: _____

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

IV-2. Pricing data.—Continued

(Quantity in short tons, value in dollars)						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2005:						
January-March						
April-June						
July-September						
October-December						
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 4: _____

Product 5: _____

Product 6: _____

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

PLEASE NOTE:

For the remaining questions, when providing information regarding imports from Korea, please exclude imports from POSCO from your discussion. Imports from POSCO are not subject to the antidumping order and should be addressed when discussing nonsubject CTL plate.

IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of CTL plate (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please only submit some sample pages.

- Transaction by transaction
- Contracts
- Set price lists
- Reverse internet auction sales
- Other--Please describe: _____

IV-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts
- Annual total volume discounts
- No discounts
- Other--Please describe: _____

IV-5. **Pricing terms for CTL plate.**--

- (a) What are your firm's typical sales terms for its U.S.-produced CTL plate (*e.g.*, 2/10 net 30 days)? _____.
- (b) On what basis are your prices of domestic CTL plate usually quoted? (check one)
 - F.o.b.--Please specify point: _____
 - Delivered

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced CTL plate in 2010 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales in 2010</u>
Long-term contracts	_____ %
Short-term contracts	_____ %
Spot sales	_____ %
Total	<u>100 %</u>

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

IV-7. **Long-term contract provisions.**--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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No
- (e) Since 2005, have you implemented any surcharges or price escalation clauses during the pendency of your contracts? Yes No

If yes, please identify the basis for calculating the surcharge or price escalation clause and the period of time during which it was effective.

IV-8. **Short-term contract provisions.**--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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No
- (e) Since 2005, have you implemented any surcharges or price escalation clauses during the pendency of your contracts? Yes No

If yes, please identify the basis for calculating the surcharge or price escalation clause and the period of time during which it was effective.

IV-9. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced CTL plate?

<u>Source</u>	<u>Share of sales in 2010</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

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

IV-10. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of CTL plate that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 your firm or purchaser
- (c) What proportion of your sales are delivered within 100 miles of your production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-11. Geographical shipments.-- What is the geographic market area in the United States served by your firm's CTL plate? (check all that apply)

Geographic area	√ if applicable
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
Central Southwest. —AR, LA, OK, and TX.	<input type="checkbox"/>
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
Pacific Coast. —CA, OR, and WA.	<input type="checkbox"/>
Other. —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>

IV-12. End uses.--List the 3 most common end uses of the CTL plate that you manufacture. For each end-use product, what percentage of the total cost is accounted for by CTL plate and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	CTL plate (percent)	Other inputs (percent)	
1.			100%
2.			100%
3.			100%

IV-13. Changes in end uses.--Have there been any changes in the end uses of CTL plate since 2005?

- No Yes--Please describe.

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

IV-14. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of CTL plate in the future?

No Yes--Please describe and identify the time period

IV-15. **Substitutes.**—Are there any nonsubject products that may be substituted for CTL plate?

No Yes—Please fill in the following table.

Substitute product	Description of applications and end uses in which this substitute can be used	Have changes in the prices of this substitute affected the price of CTL plate since January 1, 2005
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____

IV-16. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for CTL plate since 2005?

No Yes--Please explain.

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

IV-17. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for CTL plate in the future?

- No Yes--Please describe.

IV-18. **Raw materials.**—

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for CTL plate since 2005?

(b) Do you anticipated changes in your raw material costs in the foreseeable future?

- No Yes—Please explain.

IV-19. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced CTL plate in the U.S. market since 2005?

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

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

IV-20. Availability of supply (U.S.-produced).--

(a) Do you anticipate any changes in terms of the availability of U.S.-produced CTL plate in the U.S. market in the future?

Increase No change Decrease

(b) If you anticipate changes in supply, please explain.

IV-21. Availability of supply (nonsubject).--Has the availability of NONSUBJECT CTL plate (*i.e.*, CTL plate imported from countries other than India, Indonesia, Italy, Japan, and/or Korea) changed since 2005?

No Yes--Please explain.

IV-22. Export constraints.--Describe how easily your firm can shift its sales of CTL plate between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting CTL plate between the U.S. and alternative country markets within a 12-month period.

IV-23. Product changes.--Have there been any significant changes in the product range, product mix, or marketing of CTL plate since 2005?

No Yes--Please describe and quantify if possible.

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

IV-24. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of CTL plate in the future?

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

IV-25. **Demand trends.**--

(a) How has the demand within the United States for CTL plate changed since January 1, 2005? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States (if known) for CTL plate changed since January 1, 2005? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

IV-26. **Anticipated demand trends.**—

(a) How do you anticipate demand will change within the United States for CTL plate in 2011 and 2012? What principal factors will affect these changes in demand?

- Increase No Change Decrease Fluctuate

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

IV-26. Anticipated demand trends.—continued

(b) How do you anticipate demand will change outside the United States for CTL plate in 2011 and 2012? What principal factors will affect these changes in demand?

- Increase No Change Decrease Fluctuate

IV-27. Conditions of competition.--

(a) Is the CTL plate market subject to business cycles or conditions of competition other than the changes in the overall economy?

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

(b) Have the business cycles or conditions of competition for CTL plate changed since 2005?

- No Yes--Please explain any such changes.

IV-28. Supply constraints.--Has your firm refused, declined, or been unable to supply CTL plate since January 1, 2005? (Examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.).

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

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

IV-29. **Price comparisons.**--Please compare market prices of CTL plate in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-30. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you produced or requisitioned that quantify and/or otherwise discuss CTL 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 India, Indonesia, Italy, Japan, and/or Korea, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future. Otherwise list other sources that discuss CTL plate supply and demand and provide meaningful information that you rely on.

IV-31. **Barriers to trade.**--Are your exports of CTL plate subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2005, or that are expected to occur in the future.

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

IV-31. **Interchangeability.**--Is CTL plate produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using the following codes:

- A = Products from this country-pair are *always* interchangeable
- F = Products from this country-pair are *frequently* interchangeable
- S = Products from this country-pair are *sometimes* interchangeable¹
- N = Products from this country-pair are *never* interchangeable¹
- 0 = *No familiarity* with products from this country-pair

Country-pair	India	Indonesia	Italy	Japan	Korea	Other countries
United States						
India	X					
Indonesia	X	X				
Italy	X	X	X			
Japan	X	X	X	X		
Korea	X	X	X	X	X	

¹ For any country-pair producing CTL plate that is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

IV-32. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between CTL plate produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using the following codes:

- A = Products from this country-pair are *always* significant¹
- F = Products from this country-pair are *frequently* significant¹
- S = Products from this country-pair are *sometimes* significant
- N = Products from this country-pair are *never* significant
- 0 = *No familiarity* with products from this country-pair

Country-pair	India	Indonesia	Italy	Japan	Korea	Other countries
United States						
India	X					
Indonesia	X	X				
Italy	X	X	X			
Japan	X	X	X	X		
Korea	X	X	X	X	X	
¹ For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's purchases of glycine, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/> <hr/> <hr/>						

PART V.—TOLL CONVERSION OF COILED PLATE TO CTL PLATE – TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Angela Newell (202-708-5409). **Supply all data requested (except for financial data) on a calendar-year basis.**

V-1. Please identify the individual to be contacted and indicate the methods to be used for questions regarding the confidential information in part V.

Name and title: _____

E-mail: _____ Telephone: () _____

V-2. Describe the significance of the existing countervailing duty and/or antidumping duty orders covering imports of CTL plate from India, Indonesia, Italy, Japan, and/or Korea in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. Please compare your firm's operations before and after the imposition of the orders.

V-3. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of CTL plate in the future if the countervailing duty/antidumping duty orders on CTL plate from India, Indonesia, Italy, Japan, and/or 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.

PART V.--TOLL CONVERSION OF COILED PLATE TO CTL PLATE – TRADE AND RELATED INFORMATION--Continued

V-4. **Toll processors: toll conversion of coiled plate to CTL plate.**—For the operations of your U.S. establishment(s), report the information requested below.

Quantity (in short tons) and value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
Average production capacity (short tons)								
Production (short tons)								
Coiled plate converted to CTL plate for U.S. mills (short tons)								
Coiled plate converted to CTL plate for U.S. mills (\$1,000)								
Coiled plate converted to CTL plate for customers other than U.S. mills (short tons)								
Coiled plate converted to CTL plate for customers other than U.S. mills (\$1,000)								
Employment data:								
Average number of PRWs (number)								
Hours worked by PRWs (1,000 hours)								
Wages paid to PRWs (\$1,000)								
Financial information based on	<input type="checkbox"/> Calendar year/fiscal year ending December 31 <input type="checkbox"/> Fiscal year ending _____							
Net sales (short tons) ^{1 2}								
Net sales (\$1,000) ^{1 2}								
Cost of goods sold (\$1,000)								
SG&A (\$1,000)								
Operating income (or loss) (\$1,000)								
Capital expenditures (\$1,000)								
R&D expenditures (\$1,000)								
¹ Report your firm's shipments/net sales of CTL plate which it converted under a toll agreement with another firm. Quantity refers to the amount of plate converted and value refers to your firm's fee for its services. ² Less discounts, returns, allowances, ad prepaid freight.								