

**PRODUCERS' QUESTIONNAIRE**

**CERTAIN STAINLESS STEEL SHEET AND STRIP FROM FRANCE, GERMANY,  
ITALY, JAPAN, KOREA, MEXICO, TAIWAN, AND THE UNITED KINGDOM**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**

Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than February 23, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning certain stainless steel sheet and strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and the United Kingdom (invs. Nos. 701-TA-381-382 and 731-TA-797-804 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced and/or re-rolled <b>certain stainless steel sheet and strip</b> (as defined in the instruction booklet) since January 1, 1999?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout these reviews may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these reviews or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

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

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

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

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

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

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 45 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

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

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

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

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

I-3. Do you support or oppose continuation of the countervailing duty and antidumping duty orders currently in place for stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom? Please explain.

France:	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Germany:	<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
Mexico:	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Taiwan:	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
United Kingdom:	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position

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

I-4. 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>
_____	_____	_____
_____	_____	_____

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

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

No  Yes--List the following information separately by country

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing stainless steel sheet & strip from countries other than France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom into the United States or which are engaged in exporting stainless steel sheet & strip from countries other than France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom to the United States?

No  Yes--List the following information.

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

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of stainless steel sheet & strip?

No  Yes--List the following information.

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

I-8. 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 future market conditions for stainless steel sheet & strip (including by way of example, reports or studies relating to contemplated investments, plant closings or shutdowns for maintenance or any other reasons; budgets or forecasts of economic activity)?

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 Debra Baker (202-205-3180 or Debra.Baker@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

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

\_\_\_\_\_

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

II-2. Since 1999 (i.e., the year the orders under review became effective) has your firm experienced any (1) plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; (2) curtailment of production because of shortages of materials or for any other reason; (3) revision of labor agreements (including changes in the pension or health care obligations for retirees or current employees); or (4) any other change in the character of your operations or organization relating to the production of stainless steel sheet & strip?

No to all       Yes--Supply details as to the time, nature, and significance of such changes in blocks 1-4 below (and attach additional pages if necessary).

(1) Plant changes-- \_\_\_\_\_  
 \_\_\_\_\_

(2) Production curtailment (specify reason)-- \_\_\_\_\_  
 \_\_\_\_\_

(3) Revision of labor agreements-- \_\_\_\_\_  
 \_\_\_\_\_

(4) Any other changes-- \_\_\_\_\_  
 \_\_\_\_\_

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of stainless steel sheet & strip 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 stainless steel sheet & strip (in short tons) for 2005 and 2006.**

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

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

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

- 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. *Specify which country(ies) you are discussing (or state that your answer applies to all subject countries).*

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II-5a. Is your firm able to switch production between stainless steel sheet & strip and other products in response to a relative change in the price of stainless steel sheet & strip vis-a-vis the price of other products, using the same equipment and 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 stainless steel sheet & strip.

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II-5b. Please report any factors that limit your ability to shift production between stainless steel sheet & strip and other products.

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II-6a. Has your firm since 1999 produced, or does your firm anticipate producing in the future, other products (including non-subject stainless steel flat products, carbon steel flat products, and/or other flat products (e.g., high-nickel alloys, electrical steel, titanium products)) on the same equipment and machinery used in the production of stainless steel sheet & strip and/or using the same production and related workers employed to produce stainless steel sheet & strip?

- No
- Yes--List the products produced, the time period(s) in which they were produced and the basis of your firm's allocations in the space below.

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

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

II-6b. Please complete the following grid for products produced on the same equipment and machinery used in the production of stainless steel sheet & strip:

<i>(Quantity in short tons)</i>						
<b>Production stage</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>Melting (raw stainless steel):</b>						
Total production capacity						
Production						
<b>Hot-rolling:</b>						
Total production capacity						
Production:						
Stainless steel sheet & strip in coils (subject)						
Stainless steel sheet & strip cut-to-length						
Stainless steel plate						
Other flat-rolled (specify: )						
Total production						
<b>Cold-rolling:</b>						
Total production capacity						
Production:						
Stainless steel sheet & strip in coils (subject)						
Stainless steel sheet & strip cut-to-length						
Stainless steel plate						
Other flat-rolled (specify: )						
Total production						
<b>Other-specify:</b>						
Total production capacity						
Production						

II-7. Please describe the constraint(s) that set the limit(s) on your production capacity at the following stages. Also report your production capacity in 2004 for each stage (in short tons).

**Melting stage.**—Constraints: \_\_\_\_\_

**Hot-rolling stage.**—Constraints: \_\_\_\_\_

**Annealing and pickling stage.**—Constraints: \_\_\_\_\_

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

II-8. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **stainless steel sheet & strip** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> ( <i>quantity</i> )						
<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:</b>						
<i>Quantity</i> of internal consumption						
<i>Value</i> <sup>2</sup> of internal consumption						
<b>Transfers to related firms:</b>						
<i>Quantity</i> of transfers to related firms						
<i>Value</i> <sup>2</sup> of transfers to related firms						
<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 DISTRIBUTORS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO 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> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Did your firm allocate capacity using the historical product mix reported previously in response to question II-6b? \_\_\_\_\_ YES or \_\_\_\_\_ NO. If NO, please describe the methodology used to calculate production capacity.

Also, explain any changes in reported capacity (use additional pages as necessary). \_\_\_\_\_

<sup>2</sup> Internal consumption and transfers to related firms must 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 1999-2004 below: \_\_\_\_\_

<sup>3</sup> Identify your principal export markets and estimate the percent of total exports accounted for by each: .

<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?

Yes  No--Please explain: \_\_\_\_\_

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

II-9. Provide the following information related to changes in your capacity to produce stainless steel sheet & strip at your firm's plants since January 1, 1999: description of capacity added or removed, quantities involved (in *short tons*), location(s), and date(s). In answering, please specify the stage of production impacted by the capacity change.

Capacity additions: \_\_\_\_\_

Capacity shutdowns: \_\_\_\_\_

II-10. If you reported transfers to related firms in question II-8, 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. Also identify the type of subject product transferred (i.e., was it cold-rolled or hot-rolled, annealed and pickled)?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-11a. Provide the quantity (in *short tons*) of your firm's U.S. shipments in 2004 of stainless steel strip produced in your U.S. establishment(s) that is of a thickness of 0.13 mm or less (and is often referred to commercially as "foil"): \_\_\_\_\_

II-11b. Provide the quantities (in *short tons*) of your firm's U.S. shipments in 2004 of the specified stainless steel & strip products produced in your U.S. establishment(s). The total listed below should equal U.S. shipments reported in question II-8. Do the totals equal?

\_\_\_\_\_ Yes \_\_\_\_\_ No, if not why?

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

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



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

II-12. Other than direct imports, has your firm otherwise purchased stainless steel sheet & strip since January 1, 1999? (See definitions in the instruction booklet.)

No       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>						
<b>FRANCE:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>GERMANY:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>ITALY:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>JAPAN:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>KOREA:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>MEXICO:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>TAIWAN:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>UNITED KINGDOM:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>ALL OTHER COUNTRIES:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.						
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.						

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

II-13. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of stainless steel sheet & strip?

No                       Yes--Name firm(s): \_\_\_\_\_

<u>Process performed/ product produced</u>	<u>Quantity produced in 2004 (short tons)</u>	<u>Conversion/processing fee (\$1,000)</u>
_____	_____	_____

II-14. Does your firm produce stainless steel sheet & strip in a foreign trade zone (FTZ)?

No                       Yes--Identify FTZ(s): \_\_\_\_\_

II-15. Since January 1, 1999, has your firm imported stainless steel sheet & strip?

No                       Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-16. Describe the significance of the existing countervailing duty and antidumping duty orders covering imports of stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom in terms of their effect on your firm's 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 order. ***Specify which country(ies) you are discussing (or state that your answer applies to all subject countries).***

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

II-17. 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 stainless steel sheet & strip in the future if the countervailing duty and antidumping duty orders on stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom were to be revoked? ***Specify which country(ies) you are discussing (or state that your answer applies to all subject countries).***

No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Chand Mehta (202-205-3174 or Chand.Mehta@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

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

III-2. 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 \_\_\_ 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 stainless steel sheet & strip, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

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

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

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

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

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

Product(s)	Quantity (Short tons)	Value (\$1,000)	Share of quantity
Certain stainless steel plate in coils _____	_____	_____	_____
Other (specify) _____	_____	_____	_____
_____	_____	_____	_____

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

III-6. Operations on stainless steel sheet & strip.--Report the revenue and related cost information requested below on the stainless steel sheet & strip operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of product. 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. Provide data for your six most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	_____	_____	_____	_____	_____	_____
<b>Net sales quantities:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> 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. <sup>3</sup> Commonly referred to as the "Byrd Amendment." Please report funds received under this act (and associated time periods) that are <u>not</u> included in the financial results above:						

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

III.7. Please provide the quantity and value of the following raw materials that were used in the production of **stainless steel sheet & strip**. Provide data for your six most recently completed fiscal years in chronological order from left to right. **Note that question III.8 requests data in pounds and dollars.**

Item	_____	_____	_____	_____	_____	_____
<b>Nickel:</b>						
<b>Quantity (pounds)</b>						
<b>Value (dollars)</b>						
<b>Chromium:</b>						
<b>Quantity (pounds)</b>						
<b>Value (dollars)</b>						
<b>Molybdenum:</b>						
<b>Quantity (pounds)</b>						
<b>Value (dollars)</b>						
<b>Stainless steel scrap:</b>						
<b>Quantity (pounds)</b>						
<b>Value (dollars)</b>						
<b>Slabs:</b>						
<b>Quantity (pounds)</b>						
<b>Value (dollars)</b>						
<b>Black bands:</b>						
<b>Quantity (pounds)</b>						
<b>Value (dollars)</b>						

III.8. If your firm is a reroller of **stainless steel sheet & strip**, please provide the following information on your firm's source of stainless steel products for use in the production of stainless steel sheet & strip. Provide data for your six most recently completed fiscal years in chronological order from left to right.

Item	_____	_____	_____	_____	_____	_____
<b>Raw materials:</b>						
<b>Domestically produced:</b>						
<b>Quantity (short tons)</b>						
<b>Value (\$1,000)</b>						
<b>Imported:</b>						
<b>Quantity (short tons)</b>						
<b>Value (\$1,000)</b>						

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

III-9. Was your firm involved in a toll agreement (either as the toller or as the tollee) in the production of **stainless steel sheet & strip**?

No

Yes--Complete the section below:

Identify the name of the company with whom your firm was engaged in a toll agreement, the contact person and phone number at the firm, a description of the toll work performed under the toll agreement, and the volume and value of the toll work for each of the six most recently completed fiscal years.

Company name: \_\_\_\_\_

Contact and phone number: \_\_\_\_\_

Description of work performed: \_\_\_\_\_

Item	_____	_____	_____	_____	_____	_____
Volume ( <i>short tons</i> )						
Value ( <i>\$1,000 dollars</i> )						

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

III-10. Asset values.--Report the total assets associated with the production, warehousing, and sale of stainless steel sheet & strip. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should be consistent with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

<b>(Value in \$1,000)</b>						
<b>Value of</b>	_____	_____	_____	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of product:</b>						
<b>1. Current assets:</b>						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories (finished goods)						
D. Inventories (raw materials and work in process)						
E. All other current assets						
F. Total current assets (lines 1.A. through 1.E.)						
<b>2. Property, plant, and equipment</b>						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
<b>3. All other non-current assets</b>						
<b>4. Total assets</b> (lines 1.F., 2.C., and 3)						

III-11. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on stainless steel sheet & strip. Provide data for your six most recently completed fiscal years in chronological order from left to right.

<b>(Value in \$1,000)</b>						
<b>Item</b>	_____	_____	_____	_____	_____	_____
<b>Capital expenditures</b>						
<b>Research and development expenditures</b>						





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

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

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

(Quantity in short tons, value in \$1,000 dollars)		
Period of shipment	Quantity	Value <sup>1</sup>
<b>1999:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		

<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.

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

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

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

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

IV-B-1. a) Please describe how your firm determines the prices that it charges for sales of stainless steel sheet & strip (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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b) In addition, please discuss the conditions under which your firm applies price surcharges and how they are applied.

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c) Has your firm actually implemented surcharges since 1999?

No                       Yes--Please indicate the period during which the surcharges were applied, the amount of the surcharge, and the product(s) to which it applied.

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d) Please submit copies of all price announcements effective during the period of review, that include a proposed change in price for stainless steel sheet & strip products.

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

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IV-B-3. What are your firm's typical sales terms for its U.S.-produced stainless steel sheet & strip (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic stainless steel sheet & strip usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced stainless steel sheet & strip **in 2004** were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

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

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

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Since 1999, approximately what percent of your firm's contracts involved requests for price renegotiation? \_\_\_\_\_
- (d) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (e) Does the contract have a meet or release provision? \_\_\_\_\_
- (f) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes \_\_\_\_\_ No \_\_\_\_\_. If yes, please estimate the percentage of your firm's contract sales since 1999 in which a price change took place while the contract was still in place. Please note in your response the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

\_\_\_\_\_

\_\_\_\_\_

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Since 1999, approximately what percent of your firm's contracts involved requests for price renegotiation? \_\_\_\_\_
- (d) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (e) Does the contract have a meet or release provision? \_\_\_\_\_
- (f) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes \_\_\_\_\_ No \_\_\_\_\_. If yes, please estimate the percentage of your firm's contract sales since 1999 in which a price change took place while the contract was still in place. Please note in your response the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

\_\_\_\_\_

\_\_\_\_\_

IV-B-7. a) What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced stainless steel sheet & strip?

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



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

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

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

- No
- Yes--Please describe.

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

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

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

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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(c) Do changes in the prices of these products affect the price for stainless steel sheet & strip?

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

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

- No
- Yes--Please explain.

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

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

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

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

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IV-B-16. a) To what extent have changes in the prices of raw materials affected your firm's selling prices for stainless steel sheet & strip during January 1999-December 2004? If there has been such an effect, has your firm attempted to pass on these changes by imposing additional raw material surcharges (such as iron or manganese surcharges) in addition to those surcharges previously accepted by your customers? Was your firm successful in doing so? To the extent surcharges have been imposed, were they included as part of the total price, i.e., not listed as an extra?

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b) Please discuss any anticipated changes in raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-17. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced stainless steel sheet & strip in the U.S. market since 1999?

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

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

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced stainless steel sheet & strip in the U.S. market in the future?

- Increase                       No Change                       Decrease

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

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

- No                       Yes--Please explain.

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IV-B-20. Does your firm export stainless steel sheet & strip?

- No                       Yes--Please describe how easily your firm can shift its sales of stainless steel sheet & strip between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting stainless steel sheet & strip between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

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

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

**Section IV-B.--MARKET FACTORS--Continued**

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

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

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

A. Within the United States:

- Increased
- Unchanged
- Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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B. Outside the United States:

- Increased
- Unchanged
- Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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Do you believe that the most recent changes are short-term, long-term, or result from structural changes in the industry? Please explain, noting whether you are talking about demand within the United States or outside the United States.

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

**Section IV-B.--MARKET FACTORS--Continued**

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

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

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

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IV-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss stainless steel sheet & strip supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom, and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

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

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

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

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

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

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-29. What percentage of your 2004 sales of stainless steel sheet & strip were further processed beyond hot rolling, annealing, and pickling? \_\_\_\_\_ percent. Please identify the additional processing performed (i.e., light cold-rolling pass, cold rolling, polishing, etc.) and its effect on price.

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IV-B-30. Do the firms to which you sell stainless steel sheet & strip have certification or qualification requirements that must be met in order to sell to them?

No       Yes--Please describe the requirements, the length of time needed to comply, and your firm's ability to qualify.

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

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

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

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

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

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

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

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