

IMPORTERS' QUESTIONNAIRE
CERTAIN ALUMINUM PLATE FROM SOUTH AFRICA

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 August 18, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain aluminum plate from South Africa (inv. No. 731-TA-1056 (Final)). 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 imported certain aluminum plate (6000 series), or nonheat treatable 1000, 3000, 4000, or 5000 series aluminum plate (as defined in the instruction booklet) from **any country** at any time since January 1, 2001?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

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

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations 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 this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. 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 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____ hours _____ dollars

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

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

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain aluminum plate from South Africa into the United States or which are engaged in exporting certain aluminum plate from South Africa to the United States?

No Yes—List the following information.

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

PART I. GENERAL QUESTIONS—Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain aluminum plate?

No Yes—List the following information.

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

I-6. Please indicate the nature of your firm's importing operations on certain aluminum plate. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)
 Consignee of the imported product(s) Customs broker or freight forwarder

I-7. If your firm is an importer of record of certain aluminum plate but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters certain aluminum plate into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-9. Please indicate whether your firm imports certain aluminum plate under the TIB (temporary importation under bond) program.

No Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No Yes—Please specify. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Gail Burns (202-205-2501-; gail.burns@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. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of certain aluminum plate since January 1, 2001?

No Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of certain aluminum plate from South Africa for delivery after June 30, 2004?

No Yes—Indicate when such orders are to be delivered and the quantities (in short tons) involved.

II-4. If your firm also produces certain aluminum plate in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

II-5. Please identify the ranges of certain aluminum plate imported by your firm from South Africa, as follows:

	<u>Range</u>
Thickness (in inches)	_____
Width (in inches)	_____
Length (in inches)	_____

PART II.—TRADE AND RELATED INFORMATION—Continued

II-6. Report your firm's U.S. shipments of certain aluminum plate imported by your firm, by thickness, for calendar year 2003. Please note that data should reconcile with U.S. shipments reported in section II-8.

Thickness	(Quantity (short tons))	Value (\$1,000)
≥.250 inch < 1.000 inch		
≥1.000 inch < 2.000 inches		
≥2.000 inches		

II-7. Please report your firm's order book sales of certain aluminum plate for orders accepted but not shipped as of the end of the quarter as follows:

Period	January-March	April-June	July-October	November-December
2001				
2002				
2003				
2004				

II-8. (a) Are there any types of certain aluminum plate imported by your firm into the U.S. market from South Africa that U.S. manufacturers do not currently produce (or during the period of investigation did not produce)? When considering "types" consider physical composition, method of manufacture, specification standards, finish, dimensions, or any other key characteristics such that it is "frequently" used for different end-uses than those produced in the U.S.

No Yes-- (a) Please identify the product, their uses, and customers:

(b) Report the quantity and value of your firm's U.S. shipments (commercial shipments and company transfers) of such products imported from South Africa by product, as follows:

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
Product: _____ (identify product and supplier): <i>Quantity</i>					
<i>Value</i>					
Product: _____ (identify product and supplier): <i>Quantity</i>					
<i>Value</i>					

PART II.—TRADE AND RELATED INFORMATION—Continued

II-9. **IMPORTS BY SOURCE OF CERTAIN ALUMINUM PLATE (SERIES 6000).**—Report your firm's imports and your firm's shipments and inventories of certain aluminum plate imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for South Africa and for all other sources combined. Photocopy the page as you need and identify the country for which you are reporting in the space provided.**

South Africa

All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
IMPORTS:²					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value³</i> of internal consumption/transfers					
EXPORT SHIPMENTS:⁴					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES⁵ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-10. **IMPORTS OF NONHEAT TREATABLE SERIES 1000, 3000, 4000, AND 5000 ALUMINUM PLATE.**—Report your firm's imports and your firm's shipments and inventories of nonheat treatable series 1000, 3000, 4000, and 5000 aluminum plate imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report for all sources combined.**

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
IMPORTS: ¹					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS: ²					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁵ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					

¹ Identify the foreign producers, if known: _____

² Report your firm's U.S. shipments during 2003 as follows:

	Quantity (short tons)	Value (\$1,000)
Series 1000	_____	_____
Series 3000	_____	_____
Series 4000	_____	_____
Series 5000	_____	_____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**--Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-11. **COMPARABILITY OF NONHEAT TREATABLE SERIES 1000, 3000, 4000, AND 5000 ALUMINUM PLATE AND CERTAIN ALUMINUM PLATE (SERIES 6000).**—If known, please describe the differences and similarities between nonheat treatable series 1000, 3000, 4000, and 5000 aluminum plate and certain aluminum plate (series 6000) with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART II.—TRADE AND RELATED INFORMATION—Continued

II-12. **IMPORTS OF NONHEAT TREATABLE SERIES 5000 ALUMINUM PLATE.**—Report your firm's imports and your firm's shipments and inventories of nonheat treatable series 5000 aluminum plate imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report for all sources combined.**

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
IMPORTS:¹					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ² of internal consumption/transfers					
EXPORT SHIPMENTS:³					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES⁴ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					
<p>¹ Identify the foreign producers, if known: _____</p> <p>² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003: _____</p> <p>³ Identify your principal export markets: _____</p> <p>⁴ Reconciliation of data.—Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____</p>					

PART II.—TRADE AND RELATED INFORMATION—Continued

II-13. **COMPARABILITY OF NONHEAT TREATABLE SERIES 5000 ALUMINUM PLATE AND CERTAIN ALUMINUM PLATE (SERIES 6000).**—If known, please describe the differences and similarities between nonheat treatable series 1000, 3000, 4000, and 5000 aluminum plate and certain aluminum plate (series 6000) with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses, listing specific applications for each; (b) **interchangeability**--discuss the interchangeability in end use of the two products, including a discussion of corrosion resistance, machinability, strength, etc., requirements by end use; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products and the extent to which pricing differences influence purchasing decisions. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer perceptions:

(f) Price:

PART II.—TRADE AND RELATED INFORMATION—Continued

II-14. Did your firm import series 5000 aluminum sheet (.248-.249 in. thickness) from any source since January 1, 2001?

No Yes--Report U.S. shipments of such imports for the specified periods:

Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
Quantity of U.S. shipments (short tons)					
Value of U.S. shipments (\$1,000)					

II-15. **COMPARABILITY OF NONHEAT TREATABLE SERIES 5000 ALUMINUM SHEET (.248-.249 IN. THICKNESS) AND CERTAIN ALUMINUM PLATE (SERIES 6000).**—If known, please describe the differences and similarities between nonheat treatable series 5000 aluminum sheet and certain aluminum plate (series 6000) with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses, listing specific applications for each; (b) **interchangeability**--discuss the interchangeability in end use of the two products, including a discussion of corrosion resistance, machinability, strength, etc., requirements by end use; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products and the extent to which pricing differences influence purchasing decisions. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer perceptions:

(f) Price:

PART III.-PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from James Fetzer (202-708-5403).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

_____ _____
Phone No. E-mail address

Section III-A.-PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from South Africa during January 2001-June 2004:

Product 1.--0.25" x 48.5 x 144.5 6061-T651 finished plate

Product 2.--0.375" x 48.5 x 144.5 6061-T651 finished plate

Product 3.--0.5" x 48.5 x 144.5 6061-T651 finished plate

Product 4.--0.75" x 48.5 x 144.5 6061-T651 finished plate.

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 III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from South Africa and sold by your firm to unrelated U.S. customers.

Product 1 Product 2 Product 3 Product 4

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2001:		
January-June		
April-June		
July-September		
October-December		
2002:		
January-June		
April-June		
July-September		
October-December		
2003:		
January-June		
April-June		
July-September		
October-December		
2004:		
January-June		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS

III-B-1. a) Please describe how your firm determines the prices that it charges for sales of certain aluminum plate (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.

b) Please include with your questionnaire response any copies of general price announcements sent to customers between January 1, 2001 and June 30, 2004 that include a notice of a change in price for certain aluminum plate.

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

III-B-3. What are your firm's typical sales terms for certain aluminum plate imported from South Africa (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its certain aluminum plate imported from South Africa in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

III-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) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) 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 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.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS

III-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) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) 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 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.

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain aluminum plate?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of certain aluminum plate that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's certain aluminum plate? If your answer differs with respect to source--i.e., South Africa vs. other sources, please so indicate.

- Northeast Mid-Atlantic Midwest Southeast
 Southwest Rocky Mountains West Coast Northwest
 National Other (describe) _____

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-10. Describe the end uses of the certain aluminum plate that you import from South Africa. For each end-use product, what percentage of the total cost is accounted for by certain aluminum plate?

<u>End use</u>	<u>Share of total cost accounted for by certain aluminum plate (percent)</u>
_____	_____
_____	_____
_____	_____

III-B-11. (a) Please list in order of importance any products that may be substituted for certain aluminum plate.

(1) _____ (2) _____ (3) _____

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

(c) Have changes in the prices of these products affected the price for certain aluminum plate?

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

III-B-12. How has the demand within the United States (and outside the United States if known) for certain aluminum plate changed since January 1, 2001? What principal factors affect changes in demand? If changes in demand differed during the period (e.g., demand increased in 2002 but decreased in 2003), please identify all periods in which demand changed, indicating whether demand increased, decreased, or stayed the same.

Increased Unchanged Decreased

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-13. Have there been any significant changes in the product range or marketing of certain aluminum plate since January 1, 2001?

- No Yes--Please describe.

III-B-14. Does your firm sell certain aluminum plate over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of certain aluminum plate in 2003 accounted for by internet sales.

III-B-15. Since January 1, 2001, have you placed customers on allocation, declined to accept new customers or declined to accept quantities requested in orders (in whole or in part)?

- No Yes--Please identify all instances, including the customer, the date, and the nature of the failure to supply (e.g., allocation).

III-B-16. Since January 1, 2001, have you been unable to meet timely shipping commitments for any customer?

- No Yes--Please identify all such customers and describe the circumstances.

III-B-17. Since January 1, 2001, have there been any periods of time in which you were not accepting orders for any certain aluminum plate product or products?

- No Yes--Please identify all such time periods and the specific aluminum plate product.

III-B-18. Please describe any price surcharges (e.g., surcharges for deliveries from depot stocks or for delivery with a shorter than normal lead time) that your firm charged on its sales of certain aluminum plate products at any time since 2001.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-19. Is certain aluminum 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 "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	South Africa	Russia	Other countries
United States				
South Africa				
Russia				
Other countries				

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

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-20. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between certain aluminum 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 "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.¹

Country-pair	United States	South Africa	Russia	Other countries
United States				
South Africa				
Russia				
Other countries				

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of certain aluminum plate, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for certain aluminum product imported from South Africa during January 2001-June 2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of certain aluminum plate from South Africa that each of these customers accounted for in 2003.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					