

PRODUCERS' 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 produced certain aluminum plate (6000 series) or nonheat treatable 1000, 3000, 4000, or 5000 series aluminum plate (as defined in the instruction booklet) 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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-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. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No (that is, I do not wish my position on the petition to be made public)

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 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>
_____	_____	_____
_____	_____	_____

I-6. 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>
_____	_____	_____
_____	_____	_____

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; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of certain aluminum plate since January 1, 2001?

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

II-3. Does your firm produce certain aluminum plate in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-4. Since January 1, 2001, has your firm imported certain aluminum plate (6000 series), or nonheat treatable 1000, 3000, 4000, or 5000 series aluminum plate?

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

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

II-5. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain aluminum plate?

No Yes--Name firm: _____

II-6. Does your firm produce other products on the same equipment and machinery used in the production of certain aluminum plate?

No Yes--List the following information for each production step/equipment, using additional pages as necessary.

Production step/equipment	Annual capacity for all products (short tons)	2003 production for all products (short tons)	Products manufactured and share of 2003 production each accounted for (in percent)	Basis for allocation of capacity (e.g., sales)

II-7. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-8. Does your firm produce other products using the same production and related workers employed to produce certain aluminum plate?

No Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Certain aluminum plate</u>	_____	_____	_____
_____	_____	_____	_____

II-9. Is your firm able to switch production between certain aluminum plate and other products in response to a relative change in the price of certain aluminum plate 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 certain aluminum plate.

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

II-10. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain aluminum plate in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) Please note question II-10 should contain your firm's data regarding **series 6000 aluminum plate**. If your firm also produces non-heat-treatable series 1000, 3000, 4000, or 5000 aluminum plate, please complete part V.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
AVERAGE PRODUCTION CAPACITY¹ <i>(quantity)</i>					
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
PRODUCTION <i>(quantity)</i>					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value</i> ² of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ² of transfers to related firms					
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>					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs <i>(1,000 hours)</i>					
WAGES PAID TO PRWs <i>(value)</i>					

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 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 2000, 2001, and 2002 below:

³ Identify your principal export markets: _____

⁴ **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-11. 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-12. Please identify the ranges of certain aluminum plate produced by your firm, as follows:
Range

Thickness (in inches) _____
 Width (in inches) _____
 Length (in inches) _____

II-13. Report your firm's U.S. shipments of certain aluminum plate produced in your U.S. establishment(s), by thickness, for calendar year 2003. Please note that data should reconcile with U.S. shipments reported in section II-10.

Thickness	(Quantity <i>(short tons)</i>)
≥ .250 inch < 1.000 inch	
≥ 1.000 inch < 2.000 inches	
≥ 2.000 inches	

II.14. 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-15. Are there any types of certain aluminum plate that U.S. manufacturers do not currently produce (or during the period of investigation did not produce), which must be imported into the U.S. market from South Africa? When considering "types" consider physical composition, method of manufacture, specification standards, 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(s) (including type and dimensions), their uses, and sources:

Not produced

Not produced in commercial quantities

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

II-16. **PURCHASES.**--Other than direct imports, has your firm otherwise purchased certain aluminum plate since January 1, 2001? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
SOUTH AFRICA:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
<p>¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.</p> <hr/> <hr/> <hr/>					
<p>² 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.</p> <hr/> <hr/> <hr/>					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432; charles.yost@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 internal profit/loss statements for the subject merchandise:
 Yes ___ Please submit copies.
 No ___ Please submit copies of statements prepared at the lowest level of operations cited above.
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 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. Please indicate whether, and how, that methodology has changed during January 2001-June 2004.

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

Product(s)	Share of sales
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on certain aluminum plate.--Report the revenue and related cost information requested below on the certain aluminum plate operations of your U.S. establishment(s).¹ 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 three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. Please note question III-6 should contain your firm's data regarding series 6000 aluminum plate. If your firm also produces nonheat treatable series 1000, 3000, 4000, or 5000 aluminum plate, please complete part V.

(Quantity in short tons, value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2003	2004
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials: Aluminum ingot					
Other raw materials					
Total raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
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 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.

PART III.--FINANCIAL INFORMATION--Continued

III-7. Asset values.--Report the total assets associated with the production, warehousing, and sale of certain aluminum plate. 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 reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right, and as of the end of the specified interim periods.

(Value in \$1,000)					
Value of	Fiscal years ended--			January-June	
	_____	_____	_____	2003	2004
Assets associated with the production, warehousing, and sale of product:					
1. Current assets:					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (Finished goods)					
D. Inventories (raw materials and work in process)					
E. Short-term investments					
F. Prepaid expenses					
G. Property held for resale					
H. Other (describe _____)					
I. Total current assets (lines 1.A. through 1.H.)					
2. Notes receivable					
3. Long-term investments					
4. Property, plant, and equipment					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
5. Goodwill					
6. Other (describe _____)					
7. Other (describe _____)					
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)					

PART III.--FINANCIAL INFORMATION--Continued

III-8. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on certain aluminum plate. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. Please note question III-7 should contain your firm's data regarding series 6000 aluminum plate. If your firm also produces nonheat treatable series 1000, 3000, 4000, or 5000 aluminum plate, please complete part V

(Value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2003	2004
Capital expenditures					
Research and development expenditures					

III-9. Since January 1, 2001, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain aluminum plate from South Africa?

No Yes--My firm has experienced actual negative effects as follows:

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds

Other (specify) _____

III-10. Does your firm anticipate any negative impact of imports of certain aluminum plate from South Africa?

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

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

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

Company contact: _____
Name and title

_____ _____
Phone No. E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products 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 IV.--PRICING AND RELATED INFORMATION--Continued

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

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced and sold by your firm.

Product 1 Product 2 Product 3 Product 4

(Quantity in short tons, value in dollars)		
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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-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.

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced certain aluminum plate (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic certain aluminum plate 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 certain aluminum plate 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	

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) 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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

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) 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.

IV-B-7. 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 certain aluminum plate?

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

IV-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.

IV-B-9. What is the geographic market area in the United States served by your firm's certain aluminum plate?

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

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

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

IV-B-10. Describe the end uses of the certain aluminum plate that you manufacture. 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>
_____	_____
_____	_____

IV-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?

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

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

IV-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

IV-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.

IV-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).

IV-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.

IV-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.

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

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

IV-B-19. Is certain aluminum plate produced in the United States and 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 "O" 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 IV.--PRICING AND RELATED INFORMATION--Continued

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

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for certain aluminum plate 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 shipments of certain aluminum plate 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					

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

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2001: Did your firm lose sales of certain aluminum plate to imports of these products from South Africa?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (short tons)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)

**PART V.—NONHEAT TREATABLE SERIES 1000, 3000, 4000, AND 5000 ALUMINUM PLATE—
TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Gail Burns (202-205-2501; e-mail gail.burns@usitc.gov). **Supply all data requested (except for financial data) on a calendar-year basis.**

V-1. Who should be contacted regarding the requested information?

Company contact: _____
 Name and title

 Phone No.

 E-mail address

V-2. Report the information requested on the following page for nonheat treatable series 1000, 3000, 4000, and 5000 aluminum plate produced in your U.S. establishment(s) during the specified periods. (See product definitions in the instruction booklet). In the space provided below, please indicate whether or not your firm was able to provide accurate figures, or estimates, for the data requested. If not, identify your problems in doing so and indicate the nature (and extent) of any inaccuracies.

V-3. Please report your firm's U.S. shipments (commercial shipments and internal consumption/company transfers) of nonheat treatable series 1000, 3000, 4000, and 5000 aluminum products produced in your U.S. establishment(s) during 2003, by series as follows:

Series	Quantity (short tons)	Value (\$1,000)
1000 plate		
3000 plate		
4000 plate		
5000 plate ($\geq .250$ in. thickness)		
5000 sheet (.248-.249 in. thickness)		

PART V.-NONHEAT TREATABLE SERIES 1000, 3000, 4000, AND 5000 ALUMINUM PLATE--TRADE AND RELATED INFORMATION--Continued

V-4.- NONHEAT TREATABLE ALUMINUM PLATE--Report the following data for 1000, 3000, 4000, and 5,000 series plate.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years, except as noted			January-June	
	2001	2002	2003	2003	2004
AVERAGE PRODUCTION CAPACITY (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value</i> ¹ of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ¹ of transfers to related firms					
EXPORT SHIPMENTS:²					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES³ (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
FINANCIAL INFORMATION:⁴					
Net sales:⁵					
<i>Quantity</i>					
<i>Value</i>					
Cost of goods sold (<i>value</i>)					
Gross profit or (loss) (<i>value</i>)					
Selling, general, and administrative expenses (<i>value</i>)					
Operating income or (loss) (<i>value</i>)					
Capital expenditures (<i>value</i>)					
R&D expenditures (<i>value</i>)					

¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value.

² Identify your principal export markets: _____

³ 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: _____

⁴ Report financial information on a fiscal-year basis (year ending _____).

⁵ Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.

PART V.-- NONHEAT-TREATABLE SERIES 1000, 3000, 4000, AND 5000 ALUMINUM PLATE--TRADE AND RELATED INFORMATION--Continued

V-5. **COMPARABILITY OF NONHEAT TREATABLE SERIES 1000, 3000, 4000, AND 5000 ALUMINUM PLATE AND CERTAIN ALUMINUM PLATE (SERIES 6000).**—Since January 1, 2001, has your firm produced nonheat treatable series 1000, 3000, 4000, and 5000 aluminum plate ?

No Yes--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 and producer perceptions:

(f) Price:

PART V.-NONHEAT TREATABLE SERIES 1000, 3000, 4000, AND 5000 ALUMINUM PLATE--TRADE AND RELATED INFORMATION--Continued

V-6.- NONHEAT TREATABLE ALUMINUM PLATE--Report the following data for 5000 series plate only.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years, except as noted			January-June	
	2001	2002	2003	2003	2004
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>					
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
PRODUCTION <i>(quantity)</i>					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value</i> ¹ of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ¹ of transfers to related firms					
EXPORT SHIPMENTS:²					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES³ <i>(quantity)</i>					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs <i>(1,000 hours)</i>					
WAGES PAID TO PRWs <i>(value)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					
FINANCIAL INFORMATION:⁴					
Net sales:⁵					
<i>Quantity</i>					
<i>Value</i>					
Cost of goods sold <i>(value)</i>					
Gross profit or (loss) <i>(value)</i>					
Selling, general, and administrative expenses <i>(value)</i>					
Operating income or (loss) <i>(value)</i>					
Capital expenditures <i>(value)</i>					
R&D expenditures <i>(value)</i>					
¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value. ² Identify your principal export markets: _____ ³ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ ⁴ Report financial information on a fiscal-year basis (year ending _____). ⁵ Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.					

PART V.-- NONHEAT TREATABLE SERIES 1000, 3000, 4000, AND 5000 ALUMINUM PLATE--TRADE AND RELATED INFORMATION--Continued

V-7. **COMPARABILITY OF NONHEAT TREATABLE SERIES 5000 ALUMINUM PLATE AND CERTAIN ALUMINUM PLATE (SERIES 6000).**—Since January 1, 2001, has your firm produced nonheat treatable series 5000 aluminum plate ?

No Yes--Please describe the differences and similarities between nonheat treatable series 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 V.-- NONHEAT TREATABLE SERIES 1000, 3000, 4000, AND 5000 ALUMINUM PLATE--TRADE AND RELATED INFORMATION--Continued

V-8. Did your firm produce series 5000 aluminum sheet (.248-.249 in. thickness) in your U.S. establishment(s) since January 1, 2001?

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

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

V-9. **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; (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 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 perceptions:

(f) Price:
