

IMPORTERS' QUESTIONNAIRE
CORROSION-RESISTANT CARBON STEEL PRODUCTS
FROM AUSTRALIA, CANADA, FRANCE, GERMANY, JAPAN, KOREA

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 2, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning certain carbon steel products from Australia, Belgium, Brazil, Canada, Finland, France, Germany, Japan, Korea, Mexico, Poland, Romania, Spain, Sweden, Taiwan, and the United Kingdom (inv. Nos. AA1921-197 (Second Review); 701-TA-319, 320, 325-328, 348, and 350 (Second Review); and 731-TA-573, 574, 576, 578, 582-587, 612, and 614-618 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported corrosion-resistant carbon steel flat products (as defined in the instruction booklet) since January 1, 2000 from any country?:

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

Email address

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 20 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. 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 into the United States or exporting to the United States corrosion-resistant carbon steel flat products from Australia, Canada, France, Germany, Japan, or Korea?

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 importing into the United States or exporting to the United States corrosion-resistant carbon steel flat products from countries **other than** Australia, Canada, France, Germany, Japan, or Korea?

No Yes--List the following information.

<u>Country/Firm name</u>	<u>Address</u>	<u>Affiliation</u>	<u>Product(s)</u>
_____	_____	_____	_____
_____	_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of corrosion-resistant steel?

No Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on corrosion-resistant steel. 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-8. If your firm is an importer of record of corrosion-resistant steel but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-9. Please indicate whether your firm enters corrosion-resistant steel into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes--list location(s):

Bonded warehouses No Yes--list location(s):

PART I.--GENERAL QUESTIONS--Continued

I-10. Please indicate whether your firm imports corrosion-resistant steel under the TIB (temporary importation under bond) program.

No Yes

I-11. In Parts 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 corrosion-resistant steel?

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

I-12. To your knowledge, have the products subject to these reviews been the subject of any other import relief investigations in the United States or in any other countries?

No Yes--Please specify.

I-13. Do free trade agreements such as NAFTA affect the character of your firm's operations?

No Yes--Please explain how and to what extent the character of your operations are affected by free trade agreements.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Elizabeth Haines (202-205-3200). **Supply all data requested on a calendar-year basis.**

Please indicate whether any of your answers apply to only a specific country of origin. The subject countries of origin for imports of corrosion-resistant flat products are Australia, Canada, France, Germany, Japan, and Korea. If you do not specify, it will be assumed that your answer applies to all types of carbon steel products imported by your firm from all of the subject countries. Please attach additional pages if necessary.

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

Company contact: _____
Name and title

Phone No.

E-mail address

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

II-2. Has your firm experienced any change in the character of its operations or organization relating to the importation of corrosion-resistant steel since January 1, 2000?

- Plant openings
- Relocations
- Expansions
- Acquisitions
- Consolidations
- Closures
- Prolonged shutdowns¹
- Other (please explain)
- Revised labor agreements²

¹ Reasons include strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization.

² Changes in wages, benefits, or work rules; or any other change in labor agreements.

Please supply details as to the time, nature, and significance of any such changes, and provide underlying assumptions, together with relevant portions of business plans, public corporate filings or other internal documentation, that address this issue in the space below.

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of corrosion-resistant carbon steel flat products 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.

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 importation of corrosion-resistant steel in the future if the countervailing duty and/or antidumping duty orders on corrosion-resistant steel from the subject countries were to be revoked? If your response differs for any country, please indicate.

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.

II-5. Has your firm imported or arranged for the importation of corrosion-resistant steel from the subject countries for delivery after June 30, 2006?

No Yes--Indicate when such orders are to be delivered and the quantities involved.

Country/ Period	<i>(Quantity in short tons)</i>					
	July-Sept. 2006	Oct.-Dec. 2006	Jan.-Mar. 2007	Apr.-June 2007	July-Sept. 2007	Oct.-Dec. 2007
Australia						
Canada						
France						
Germany						
Japan						
Korea						
All others ¹						

¹ Please specify country of origin_____.

II-6. If your firm also produces corrosion-resistant steel in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **CORROSION-RESISTANT FLAT PRODUCTS--IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of **corrosion-resistant flat products** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Australia, Canada, France, Germany, Japan, and Korea, and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Country: _____ All other sources combined¹

(Quantity in short tons, value in \$1,000)						
Item	2000	2001	2002	2003	2004	2005
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>Value</i> ³ 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 AUTOMOTIVE END USERS (<i>quantity</i>)						
U.S. SHIPMENTS TO CONSTRUCTION END USERS (<i>quantity</i>)						
U.S. SHIPMENTS TO OTHER END USERS (<i>quantity</i>)						
U.S. SHIPMENTS TO STEEL SERVICE CENTERS AND DISTRIBUTORS (<i>quantity</i>)						
¹ Please identify these sources: _____ _____						
² Please 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 2000-05 below: _____ _____						
⁴ Identify your principal export markets: _____ _____						
⁵ Reconciliation of data. --Please 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____						

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

II-7b. **CORROSION-RESISTANT FLAT PRODUCTS--IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of **corrosion-resistant flat products** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Australia, Canada, France, Germany, Japan, and Korea and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Country: _____ All other sources combined¹

(Quantity in short tons, value in \$1,000)		
Item	January-June 2005	January-June 2006
BEGINNING-OF-PERIOD INVENTORIES (quantity)		
IMPORTS:²		
Quantity of imports		
Value of imports		
U.S. SHIPMENTS:		
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 INVENTORIES⁵ (quantity)		
U.S. SHIPMENTS TO AUTOMOTIVE END USERS (quantity)		
U.S. SHIPMENTS TO CONSTRUCTION END USERS (quantity)		
U.S. SHIPMENTS TO OTHER END USERS (quantity)		
U.S. SHIPMENTS TO STEEL SERVICE CENTERS AND DISTRIBUTORS (quantity)		
¹ Please identify these sources: _____ _____		
² Please 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 January-June 2005 and 2006 below: _____ _____		
⁴ Identify your principal export markets: _____ _____		
⁵ Reconciliation of data.--Please 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____		

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

II-8. COMPARABILITY OF MICRO-ALLOY STEEL AND OTHER CORROSION-RESISTANT STEEL.

Please describe the differences and similarities between **micro-alloy steel** and **other corrosion-resistant steel** 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) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (d) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (e) **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) Channels of distribution:

(d) Customer and producer perceptions:

(e) Price:

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

II-9a. **MICRO-ALLOY STEEL--IMPORTS BY SOURCE.**--Report your firm's imports and your firm's inventories of **micro-alloy corrosion resistant steel** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Australia, Canada, France, Germany, Japan, and Korea and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Country (specify) _____ All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2000	2001	2002	2003	2004	2005
IMPORTS:²						
<i>Quantity</i> of imports						
<i>Value</i> of imports						
END-OF-PERIOD INVENTORIES (<i>quantity</i>)						
¹ Please identify these sources: _____						
² Please identify the foreign producers, if known: _____						

II-9b. **MICRO-ALLOY STEEL--IMPORTS BY SOURCE.**--Report your firm's imports and your firm's inventories of **micro-alloy corrosion-resistant steel** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Australia, Canada, France, Germany, Japan, and Korea and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Country (specify) _____ All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	January-June 2005	January-June 2006
IMPORTS:²		
<i>Quantity</i> of imports		
<i>Value</i> of imports		
END-OF-PERIOD INVENTORIES (<i>quantity</i>)		
¹ Please identify these sources: _____		
² Please identify the foreign producers, if known: _____		

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

II-10. Please report your firm's U.S. imports of the specified corrosion-resistant carbon steel products.

Country (specify) _____ All other sources combined¹

Type of sale	2005	Jan.-June 2005	Jan.-June 2006
<i>(Quantity in short tons)</i>			
Pre-painted by your supplier			
Toll painted			
Sold unpainted			
¹ Please identify these sources: _____			

II-11. Please report your firm's U.S. imports of the specified steel products. **Report separately for Australia, Canada, France, Germany, Japan, and Korea and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Country (specify) _____ All other sources combined¹

Type of sale	2005	Jan.-June 2005	Jan.-June 2006
<i>(Quantity in short tons)</i>			
Exposed (Automotive)			
Unexposed (Automotive)			
Other			
¹ Please identify these sources: _____			

II-12. Please report your firm's U.S. imports of the specified steel products. **Report separately for Australia, Canada, France, Germany, Japan, and Korea and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Country (specify) _____ All other sources combined¹

Type of sale	2005	Jan.-June 2005	Jan.-June 2006
<i>(Quantity in short tons)</i>			
Galvanized			
Galvannealed			
Other			
¹ Please identify these sources: _____			

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

II-13. Describe the significance of the existing countervailing duty and/or antidumping duty orders covering imports of corrosion-resistant steel from subject countries in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

II-14. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of corrosion-resistant steel in the future if the countervailing duty and/or antidumping duty orders on corrosion-resistant steel from the subject countries were to be revoked?

No

Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

PART IV.-CORROSION-RESISTANT STEEL PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Kelly Clark (202-205-3166).

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 shipments of the following products imported from Australia, Canada, France, Germany, Japan, and Korea and sold in the U.S. market during January 2000-June 2006. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

Product 1: Hot-dipped galvanized carbon steel sheet, in coils, ASTM A-653, DQSK, minimum spangle, G-40 to G-60 coating weight (Z120 to Z180 in metric coating weight), 40" to 70" in width, 0.018" to under 0.020" in thickness.

Product 2: Aluminum-zinc alloy coated carbon steel sheet, in coils, hot dipped, structural quality, ASTM A-792, Grade 50, AZ50, 40" to 49" in width, 0.019" to 0.0219" in thickness. This product has a coating of 55 percent aluminum, 43.5 percent zinc, and 1.5 percent silicon, and has a variety of product names worldwide including "Galvalume," Zinalume," "Aluzink," "Zinkalit," and "Zalutite."

Product 3: Aluminized or aluminum coated carbon steel sheet, in coils, ASTM A-463, Type 1, CS Type B, T-140 coating, 40" to 50" in width, 0.044" through 0.052" in thickness. This product is hot-dipped, with an aluminum-silicon coating consisting of 5 to 11 percent silicon, and the balance aluminum.

Product 4: Hot-dipped galvanized carbon steel sheet, in coils, ASTM A-653, Structural Quality, Grade 80, <G60, regular or minimum spangle, not annealed, 40" to 70" in width, 0.018" to under 0.020" in thickness.

Product 5: Hot-dipped Zn-Iron (galvannealed) carbon steel sheet, in coils, ASTM A-653, A-50 or lower coating weight, forming steel (DQSK), 40" to 70" in width, 0.022" to under 0.044" in thickness.

Product 6: Electrolytically zinc coated carbon steel sheet, in coils, ASTM A-879, 50-90 grams/square meter per side coating, without organic coating, forming steel, 40" to under 60" in width, 0.022" to under 0.044" in thickness.

Product 7: Hot-dipped Zn-Iron (galvannealed) carbon steel sheet, in coils, coating weight 45A-45A, 24" to under 40", 0.060" to under 0.085" in thickness.

Product 8: Hot-dipped galvanized carbon steel sheet, in coils, bake hardenable, 40" to 70" in width, 0.020" to 0.035" in thickness, coating weight 60G-60G.

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products imported and sold by your firm. Indicate in the space provided at the top of the page the product for which pricing is reported. Report separately for contact sales and for non-contract sales. Report separately for each of the subject countries for which your firm imported corrosion-resistant steel. Indicate in the space provided the country of origin of the corrosion-resistant steel for which you are reporting price data and photocopy that page as necessary.

PART IV.-CORROSION-RESISTANT STEEL PRICING AND MARKET FACTORS--Continued

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

Product 1 Product 2 Product 3 Product 4 Country: _____
 Product 5 Product 6 Product 7 Product 8 Contract sales Non-contract sales

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value ¹
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
January-March		
April-June		

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.
 Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: _____

PART IV.--CORROSION-RESISTANT STEEL PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

If your answers to questions in this section differ by customer type, please answer separately for each customer type and clearly indicate the customer type to which the answer refers.

IV-B-1. Please describe how your firm determines the prices that it charges for sales of **corrosion-resistant steel** (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.

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

(b) Does your firm offer just-in-time or similar inventory services for **corrosion-resistant steel** customers located in the United States? If yes, please discuss below.

(c) Does your firm offer financing to customers of **corrosion-resistant steel** located in the United States? If yes, please discuss below.

IV-B-3. What are your firm's typical sales terms for its imported **corrosion-resistant steel** (e.g., 2/10 net 30 days)? _____ On what basis are your prices of imported **corrosion-resistant steel** usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what share of your firm's sales of its imported **corrosion-resistant steel** in 2005 were on a (1) long-term contract basis (multiple deliveries for 12 months or more), (2) short-term contract basis (multiple deliveries for less than 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.--CORROSION-RESISTANT STEEL PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-5. If you sell **corrosion-resistant steel** 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? _____

IV-B-6. If you sell **corrosion-resistant steel** 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? _____

IV-B-7. If you sell **corrosion-resistant steel** on a long-term contract basis, did you impose any surcharges or other price increases during the pendency of the contract? If so, please identify the amounts of the surcharge or price increase, the period of time during which it was effective, and the reason for the surcharge or price increase.

IV-B-8. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your imported **corrosion-resistant steel**?

Source	Share of 2005 sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-B-9. (a) What is the approximate percentage of the total delivered cost of **corrosion-resistant steel** 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.

PART IV.--CORROSION-RESISTANT STEEL PRICING AND MARKET FACTORS--Continued

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

IV-B-10. What is the geographic market area in the United States served by your firm's **corrosion-resistant steel**?

- Northeast Midwest Central Southwest Southeast
 Mountains Pacific Coast Contiguous U.S. Other (listed below)
-

IV-B-11. Describe the three most common end uses of the **corrosion-resistant steel** that you import. For each end-use product, what percentage of the total cost is accounted for by **corrosion-resistant steel**?

<u>End use</u>	<u>Share of total cost accounted for by corrosion-resistant steel (percent)</u>
_____	_____
_____	_____
_____	_____

IV-B-12. Have there been any changes in the end uses of **corrosion-resistant steel** since 2000?

- No Yes--Please describe.
-
-

IV-B-13. Do you anticipate any changes in terms of the end uses of **corrosion-resistant steel** 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.
-
-

IV-B-14. (a) Please list in order of importance any products that may be substituted for **corrosion-resistant steel**.

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

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

PART IV.--CORROSION-RESISTANT STEEL PRICING AND MARKET FACTORS--Continued

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

(c) Have changes in the prices of these products affected the price for **corrosion-resistant steel**?

- No Yes--To what degree do changes in their prices affect the price for **corrosion-resistant steel**? 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 **corrosion-resistant steel** or final end use?
-
-

IV-B-15. Have there been any changes in the number or types of products that can be substituted for **corrosion-resistant steel** since 2000?

- No Yes--Please explain.
-
-

IV-B-16. Do you anticipate any changes in terms of the substitutability of other products for **corrosion-resistant steel** 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.
-
-

IV-B-17. To what extent have changes in the prices of raw materials affected your firm's selling prices for **corrosion-resistant steel** since 2000? Also discuss 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.

IV-B-18. 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 **corrosion-resistant steel** in the U.S. market since 2000?

- 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.--CORROSION-RESISTANT STEEL PRICING AND MARKET FACTORS--Continued

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

IV-B-19. Has your firm refused, declined, or been unable to supply **corrosion-resistant steel** since 2000? (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, being unable 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.

IV-B-20. (a) Do you anticipate any changes in terms of the availability of **corrosion-resistant steel** 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.

IV-B-21. Has the availability of NONSUBJECT imported **corrosion-resistant steel** changed since 2000?

- No Yes--Please explain.

IV-B-22. Describe how easily your firm can shift its sales of **corrosion-resistant steel** 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 **corrosion-resistant steel** 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.

PART IV.--CORROSION-RESISTANT STEEL PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS

IV-B-23. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of **corrosion-resistant steel** since 2000?

No Yes--Please describe and quantify if possible.

IV-B-24. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of **corrosion-resistant steel** 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.

IV-B-25. (a) Is the **corrosion-resistant steel** market subject to business cycles or conditions of competition distinctive to **corrosion-resistant steel**?

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

(b) Has the emergence of new markets for **corrosion-resistant steel** affected the business cycle or conditions of competition distinctive to **corrosion-resistant steel**?

No Yes--Please explain any such changes.

IV-B-26. (a) How has demand within the United States for **corrosion-resistant steel** changed since 2000 (including the effects from any weather-related events)?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

PART IV.--CORROSION-RESISTANT STEEL PRICING AND MARKET FACTORS--Continued

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

(b) How has demand outside the United States, if known, for **corrosion-resistant steel** changed since 2000?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

IV-B-27. Do you anticipate any future changes in **corrosion-resistant steel** 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.

IV-B-28. Please compare market prices of **corrosion-resistant steel** in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-B-29. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss **corrosion-resistant steel** supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Australia, Canada, France, Germany, Japan, and Korea, and (3) the world as a whole. Of particular interest is such data from 2000 to the present and forecasts for the future.

PART IV.--CORROSION-RESISTANT STEEL PRICING AND MARKET FACTORS--Continued

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

IV-B-30. Are your exports of **corrosion-resistant steel** 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 2000, or that are expected to occur in the future.

IV-B-31. Does your firm sell **corrosion-resistant steel** over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total sales of **corrosion-resistant steel** in 2005 accounted for by internet sales.

PART IV.--CORROSION-RESISTANT STEEL PRICING AND MARKET FACTORS--Continued

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

IV-B-32. Is corrosion-resistant steel produced in the United States and in other countries used interchangeably (i.e., can it physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. ¹								
Country-pair	United States	Australia	Canada	France	Germany	Japan	Korea	Other countries
United States								
Australia								
Canada								
France								
Germany								
Japan								
Korea								
¹ For any country-pair producing corrosion-resistant steel that is <i>sometimes</i> or <i>never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>								

PART IV. --CORROSION-RESISTANT STEEL 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 **corrosion-resistant steel** 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	Australia	Canada	France	Germany	Japan	Korea	Other countries
United States								
Australia								
Canada								
France								
Germany								
Japan								
Korea								

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