

PURCHASERS' QUESTIONNAIRE

Corrosion-Resistant Carbon Steel Flat Products from Australia, Canada, France, Germany, Japan, and Korea

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 602-K
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)). Further information on this questionnaire can be obtained from Kelly Clark (202-205-3166 or kelly.clark@usitc.gov).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm purchased corrosion-resistant carbon steel flat products (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2000?

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 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

E-mail

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-1. 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-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 corrosion-resistant carbon steel flat products from Australia, Canada, France, Germany, Japan, or Korea into the United States or which are engaged in exporting corrosion-resistant carbon steel flat products from Australia, Canada, France, Germany, Japan, or Korea 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 corrosion-resistant carbon steel flat products?

No Yes--List the following information.

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

I-6. In Part III of this questionnaire we request copies of your company's business plan. Does your company have a business plan?

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

PART II.--PURCHASES

II-1. (a) Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of corrosion-resistant carbon (i.e. non-alloy) steel flat products.

| <i>(Quantity in short tons, value in \$1,000)</i> | | | | | | | | |
|--|----------------|------|------|------|------|------|----------|------|
| Item | Calendar years | | | | | | Jan-June | |
| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2005 | 2006 |
| PURCHASES FROM U.S. PRODUCERS: | | | | | | | | |
| <i>Quantity</i> | | | | | | | | |
| <i>Value</i> | | | | | | | | |
| PURCHASES FROM AUSTRALIA: | | | | | | | | |
| <i>Quantity</i> | | | | | | | | |
| <i>Value</i> | | | | | | | | |
| PURCHASES FROM CANADA: | | | | | | | | |
| <i>Quantity</i> | | | | | | | | |
| <i>Value</i> | | | | | | | | |
| PURCHASES FROM FRANCE: | | | | | | | | |
| <i>Quantity</i> | | | | | | | | |
| <i>Value</i> | | | | | | | | |
| PURCHASES FROM GERMANY: | | | | | | | | |
| <i>Quantity</i> | | | | | | | | |
| <i>Value</i> | | | | | | | | |
| PURCHASES FROM JAPAN: | | | | | | | | |
| <i>Quantity</i> | | | | | | | | |
| <i>Value</i> | | | | | | | | |
| PURCHASES FROM KOREA: | | | | | | | | |
| <i>Quantity</i> | | | | | | | | |
| <i>Value</i> | | | | | | | | |
| PURCHASES FROM ALL OTHER COUNTRIES:¹ | | | | | | | | |
| <i>Quantity</i> | | | | | | | | |
| <i>Value</i> | | | | | | | | |
| ¹ Please identify these countries: _____ | | | | | | | | |

II-1. (b) Does your firm purchase pre-painted corrosion-resistant carbon steel flat products?
 No Yes—Please indicate below what share of your firm's total purchases of corrosion-resistant carbon steel flat products in 2005 was accounted for by purchases of pre-painted products.

PART II.--PURCHASES--Continued

II-2. If the relative levels of your firm's purchases of corrosion-resistant carbon steel flat products from different country sources (both domestic and foreign) have changed since the countervailing/antidumping duty orders under review became effective (see instruction booklet, page 2, "Background"), please explain the reason(s), noting the country of origin of the product in your response.

II-3. (a) Did your firm purchase corrosion-resistant carbon steel flat products from Australia, Canada, France, Germany, Japan, or Korea before the years that the countervailing/antidumping duty orders under review became effective?

No--Skip to (c) Yes

(b) If yes, has your pattern of purchasing corrosion-resistant carbon steel flat products from Australia, Canada, France, Germany, Japan, or Korea changed since the years the orders under review became effective? (Indicate whether your answer differs depending on the country of origin).

No, our pattern of purchasing is essentially unchanged.

Yes, we discontinued purchases from Australia, Canada, France, Germany, Japan, or Korea because of the order(s).

Yes, we reduced purchases from Australia, Canada, France, Germany, Japan, or Korea because of the order(s).

Yes, but we changed the pattern of purchases from Australia, Canada, France, Germany, Japan, or Korea for reasons other than the order(s) (please explain below).

(c) Has your pattern of purchasing corrosion-resistant carbon steel flat products from nonsubject foreign sources changed since the years the orders under review became effective (please check all that apply).

We did not purchase from nonsubject foreign sources before or after the order(s).

No, our pattern of purchasing is essentially unchanged.

Yes, we increased purchases from nonsubject countries because of the order(s).

Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of corrosion-resistant carbon steel flat products (check all that apply, noting the specific end uses if known)?

- Automotive End User (_____)
- Other End User (_____)
- Distributor (_____)
- Other (_____)

III-2. If your firm is a distributor or reseller of corrosion-resistant carbon steel flat products, what are the major types of consumers to which you sell corrosion-resistant carbon steel flat products?

III-3. If your firm is an end user of corrosion-resistant carbon steel flat products, list in order of quantity of corrosion-resistant carbon steel flat products consumed, the top 3 products for which your firm purchases corrosion-resistant carbon steel flat products as a component part or material input. Please indicate what percentage of the total cost is accounted for by corrosion-resistant carbon steel flat products.

| <u>Product you produce</u> | <u>Percent of cost accounted for by corrosion-resistant carbon steel flat products</u> |
|----------------------------|--|
| 1. _____ | 1. _____ |
| 2. _____ | 2. _____ |
| 3. _____ | 3. _____ |

III-4. If your firm is an end user of corrosion-resistant carbon steel flat products, has the demand for your firm's final products incorporating corrosion-resistant carbon steel flat products changed since 2000?

- No
- Yes--Please indicate the direction of change and identify the major factors that have contributed to this change and describe the ways in which any changes in demand for your firm's final products have affected your firm's purchases.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-5. Have there been any changes in the end uses of corrosion-resistant carbon steel flat products since 2000?

No Yes--Discuss the changes, noting the time period in which they occurred.

III-6. Do you anticipate any changes in terms of the end uses of corrosion-resistant carbon steel flat products 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.

III-7. (a) Please list in order of importance any products that may be substituted for corrosion-resistant carbon steel flat products.

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

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

(c) Have prices for these substitute products increased, decreased, or remained the same relative to those for corrosion-resistant carbon steel flat products? Have changes in these relative prices caused your firm to shift purchases from corrosion-resistant carbon steel flat products to the substitute products or vice versa?

III-8. Have there been any changes in the number or type of products that can be substituted for corrosion-resistant carbon steel flat products since 2000?

No Yes--Please explain.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-9. Do you anticipate any changes in terms of the substitutability of other products for corrosion-resistant carbon steel flat products 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.

III-10. How has demand within the United States for corrosion-resistant carbon steel flat products changed since January 1, 2000 (including the effects from any weather-related events)?

- Increased Unchanged Decreased
 Other (describe) _____

What were the principal factors affecting demand?

III-11. How has demand outside the United States for corrosion-resistant carbon steel flat products changed since 2000?

- Increased Unchanged Decreased
 Other (describe) _____

What were the principal factors affecting demand?

III-12. Do you anticipate any future changes in corrosion-resistant carbon steel flat products 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.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-13. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss corrosion-resistant carbon steel flat products demand and/or factors affecting corrosion-resistant carbon steel flat products demand in the (1) United States, (2) each of the 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 on an annual basis from 2000 to the present and forecasts of these demand data.

III-14. Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, energy, or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced corrosion-resistant carbon steel in the U.S. market since 2000?

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

III-15. Have any suppliers (U.S. or foreign) refused, declined, or been unable to supply corrosion-resistant steel since 2000? (Examples include being placed on allocation or "controlled order entry," suppliers declining to accept new customers or to 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) and duration, country of origin, and supplier involved; amount and type of product involved; and the effect on your operations (including whether your firm was able to obtain corrosion-resistant steel from another firm).

III-16. Is buying a product that is produced in the United States an important factor in your firm's purchases of corrosion-resistant carbon steel flat products (please check ALL that apply)?

No

Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of corrosion-resistant carbon steel flat products.

Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of corrosion-resistant carbon steel flat products.

Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of corrosion-resistant carbon steel flat products.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-17. (a) Is the corrosion-resistant carbon steel flat products market subject to business cycles or conditions of competition distinctive to corrosion-resistant carbon steel flat products?

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

(b) Has the emergence of new markets for corrosion-resistant carbon steel flat products since 2000 affected the business cycles or conditions of competition distinctive to corrosion-resistant carbon steel flat products?

No Yes--Please explain any such changes.

III-18. Who are your major competitors?

III-19. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving corrosion-resistant carbon steel flat products based on the producer of the corrosion-resistant carbon steel flat products you purchase?

Your firm: Always Usually Sometimes Rarely or never
Your customers: Always Usually Sometimes Rarely or never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-20. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving corrosion-resistant carbon steel flat products based on the country of origin of the corrosion-resistant carbon steel flat products you purchase?

Your firm: Always Usually Sometimes Rarely or never

Your customers: Always Usually Sometimes Rarely or never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

III-21. (a) How frequently do you make purchases?

Daily Weekly Monthly Quarterly Annually

Other (specify) _____)

(b) Do you expect this purchasing pattern to change in the next two years?

No Yes--How and why do you expect these changes to occur?

(c) Do you purchase larger volumes of corrosion-resistant carbon steel flat products during certain seasons or at certain points in the year, or is the quantity purchased by your firm consistent throughout the year?

III-22. How many suppliers do you generally contact before making a purchase?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-23. (a) Do purchases of corrosion-resistant carbon steel flat products usually involve negotiations between supplier and purchaser?

- No Yes--Please describe these negotiations. In your response, please comment on whether purchasers of corrosion-resistant carbon steel flat products generally quote competing prices, whether from domestic or foreign companies, to their suppliers as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No Yes--Specify the time period.

III-24. Have you changed suppliers since 2000?

- No Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-25. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2000?

- No Yes--Please identify the firms (including their country/location) and indicate how you become aware of them.

(b) Have you purchased from any of these new suppliers?

- No Yes--Please identify the firms, when you began purchasing from them, and whether they are large suppliers in the market.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

(c) Do you expect new corrosion-resistant carbon steel flat products suppliers to enter the market in the future?

- No Yes--Please provide details, noting the specific future time period in your response.

III-26. (a) Do you require your suppliers to become certified or pre-qualified with respect to the quality, chemistry, strength, or other performance characteristics of corrosion-resistant carbon steel flat products they sell to your firm?

- No Yes--Approximately _____ percent of your firm's total 2005 purchases of corrosion-resistant carbon steel flat products required some form of certification or pre-qualification.

(b) Please provide a general description of the certification or qualification process and the time required.

(c) Briefly describe the factors that are considered when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier.

(d) Since 2000, have any domestic or foreign producers ever failed in their attempts to qualify their corrosion-resistant carbon steel flat products with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the qualification process.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-27. For the factors listed below, please rate each in terms of its importance in your purchase decision for corrosion-resistant carbon steel flat products.

| | VERY IMPORTANT | SOMEWHAT IMPORTANT | NOT IMPORTANT |
|---|---------------------------|-------------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Contract with supplier | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Finish/appearance | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum qty requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price (including surcharges) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Proximity of supplier | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Qualification for certain applications .. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Traditional supplier | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-28. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase corrosion-resistant carbon steel flat products for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).

- 1. _____
- 2. _____
- 3. _____

III-29. What characteristics does your firm consider when determining the quality of corrosion-resistant carbon steel flat products?

III-30. (a) Are U.S.-inland transportation costs a major factor in your firm's consideration of which suppliers to source its corrosion-resistant carbon steel flat products requirements?

No Yes

(b) Of the total cost of the corrosion-resistant carbon steel flat products that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?

Source _____ percent

Source _____ percent

Source _____ percent

III-31. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of corrosion-resistant carbon steel flat products influenced the U.S. wholesale market price of corrosion-resistant carbon steel flat products since 2000?

No Yes--Please identify any such firm(s) and note the time period when the firm influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-32. (a) How frequently does the price of the corrosion-resistant carbon steel flat products you are purchasing change?

- Daily
- Weekly
- Monthly
- Quarterly
- Annually
- Other (specify) _____

(b) What are the main factors that cause price changes?

III-33. Does your firm purchase corrosion-resistant carbon steel flat products over the internet?

- No
- Yes--Please describe, noting the estimated percentage of your firm's total purchases of corrosion-resistant carbon steel flat products in 2005 accounted for by internet purchases.

III-34. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. corrosion-resistant carbon steel flat products industry since 2000 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. corrosion-resistant carbon steel flat products industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-35. What do you think will be the likely effects of any revocation of the countervailing/antidumping duty orders for imports of corrosion-resistant carbon steel flat products from Australia, Canada, France, Germany, Japan, and Korea? As appropriate, please discuss any potential effects of revocation of the countervailing/antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. If your answer varies by country, please specify. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

IV-1. Please indicate the countries of origin for corrosion-resistant carbon steel flat products for which your firm has actual marketing/pricing knowledge.

United States

Australia Canada France Germany Japan Korea

Other countries (specify) _____

IV-2. (a) Do the specifications of corrosion-resistant carbon steel flat products vary depending on the end-use application?

No Yes--Please list the specifications of the material for each end-use application. If the specifications vary based on the supplier, please list the product specifications for each supplier, noting the country of origin in your response.

(b) Are imported and domestically produced corrosion-resistant carbon steel flat products used in the same applications? Please answer for all country combinations you are familiar with (as indicated in your response to question IV-1).

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-3. Is corrosion-resistant carbon steel flat products 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 *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 | Australia | Canada | France | Germany | Japan | Korea | Other countries |
|---------------|---------------|-----------|--------|--------|---------|-------|-------|-----------------|
| United States | | | | | | | | |
| Australia | | | | | | | | |
| Canada | | | | | | | | |
| France | | | | | | | | |
| Germany | | | | | | | | |
| Japan | | | | | | | | |
| Korea | | | | | | | | |

¹ For any country-pair producing corrosion-resistant carbon steel flat products that is *sometimes* or *never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-4. Do you or your customers ever specifically order corrosion-resistant carbon steel flat products from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why corrosion-resistant carbon steel flat products from these countries are preferred over product from other countries (please note the specific product in your response).

IV-5. Are certain grades/types/sizes of corrosion-resistant carbon steel flat products available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the grade/type/size.

IV-6. How often does your firm purchase corrosion-resistant carbon steel flat products that are offered at the lowest price?

- Always Usually Sometimes Rarely or never

IV-7. If you purchased corrosion-resistant carbon steel flat products from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-8. For the factors listed below, please rate how corrosion-resistant carbon steel flat products produced in each country you identified in your response to question IV-1 compares with corrosion-resistant carbon steel flat products produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

| | | | |
|--|--------------------------|--------------------------|--------------------------|
| _____ | compared to | _____ | |
| (specify country) | | (specify country) | |
| | SUPERIOR | COMPARABLE | INFERIOR |
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Contract with supplier | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Finish/appearance | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Lower price ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum qty requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Proximity of supplier | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Qualification for certain applications | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Traditional supplier | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Lower U.S. transportation costs ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

¹ A rating of "superior" on price and U.S. transportation costs indicates that the first country has lower prices/costs than the second country.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-9. (a) How often do domestically produced corrosion-resistant carbon steel flat products meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(b) How often do imported subject corrosion-resistant carbon steel flat products meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(c) How often do imported nonsubject corrosion-resistant carbon steel flat products meet minimum quality specifications for your uses or your customers' uses?

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

IV-10. Please compare market prices of corrosion-resistant carbon steel flat products in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-11. (a) Since 2000, has there been a change in the price of corrosion-resistant carbon steel flat products? If so, has the price of U.S.-produced corrosion-resistant carbon steel flat products changed more or less than the price of imported corrosion-resistant carbon steel flat products from the subject countries?

- No change in price.
- Prices have changed by the same amount.
- Price of U.S.-produced corrosion-resistant carbon steel flat products has changed relative to the price of corrosion-resistant carbon steel flat products from the subject countries. Please explain in part (b).

(b) If the price of U.S.-produced corrosion-resistant carbon steel flat products has changed relative to the price of corrosion-resistant carbon steel flat products from the subject countries, the price of U.S.-produced corrosion-resistant carbon steel flat products is now relatively

- Higher Lower than the price of the product from _____.
- Higher Lower than the price of the product from _____.
- Higher Lower than the price of the product from _____.
- Higher Lower than the price of the product from _____.

PART VI.-MICROALLOY CORROSION-RESISTANT CARBON STEEL FLAT PRODUCTS

VI-1. **COMPARABILITY OF MICROALLOY CORROSION-RESISTANT CARBON STEEL FLAT PRODUCTS AND OTHER CORROSION-RESISTANT CARBON STEEL FLAT PRODUCTS** - Since January 1, 2000, has your firm purchased or imported microalloy corrosion-resistant carbon steel flat products?

No Yes

Please describe the differences and similarities between **microalloy corrosion-resistant carbon steel flat products** and **other corrosion-resistant carbon steel flat products** with respect to the factors listed below. Use additional pages as necessary.

(a) Physical characteristics and uses (describe the differences and similarities in the physical characteristics and uses):

(b) Interchangeability (discuss the interchangeability in end uses of the 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 products, such as sales/marketing practices):

(e) Price (provide a discussion and specific examples of prices for the products):

PART VI.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased corrosion-resistant carbon steel flat products since January 1, 2000 and the approximate percentage of your corrosion-resistant carbon steel flat products purchases each accounted for in 2005.

| No. | Firm name | Percentage of purchases (based on quantity) |
|------------|------------------|--|
| 1 | | |
| 2 | | |
| 3 | | |
| 4 | | |
| 5 | | |
| 6 | | |
| 7 | | |
| 8 | | |
| 9 | | |
| 10 | | |