

**PRODUCERS' 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 produced corrosion-resistant carbon steel flat products since January 1, 2000 (as defined in the instruction booklet)?:

- 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 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 pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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I-3. Do you support or oppose continuation of the countervailing duty and antidumping duty orders currently in place for certain carbon steel products from the subject countries? Please indicate.

<b>Corrosion-resistant steel</b>			
<b>Countries</b>	<b>Support</b>	<b>Oppose</b>	<b>No position</b>
Australia			
Canada			
France			
Germany			
Japan			
Korea			

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

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>
_____	_____	_____
_____	_____	_____

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 steel from Australia, Canada, France, Germany, Japan, or Korea?

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 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>
_____	_____	_____
_____	_____	_____

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

I-7. 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-8. If you answered "yes" to Question I-4, I-5, I-6, or I-7, please indicate whether the affiliation affects, or will affect, the character of your firm's operations relating to the production of corrosion-resistant.

No  Yes--Please indicate which affiliation identified in any of those questions affects your operations. Also, for each affiliation that affects, or will affect, the character of your firm's operations, please discuss how and to what extent your operations are, or will be, affected (e.g., coordination of production and/or supply in terms of volume and/or price). Please provide relevant documentation demonstrating how and to what extent the character of your operations are, or will be, affected.

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I-9. 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.

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I-10. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for corrosion-resistant steel?

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

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

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

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II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production 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.

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II-5. Has your firm added capacity to produce corrosion-resistant, announced plans to add corrosion-resistant capacity, or made other corrosion-resistant-specific investments to improve your operations since 2000?

- No
- Yes--Provide any analyses or projections prepared in connection with your investment plans that relate to the market for corrosion-resistant in the United States or that project ROI levels for the investments.

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II-6. Has your firm since January 1, 2000 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of corrosion-resistant steel and/or using the same production and related workers employed to produce corrosion-resistant steel?

- No
- Yes--List the following information.

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

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

II-7. **Corrosion-resistant steel.**--Please report your firm's production capability (capacity) and actual production of corrosion-resistant steel in your establishment(s).

Item	Calendar year 2005	Jan.-June 2005	Jan.-June 2006
Average production capacity for all subject and nonsubject corrosion-resistant steel (short tons) (Excludeterne, tin, tin-free steel, and chromium)			
Production of subject electrolytic galvanized corrosion-resistant steel (short tons)			
Production of subject hot-dip galvanized corrosion resistant steel (including galvanized) (short tons)			
Production of other subject corrosion-resistant steel (aluminized, zinc-aluminum, electrolytic coatings other than zinc, etc.) (short tons)			
Production of specifically excluded corrosion-resistant steel (see Instructions, pp. 10-21) (short tons)			
Production of micro-alloy corrosion resistant steel (short tons)			
Production of other nonsubject alloy and stainless steel corrosion resistant steel (short tons)			
Total production of corrosion resistant steel			

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

II-8. Please describe the constraint(s) that set the limit(s) on your production capacity for corrosion-resistant steel.

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II-9. Is your firm able to switch production between corrosion-resistant steel and other products in response to a relative change in the price of corrosion-resistant steel 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 corrosion-resistant steel.

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

II-10a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of corrosion-resistant steel in your U.S. establishment(s) during the specified periods.

<b>(Quantity in short tons, value in \$1,000)</b>						
<b>Item</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup> (quantity)</b>						
<b>BEGINNING-OF-PERIOD INVENTORIES (quantity)</b>						
<b>PRODUCTION (quantity)</b>						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
Quantity of commercial shipments						
Value of commercial shipments						
<b>Internal consumption:</b>						
Quantity of internal consumption						
Value <sup>2</sup> of internal consumption						
<b>Transfers to related firms:</b>						
Quantity of transfers to related firms						
Value <sup>2</sup> of transfers to related firms						
<b>EXPORT SHIPMENTS:<sup>3</sup></b>						
Quantity of export shipments						
Value of export shipments						
<b>END-OF-PERIOD INVENTORIES<sup>4</sup> (quantity)</b>						
<b>U.S. SHIPMENTS TO AUTOMOTIVE END-USERS (quantity)</b>						
<b>U.S. SHIPMENTS TO CONSTRUCTION END USERS (quantity)</b>						
<b>U.S. SHIPMENTS TO OTHER END USERS (quantity)</b>						
<b>U.S. SHIPMENTS TO STEEL SERVICE CENTERS AND DISTRIBUTORS (quantity)</b>						
<b>AVERAGE NUMBER OF PRWs</b>						
<b>HOURS WORKED BY PRWs (1,000 hours)</b>						
<b>WAGES PAID TO PRWs (value)</b>						

<sup>1</sup> 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).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000-05 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_.

<sup>4</sup> Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

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

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

II-10b. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of corrosion-resistant steel in your U.S. establishment(s) during the specified periods.

<b>(Quantity in short tons, value in \$1,000)</b>		
Item	January-June 2005	January-June 2006
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup></b> ( <i>quantity</i> )		
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )		
<b>PRODUCTION</b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS:</b>		
<b>Commercial shipments:</b>		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
<b>Internal consumption:</b>		
<i>Quantity</i> of internal consumption		
<i>Value<sup>2</sup></i> of internal consumption		
<b>Transfers to related firms:</b>		
<i>Quantity</i> of transfers to related firms		
<i>Value<sup>2</sup></i> of transfers to related firms		
<b>EXPORT SHIPMENTS:<sup>3</sup></b>		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
<b>END-OF-PERIOD INVENTORIES<sup>4</sup></b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO AUTOMOTIVE END-USERS</b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO CONSTRUCTION END USERS</b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO OTHER END USERS</b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO STEEL SERVICE CENTERS AND DISTRIBUTORS</b> ( <i>quantity</i> )		
<b>AVERAGE NUMBER OF PRWs</b>		
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )		
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )		
<p><sup>1</sup> 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).</p> <p>_____</p> <p>_____</p>		
<p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-June 2005 and 2006 below:</p> <p>_____</p> <p>_____</p>		
<p><sup>3</sup> Identify your principal export markets: _____.</p>		
<p><sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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?</p>		
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____.</p>		

**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.

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II-12. Please report your firm's U.S. shipments of the specified corrosion-resistant steel products.

Type of sale	2005	Jan.-June 2005	Jan.-June 2006
<i>(Quantity in short tons)</i>			
Pre-painted by your firm			
Toll painted			
Sold unpainted			

II-13. Please report your firm's U.S. shipments of the specified corrosion-resistant steel products.

Type of sale	2005	Jan.-June 2005	Jan.-June 2006
<i>(Quantity in short tons)</i>			
Exposed (Automotive)			
Unexposed (Automotive)			
Other			

II-14. Please report your firm's U.S. shipments of the specified corrosion-resistant steel products.

Type of sale	2005	Jan.-June 2005	Jan.-June 2006
<i>(Quantity in short tons)</i>			
Galvanized			
Galvannealed			
Other			

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

II-15. Other than direct imports, has your firm otherwise purchased corrosion-resistant flat products since January 1, 2000? (See definitions in the instruction booklet.)

No

Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>								
Item	2000	2001	2002	2003	2004	2005	Jan.- June 2005	Jan.- June 2006
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>								
<b>Australia:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>Canada:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>France:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>Germany:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>Japan:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>Korea:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>ALL OTHER COUNTRIES:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>								
<i>Quantity</i>								
<i>Value</i>								
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>								
<i>Quantity</i>								
<i>Value</i>								
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.								
_____								
_____								
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.								
_____								
_____								
_____								

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

II-16. Does your firm produce corrosion-resistant steel in a foreign trade zone (FTZ)?

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

II-17. Since January 1, 2000, has your firm imported corrosion-resistant steel?

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

II-18. 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 production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order. Please indicate if your response differs by country.

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

II-19. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of corrosion-resistant steel in the future if the countervailing duty and/or antidumping duty orders on corrosion-resistant steel from subject countries were to be revoked? Please indicate if your response differs by country.

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

II-20. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of corrosion-resistant steel?

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

Specify in which capacity you serve for each toll agreement –toller or tollee?

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If your firm is a toll producer of corrosion-resistant steel, please complete question II-21.

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

II-21. **Toll processors: Toll conversion of corrosion-resistant steel.**—For the operations of your U.S. establishment(s), report the information requested below.

<i>(Quantity in short tons, value in \$1,000)</i>								
Item	2000	2001	2002	2003	2004	2005	Jan.-June 2005	Jan.-June 2006
<b>Average production capability</b> <i>Quantity</i>								
<b>Production</b> <i>Quantity</i>								
<i>Value</i>								
<b>Converted for U.S. mills:</b> <sup>1 2</sup> <i>Quantity</i>								
<i>Value</i>								
<b>Converted for U.S. service centers:</b> <sup>1 2</sup> <i>Quantity</i>								
<i>Value</i>								
<b>Converted for foreign producers/U.S. importers:</b> <sup>1 2</sup> <i>Quantity</i>								
<i>Value</i>								
<b>Converted for other U.S. customers:</b> <sup>1 2</sup> <i>Quantity</i>								
<i>Value</i>								
<b>Average number of PRWs</b>								
<b>Hours worked by PRWs</b> <i>(1,000 hours)</i>								
<b>Wages paid to PRWs</b> <i>Value</i>								
<b>Financial information based on</b>								
<input type="checkbox"/> calendar year / fiscal year ending Dec. 31 or <input type="checkbox"/> fiscal year ending _____								
<b>Net sales:</b> <sup>1 2</sup> <i>Quantity</i>								
<i>Value</i>								
<b>Cost of goods sold</b> <i>Value</i>								
<b>SG&amp;A expenses</b> <i>Value</i>								
<b>Operating income or (loss)</b> <i>Value</i>								
<b>Capital expenditures</b> <i>Value</i>								
<b>R&amp;D expenditures</b> <i>Value</i>								
<sup>1</sup> Report your firm's shipments/net sales of corrosion-resistant steel which it converted under a toll agreement with another firm. Quantity refers to the amount of corrosion-resistant steel converted and value refers to your firm's fee for its services. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight.								



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

III-7a. Operations on corrosion-resistant steel products.--Report the revenue and related cost information requested below on the corrosion-resistant steel operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir at (202) 205-3247 before completing this section of the questionnaire.

<b>(Quantity in short tons, value in \$1,000)</b>						
Item	_____	_____	_____	_____	_____	_____
<b>Net sales quantities:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>3</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.						

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

III-7b. Operations on corrosion-resistant steel products.--Report the revenue and related cost information requested below on the **corrosion-resistant steel products** operations of your U.S. establishment(s).<sup>1</sup> 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 the specified interim periods.

<i>(Quantity in short tons, value in \$1,000)</i>		
<b>Item</b>	<b>January-June 2005</b>	<b>January-June 2006</b>
<b>Net sales quantities:<sup>2</sup></b>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
<b>Net sales values:<sup>2</sup></b>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>		
Raw materials		
Direct labor		
Other factory costs		
Total cost of goods sold		
<b>Gross profit or (loss)</b>		
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
<b>Operating income or (loss)</b>		
<b>Other income and expenses:</b>		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>		
All other income items		
All other income or expenses, net		
<b>Net income or (loss) before income taxes</b>		
<b>Depreciation/amortization included above</b>		

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.  
<sup>3</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

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

III-7. Asset values.--Report the total assets associated with the production, warehousing, and sale of corrosion-resistant steel. 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 six most recently completed fiscal years in chronological order from left to right.

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

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

III-8a. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on corrosion-resistant steel. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

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

III-8b. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on corrosion-resistant steel. Provide data for the specified interim periods.

<i>(Value in \$1,000)</i>		
Item	January-June 2005	January-June 2006
<b>Capital expenditures</b>		
<b>Research and development expenditures</b>		



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

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

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

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

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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**PART IV.--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.

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

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(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.

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

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IV-B-3. What are your firm's typical sales terms for its U.S.-produced **corrosion-resistant steel** (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic **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 U.S.-produced **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 U.S.-produced **corrosion-resistant steel**?

Source	Share of 2005 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

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. Which geographic market areas in the United States are 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 manufacture. 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.

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**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?

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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.

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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.

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

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

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

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 U.S.-produced **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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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 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), the customer involved, and the amount and type of product involved.

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IV-B-20. (a) Do you anticipate any changes in terms of the availability of U.S.-produced **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.

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

- No  Yes--Please explain.

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

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

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.

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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.

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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.

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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.

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(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.

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

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

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?

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

(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.

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

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

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

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.

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.

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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.

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**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 *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.<sup>1</sup>

Country-pair	United States	Australia	Canada	France	Germany	Japan	Korea	Other countries
United States								
Australia								
Canada								
France								
Germany								
Japan								
Korea								

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

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**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.<sup>1</sup>

Country-pair	United States	Australia	Canada	France	Germany	Japan	Korea	Other countries
United States								
Australia								
Canada								
France								
Germany								
Japan								
Korea								

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

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**PART V.--MICRO-ALLOY STEEL--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 (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. **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) **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. MICRO-ALLOY STEEL--TRADE AND RELATED INFORMATION—Continued**

V-3. Report the information requested on the following page for **micro-alloy corrosion-resistant steel** 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.

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**PART V. MICRO-ALLOY STEEL--TRADE AND RELATED INFORMATION--Continued**

Micro-alloy corrosion-resistant steel	(Quantity in short tons, value in \$1,000)							
	Item	Calendar years, except as noted					January-June	
		2000	2001	2002	2003	2004	2005	2005
AVERAGE PRODUCTION CAPACITY (quantity)								
BEGINNING-OF-PERIOD INVENTORIES (quantity)								
PRODUCTION (quantity)								
<b>U.S. SHIPMENTS:</b>								
<b>Commercial shipments:</b>								
Quantity of commercial shipments								
Value of commercial shipments								
<b>Internal consumption:</b>								
Quantity of internal consumption								
Value <sup>1</sup> of internal consumption								
<b>Transfers to related firms:</b>								
Quantity of transfers to related firms								
Value <sup>1</sup> of transfers to related firms								
<b>EXPORT SHIPMENTS:<sup>2</sup></b>								
Quantity of export shipments								
Value of export shipments								
END-OF-PERIOD INVENTORIES <sup>3</sup> (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)								
AVERAGE NUMBER OF PRWs								
HOURS WORKED BY PRWs (1,000 hours)								
WAGES PAID TO PRWs (value)								
<b>FINANCIAL INFORMATION:<sup>4</sup></b>								
Net sales: <sup>5</sup> Quantity								
Net sales: <sup>5</sup> Value								
Cost of goods sold (value)								
Gross profit or (loss) (value)								
SG&A expenses (value)								
Operating income or (loss) (value)								
Capital expenditures (value)								

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

<sup>2</sup> Identify your principal export markets: \_\_\_\_\_

<sup>3</sup> Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

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

<sup>4</sup> Report financial information on a fiscal-year basis (year ending \_\_\_\_\_).

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