

**PRODUCERS' QUESTIONNAIRE**  
**STAINLESS STEEL BAR FROM**  
**FRANCE, GERMANY, ITALY, KOREA, AND THE UNITED KINGDOM**

*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 30, 2007**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty order on stainless steel bar from Italy and antidumping duty orders on stainless steel bar from France, Germany, Italy, Korea, and the United Kingdom (inv. Nos. 701-TA-413 (Review) and 731-TA-913-916 and 918 (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced stainless steel bar (as defined in the instruction booklet) at any time since January 1, 2001?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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**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 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

\_\_\_\_\_ hours \_\_\_\_\_ dollars

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

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

I-3. Do you support or oppose continuation of the countervailing duty order currently in place for stainless steel bar from Italy and antidumping duty orders currently in place for stainless steel bar from France, Germany, Italy, Korea, and the United Kingdom? Please explain.

<u>Support for--</u>	<u>Oppose for--</u>	<u>Take no position for--</u>	
<input type="checkbox"/> France	<input type="checkbox"/> France	<input type="checkbox"/> France	_____
<input type="checkbox"/> Germany	<input type="checkbox"/> Germany	<input type="checkbox"/> Germany	_____
<input type="checkbox"/> Italy	<input type="checkbox"/> Italy	<input type="checkbox"/> Italy	_____
<input type="checkbox"/> Korea	<input type="checkbox"/> Korea	<input type="checkbox"/> Korea	_____
<input type="checkbox"/> UK	<input type="checkbox"/> UK	<input type="checkbox"/> UK	_____

I-4. Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information.

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

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing stainless steel bar from France, Germany, Italy, Korea, or the United Kingdom into the United States or which are engaged in exporting stainless steel bar from France, Germany, Italy, Korea, or the United Kingdom to the United States?

No  Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing stainless steel bar from countries other than France, Germany, Italy, Korea, and the United Kingdom into the United States or which are engaged in exporting stainless steel bar from countries other than France, Germany, Italy, Korea, and the United Kingdom to the United States?

No  Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of stainless steel bar?

No  Yes--List the following information.

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

I-8. 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 stainless steel bar?

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-5. Has your firm since 2002 (the year the countervailing duty and antidumping duty orders under review became effective) produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of stainless steel bar and/or using the same production and related workers employed to produce stainless steel bar?

- No                       Yes--List the following information and report your firm's combined production capacity and production of these products and stainless steel bar in the periods indicated.

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

Please complete the following grid for products produced by your firm on the equipment and machinery used in the production of stainless steel bar:

<b>(Quantity in short tons)</b>						
<b>Item</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>
<b>Average production capacity:</b>						
Stainless steel bar						
Other: _____						
Total						
<b>Production:</b>						
Stainless steel bar						
Other: _____						
Total						

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

II-6a. Please indicate below whether your firm performs the following steps in the production process for stainless steel bar.

- |                      |                             |                              |
|----------------------|-----------------------------|------------------------------|
| Melting & pouring    | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| Casting              | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| Hot-finishing        | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| Cold-finishing       | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| Grinding & polishing | <input type="checkbox"/> No | <input type="checkbox"/> Yes |

II-6b. Please describe the constraint(s) that set the limit(s) on your firm's production capacity at the following stages.

**Melting stage**, constraints: \_\_\_\_\_

\_\_\_\_\_

**Casting stage**, constraints: \_\_\_\_\_

\_\_\_\_\_

**Hot-finishing stage**, constraints: \_\_\_\_\_

\_\_\_\_\_

**Cold-finishing stage**, constraints: \_\_\_\_\_

\_\_\_\_\_

**Grinding & polishing stage**, constraints: \_\_\_\_\_

\_\_\_\_\_

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

II-7. Is your firm able to switch production between stainless steel bar and other products in response to a relative change in the price of stainless steel bar 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 stainless steel bar.

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II-8. Please report any factors that limit your firm's ability to shift production between stainless steel bar and other products.

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

II-8a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of stainless steel bar in your U.S. establishment(s) during the specified periods. **Report FINAL product only--do not double-count hot-finished stainless steel bar that your firm consumed to produce cold-finished stainless steel bar.** (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> ( <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</i> <sup>2</sup> of internal consumption						
<b>Transfers to related firms:</b>						
<i>Quantity</i> of transfers to related firms						
<i>Value</i> <sup>2</sup> of transfers to related firms						
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO END USERS</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> )						
<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). <hr/>						
<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 2001-2006 below: <hr/>						
<sup>3</sup> Identify your principal export markets: _____ <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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

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

II-8b. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of stainless steel bar in your U.S. establishment(s) during the specified periods. **Report FINAL product only--do not double-count hot-finished stainless steel bar that your firm consumed to produce cold-finished stainless steel bar.** (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	January-June 2006	January-June 2007
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> <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</i> <sup>2</sup> of internal consumption		
<b>Transfers to related firms:</b>		
<i>Quantity</i> of transfers to related firms		
<i>Value</i> <sup>2</sup> of transfers to related firms		
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> <i>(quantity)</i>		
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> <i>(quantity)</i>		
<b>U.S. SHIPMENTS TO END USERS</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>		

<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 January-June 2006 and 2007 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-8c. **Shipments by product and manufacturing process.**—Report your firm’s U.S. shipments during 2006 of hot-finished stainless steel bar and cold-finished stainless steel bar produced in your U.S. establishment(s).

Item	Quantity (short tons)	Value (\$1,000)
<b>U.S. shipments in 2006 of stainless steel bar produced by your firm—</b>		
<b>Hot-finished:</b>		
Commercial shipments		
Internal consumption to produce cold-finished product		
Other internal consumption		
Transfers to related firms		
Total U.S. shipments		
<b>Cold-finished:</b>		
Commercial shipments		
Internal consumption		
Transfers to related firms		
Total U.S. shipments		
<b>Reconciliation of data.—Please note that the totals of the products reported above (excluding the hot-finished stainless steel bar internally consumed to produced cold-finished stainless steel bar) should equal the total of commercial shipments, internal consumption, and transfers to related firms of all stainless steel bar as reported for 2006 in question II-8a for both quantity and value.</b>		

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

II-9. If you reported transfers to related firms in question II-8, 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-10. Are there grades/types/sizes of stainless steel bar which your firm is unable to produce?

No       Yes--Explain, indicating the specific grades/types/sizes.

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II-11. Since March 7, 2002, were you unable to fulfill a U.S. customer's request for stainless steel bar because you did not produce the specific grade/type/size requested?

No       Yes--Explain, indicating the specific grades/types/sizes.

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

II-12. Other than direct imports, has your firm otherwise purchased stainless steel bar since January 1, 2001? (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	2001	2002	2003	2004	2005	2006	Jan.-June	
							2006	2007
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>								
<b>France:</b>								
Quantity								
Value								
<b>Germany:</b>								
Quantity								
Value								
<b>Italy:</b>								
Quantity								
Value								
<b>Korea:</b>								
Quantity								
Value								
<b>The United Kingdom:</b>								
Quantity								
Value								
<b>All other countries:</b>								
Quantity								
Value								
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>								
Quantity								
Value								
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>								
Quantity								
Value								
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.  <hr/>								
<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.  <hr/>								

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

II-13. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of stainless steel bar?

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

II-14. Does your firm produce stainless steel bar in a foreign trade zone (FTZ)?

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

II-15. Since January 1, 2001, has your firm imported stainless steel bar?

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

II-16. Describe the significance of the existing countervailing duty order covering imports of stainless steel bar from Italy and antidumping duty orders covering imports of stainless steel bar from France, Germany, Italy, Korea, and the United Kingdom in terms of their 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 orders.

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

II-17. 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 stainless steel bar in the future if the countervailing duty order on stainless steel bar from Italy and antidumping duty orders on stainless steel bar from France, Germany, Italy, Korea, and the United Kingdom were to be revoked?

No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Mary Klir (202-205-3247 or mary.klir@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_  
 Name and title \_\_\_\_\_  
 \_\_\_\_\_  
 Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_  
 \_\_\_\_\_  
 E-mail address \_\_\_\_\_ Company web address \_\_\_\_\_

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? \_\_\_\_\_  
 If your fiscal year changed during the period examined, explain below: \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes \_\_\_ No \_\_\_
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_  
 Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
4. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes stainless steel bar, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

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

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

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

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

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

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

III-6. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of stainless steel bar from any related company?

Yes--Continue to question III-7 below.  No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of stainless steel bar that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9 below.  No--Continue to question III-10 below.

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (operations on stainless steel bar); i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes  No

III-10. For each annual and interim period for which financial results are reported in question III-11, please attach a separate schedule that identifies the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's stainless steel bar operations.

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

III-11a. Operations on stainless steel bar.--Report the revenue and related cost information requested below on the stainless steel bar 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 (including transfers to your firm's integrated service centers) must be valued at fair market value and purchases from related firms must be at cost.**<sup>2</sup> 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>						
<b>Item</b>	_____	_____	_____	_____	_____	_____
<b>Net sales quantities:<sup>3</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:<sup>3</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>4</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> Please list the expense categories and amounts of any profits on inputs that are reflected on your books but which are eliminated from the costs reported below.  
<sup>3</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>4</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-11b. Operations on stainless steel bar.--Report the revenue and related cost information requested below on the stainless steel bar operations of your U.S. establishment(s).<sup>1</sup> **Note that internal consumption and transfers to related firms (including transfer to your firm's integrated service centers) 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>		
Item	January-June 2006	January-June 2007
<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-12a. Asset values.--If your stainless steel bar operations receive inputs from internal transfers or purchases from affiliated firms that are reported at cost in question III-11, report total assets associated with the production of those inputs. Allocation of assets associated with the production of inputs to your stainless steel bar operations may be based on a rational method that is consistent with allocations for previous questions.

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III-12b. Asset values.--Report the total assets associated with the production, warehousing, and sale of stainless steel bar. 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.

<i>(Value in \$1,000)</i>						
Value of	_____	_____	_____	_____	_____	_____
<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 (describe _____)</b>						
<b>4. Total assets (lines 1.F., 2.C., and 3)</b>						

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

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on stainless steel bar. 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>						

Item	January-June 2006	January-June 2007
<b>Capital expenditures</b>		
<b>Research and development expenditures</b>		

**PART IV.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Clark Workman (202-205-3248) or E-mail (clark.workman@usitc.gov).

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

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_ Phone No. \_\_\_\_\_ E-mail address

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

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2001-March 2007. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

**Product 1.**--Stainless steel bar, grade AISI 316/316L, 6 to 10 inches in diameter, annealed, peeled or peeled and polished, of round shape.

**Product 2.**--Stainless steel bar, grade AISI 303, 11/16 to 1.25 inch in diameter, cold finished from annealed wire rod coil, cut-to-length, straightened, or annealed in straight-length, cold finished bar, of round shape.

**Product 3.**--Stainless steel bar, grade 630 (17-4PH), 3 to 8 inches in diameter, double precipitation hardened in condition DH1150, turned (peeled or peeled and polished), of round shape.

**Product 4.**--Stainless steel bar, grade AISI 630 (17-4), 2 to 4 inches in diameter, annealed, (condition A), cold finished (smooth turned, peeled and polished, or centerless ground), of round shape.

**Product 5.**--Stainless steel bar, grade AISI 304/304L, 3 to 5 inches in diameter, annealed, turned (peeled or peeled and polished), of round shape.

**Product 6.**--Stainless steel bar, grade AISI 410, 3 to 8 inches in diameter, annealed, quenched and double tempered, turned (peeled or peeled and polished), of round shape.

**Product 7.**--Stainless steel bar, grade AISI 410, 9 to 12 inches in diameter, quenched and double tempered, turned (peeled or peeled and polished), of round shape.

**COPY THE FOLLOWING PAGE AS NECESSARY.** Complete a separate page for each of the specified products produced and sold by your firm. Indicate in the space provided at the top of the page the product for which pricing is reported.

**PART IV.--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

(Quantity in short tons, value in dollars)				
Period of shipment	Sales to unrelated distributors		Sales to unrelated end users	
	Quantity	Value <sup>1</sup>	Quantity	Value <sup>1</sup>
<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				
July-September				
October-December				
<b>2007:</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:

**PART IV.--PRICING AND MARKET FACTORS--Continued**

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

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

Transaction by transaction                       Contracts                       Set price lists

Other– Please describe: \_\_\_\_\_

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

Quantity discounts                       Annual total volume discounts                       No discounts

No discount policy                       Other– Please describe: \_\_\_\_\_

IV-B-3. a) What are your firm's typical sales terms for its U.S.-produced stainless steel bar (e.g., 2/10 net 30 days)? \_\_\_\_\_

b) On what basis are your prices of domestic stainless steel bar usually quoted? (Check one)

F.o.b.– Please specify point, \_\_\_\_\_                       delivered)

IV-B-4. Approximately what shares of your firm's sales of its U.S.-produced stainless steel bar in 2006 were on a (1) long-term contract basis (multiple deliveries for 12 months or longer), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

**PART IV.--PRICING AND MARKET FACTORS--Continued**

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

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period?  Yes  No

(c) Does the contract fix quantity, price, or both?  Quantity  Price  Both

(d) Does the contract have a meet-or-release provision?  Yes  No

(e) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place?

No  Yes—Please estimate the percentage of your firm's contract sales during the period of investigation in which a price change took place while the contract was in place.  
\_\_\_\_\_ percent.

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period?  Yes  No

(c) Does the contract fix quantity, price, or both?  Quantity  Price  Both

(d) Does the contract have a meet-or-release provision?  Yes  No

(e) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place?

No  Yes—Please estimate the percentage of your firm's contract sales during the period of investigation in which a price change took place while the contract was in place.  
\_\_\_\_\_ percent.

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced stainless steel bar?

Source	Share of 2006 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

**PART IV.--PRICING AND MARKET FACTORS--Continued**

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

IV-B-8. (a) What is the approximate percentage of the total delivered cost of stainless steel bar that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

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

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

IV-B-9. What is the geographic market area in the United States served by your firm's stainless steel bar?

Northeast       Mid-Atlantic       Midwest       Southeast

Southwest    Rocky Mountains    West Coast       Northwest

National       Other (describe) \_\_\_\_\_

IV-B-10. Describe the end uses of the stainless steel bar that you manufacture. For each end-use product, what percentage of the total cost is accounted for by stainless steel bar?

<u>End use</u>	<u>Share of the total cost of this end use product that is accounted for by stainless steel bar (percent)</u>
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**PART IV.--PRICING AND MARKET FACTORS--Continued**

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

IV-B-11. Have there been any changes in the end uses of stainless steel bar since 2002?

No       Yes--Please describe.

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IV-B-12. Do you anticipate any changes in terms of the end uses of stainless steel bar 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.

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IV-B-13. (a) Please list in order of importance any products that may be substituted for stainless steel bar.

(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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(c) Have changes in the prices of these products affected the price for stainless steel bar?

No       Yes

IV-B-14. Have there been any changes in the number or types of products that can be substituted for stainless steel bar since 2002?

No       Yes--Please explain.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

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

IV-B-15. Do you anticipate any changes in terms of the substitutability of other products for stainless steel bar 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-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for stainless steel bar during January 2002-June 2007? 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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IV-B-17. 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 stainless steel bar in the U.S. market since 2002?

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

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

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

IV-18. Has your firm refused, declined, or been unable to supply stainless steel bar at any time since 2002? (Examples include placing customers on allocation, declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)

No                       Yes--provide information requested below.

Name of purchaser	Specific grades/ types/ sizes	Time period(s) (if deliveries were late, how late)	Quantity requested (and sent) (short tons)	Did your firm (1) place purchasers on allocation, (2) not accept a new customer, (3) not renew an existing customer, (4) deliver less than promised quantity, (5) deliver shipments later than committed, (6) other (please explain).

IV-B-19. (a) Do you anticipate any changes in terms of the availability of U.S.-produced stainless steel bar 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-20. Has the availability of NONSUBJECT (countries other than France, Germany, Italy, Korea, or the United Kingdom) imported stainless steel bar changed since 2002?

No                       Yes--Please explain.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

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

IV-B-21. Describe how easily your firm can shift its sales of stainless steel bar 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 stainless steel bar 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-22. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of stainless steel bar since 2002?

No       Yes--Please describe and quantify if possible.

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IV-B-23. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of stainless steel bar 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-24. How has demand within the United States for stainless steel bar changed since 2002?

Increased       Unchanged       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in U.S. demand?

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

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

IV-B-25. How has demand outside the United States for stainless steel bar changed since 2002?

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand outside the United States?

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

IV-B-26. Do you anticipate any future changes in stainless steel bar demand in the United States?

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-27. Do you anticipate any future changes in stainless steel bar demand outside in the United States?

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 stainless steel bar 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.--PRICING AND MARKET FACTORS--Continued**

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

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 stainless steel bar supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including France, Germany, Italy, Korea, and the United Kingdom, and (3) the world as a whole. Of particular interest is such data from 2002 to the present and forecasts for the future.

IV-B-30. Are your exports of stainless steel bar 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 2002, or that are expected to occur in the future.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

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

IV-B-31. Is stainless steel bar produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "O" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	France	Germany	Italy	Korea	United Kingdom	Other countries
United States							
France							
Germany							
Italy							
Korea							
United Kingdom							

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

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