

PRODUCERS' QUESTIONNAIRE
STEEL

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 May 6, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with investigation No. TA-204-9, Steel: Monitoring Developments in the Domestic Industry, under section 204 of the Trade Act of 1974 (19 U.S.C. 2254). The information requested in the questionnaire is needed to supplement data available to the Commission from other sources and is requested under the authority of section 204 of the Trade Act of 1974. **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 _____

PLEASE SEE PAGE 2 FOR A LIST OF PRODUCT CATEGORIES INCLUDED IN THIS INVESTIGATION

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. I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3 and that all contract personnel will sign non-disclosure agreements. I understand that the confidential business information that is furnished may be released under an administrative protective order issued by the Commission pursuant to section 206.17 of the Commission's Rules of Practice and Procedure (19 CFR § 206.17), and may be included in a confidential version of the report that the Commission transmits to the President, should the Commission transmit a confidential version. By signing this certification, I also grant consent for the Commission, and its employees and contract personnel, to use, in this investigation and in any other investigations conducted by the Commission under part 1 of Title II of the Act arising out of the relief action taken by the President as a result of the Commission's determination in investigation No. TA-201-73 on steel products, the information I provide in this questionnaire and throughout the investigation and any information provided by my firm in investigation No. TA-201-73.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

For official use only:

<input type="checkbox"/> Carbon and alloy flat steel	<input type="checkbox"/> Carbon and alloy long products	<input type="checkbox"/> Carbon and alloy tubular products	<input type="checkbox"/> Stainless steel products
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1. Has your firm produced any of the following products (as they are defined in the instruction booklet) since April 2000?

Carbon and Alloy Flat Steel	Carbon and Alloy Long Products	Carbon and Alloy Tubular Products	Stainless Steel Products
Slabs <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 6-11, 30-31, 35, 38, 42-46	Hot-rolled bar and light shapes <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 12-17, 30, 32, 35, 39, 42-46	Welded tubular products other than OCTG <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 18-23, 30, 33, 35, 40, 42-46	Bar and light shapes <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 24-29, 30, 34, 35, 41, 42-46
CTL/Clad Plate <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 6-11, 30-31, 35, 38, 42-46	Cold-finished bar <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 12-17, 30, 32, 35, 39, 42-46	Flanges and fittings <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 18-23, 30, 33, 35, 40, 42-46	Rod <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 24-29, 30, 34, 35, 41, 42-46
Hot-rolled sheet, strip, and coils <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 6-11, 30-31, 35, 38, 42-46	Rebar <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 12-17, 30, 32, 35, 39, 42-46		Wire <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 24-29, 30, 34, 35, 41, 42-46
Cold-rolled sheet and strip, other than GOES <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 6-11, 30-31, 35, 38, 42-46			
Corrosion-resistant and other coated sheet and strip <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 6-11, 30-31, 35, 38, 42-46			
Tin mill products <input type="checkbox"/> No <input type="checkbox"/> Yes If yes complete pp. 1-5, 6-11, 30-35, 38, 42-46			

Please note that the above page numbers are based on printing the document(s) out in Adobe Acrobat PDF (portable document format). Should you choose to print the document(s) out in WordPerfect, Microsoft Word, or using other software, the page numbers may not coincide with the numbers listed above. Please insure that you complete all corresponding pages.

To obtain the Adobe Acrobat PDF software, please go to the following web site:
<http://www.adobe.com/products/acrobat/readstep2.html>

2. Please indicate your position with regard to the import relief provided by the President for each product category (as they are defined in the instruction booklet) listed below.

Carbon and Alloy Flat Steel	Carbon and Alloy Long Products	Carbon and Alloy Tubular Products	Stainless Steel Products
Slabs Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position	Hot-rolled bar and light shapes Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position	Welded tubular products other than OCTG Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position	Bar and light shapes Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position
CTL/Clad Plate Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position	Cold-finished bar Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position	Flanges and fittings Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position	Rod Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position
Hot-rolled sheet, strip, and coils Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position	Rebar Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position		Wire Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position
Cold-rolled sheet and strip, other than GOES Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position			
Corrosion-resistant and other coated sheet and strip Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position			
Tin mill products Do you support relief for this product? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> No position			

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

_____ hours _____ dollars

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

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing subject steel products from any country into the United States or which are engaged in exporting subject steel products from any country to the United States?

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of subject steel products?

No Yes--List the following information.

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

I-6. Has your firm undergone any financial or debt restructuring since January 2000?

No Yes--Attach a summary sheet showing both the original and any new terms of such financial or debt restructuring including the amount of debt forgiven/reduced under bankruptcy.

I-7. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production quantity or quality of subject steel since April 1, 2000?

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

I-8. Since April 1, 2000, has your firm imported any of the investigated subject steel products from any country?

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

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

II-1. Carbon and alloy flat steel--Continued

"	Slabs	"	CTL/clad plate	"	Hot-rolled sheet, strip, and coils	"	Cold-rolled sheet and strip, other than GOES	"	Corrosion-resistant and other coated sheet and strip	"	Tin mill products
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II-1-B. Describe the significance of the tariffs and/or tariff-rate quotas imposed by the President effective on or after March 20, 2002, in terms of their effect on your firm's operations in the following categories. You may wish to compare your firm's operations before and after the imposition of the relief. **Use additional pages as necessary.** Please explain how you have separated the effects of 201 relief from the effects of other factors, such as closure or re-opening of domestic production facilities, changes in demand, exchange rate changes or antidumping and countervailing duties.

(a) Production capacity, production, shipments, inventories, and employment:

(b) Return on investment, ability to generate capital to finance the modernization of domestic plant(s) and equipment, or ability to maintain existing levels of expenditures for research and development:

(c) Changes in your firm's collective bargaining agreements (attach copies of all collective bargaining agreements in effect or otherwise agreed to by your firm since January 2000):

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

II-1. Carbon and alloy flat steel.--Continued

" Slabs	" CTL/clad plate	" Hot-rolled sheet, strip, and coils	" Cold-rolled sheet and strip, other than GOES	" Corrosion-resistant and other coated sheet and strip	" Tin mill products
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II-1-C. **Efforts to compete**--Since March 20, 2002, has your firm undertaken any efforts to compete more effectively in the U.S. market for subject steel products?

" No	" Yes--Describe, as indicated below:
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(1) any efforts of the types indicated which have been made by your firm and/or its workers since March 20, 2002, to compete more effectively, (2) the period (month(s) and year(s)) in which the effort was made, (3) the expenditure or savings involved, as applicable, (in thousands of dollars), and (4) the effectiveness of your efforts, including any competitive advantage acquired (i.e., increased production, cost reduction, quality improvement, increased market share or sales, etc.). **ATTACH ADDITIONAL PAGES IF NECESSARY.** If you feel that any of these efforts have been made primarily to compete with sales of imported subject steel products, please indicate this with an asterisk and give the reasons to support your beliefs. To the extent possible, furnish the Commission with memoranda, studies, or other documentation which indicate that such competitive efforts were undertaken primarily against imports of subject steel.

EFFORTS TO COMPETE	PERIOD	E = EXPENSE S = SAVINGS (\$1,000)	EFFECTIVENESS OF EFFORTS/ COMPETITIVE ADVANTAGE ACQUIRED
Investments made:			
Capacity reductions (specify tonnage reduction, whether temporary or permanent--if permanent, explain final disposition of plant and equipment):			
Cost reductions with existing equipment:			
Diversifications/expansions:			
Mergers and consolidations:			

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

II-1. Carbon and alloy flat steel.--Continued

II-1-C. Efforts to compete--Continued

" Slabs	" CTL/clad plate	" Hot-rolled sheet, strip, and coils	" Cold-rolled sheet and strip, other than GOES	" Corrosion-resistant and other coated sheet and strip	" Tin mill products
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EFFORTS TO COMPETE	PERIOD	E = EXPENSE S = SAVINGS (\$1,000)	EFFECTIVENESS OF EFFORTS/ COMPETITIVE ADVANTAGE ACQUIRED
New products developed or new applications for existing products:			
Organizational changes:			
Changes in production practices:			
Marketing changes U.S. and foreign markets:			
Employee reductions (identify PRW, management, other):			
Changes in pension liabilities, healthcare, and union contracts:			
All other efforts made by firm or workers (identify which) to compete:			

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

II-1. Carbon and alloy flat steel.--Continued

II-1-D. **Product-specific data.**--Report your firm's average production capability (capacity), production, shipments, inventories, and employment related to the production of **subject carbon and alloy flat steel** in your U.S. establishment(s) during the specified calendar periods. **(See definitions in the instruction booklet.) Report separately for each product, photocopy page as necessary and indicating the product for which you are reporting.**

" Slabs " CTL/clad plate " Hot-rolled sheet, strip, and coils¹ " Cold-rolled sheet and strip, other than GOES " Corrosion-resistant and other coated sheet and strip " Tin mill products

(Quantity in short tons, value in \$1,000)			
Item	April 2000 - March 2001	April 2001 - March 2002	April 2002 - March 2003
AVERAGE PRODUCTION CAPABILITY (quantity) ²			
BEGINNING-OF-PERIOD INVENTORIES (quantity)			
PRODUCTION (quantity)			
U.S. SHIPMENTS:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ³ of internal consumption/transfers			
EXPORT SHIPMENTS: ⁴			
Quantity of export shipments			
Value of export shipments			
END-OF-PERIOD INVENTORIES ⁵ (quantity)			
U.S. SHIPMENTS TO:			
DISTRIBUTORS (quantity)			
END-USERS (quantity)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (1,000 hours)			
WAGES PAID TO PRWs (value)			

¹ If you have included in this table production of hot-rolled plate in coils, for each period above please report the production quantities: _____; _____; _____; and commercial shipments quantities: _____; _____; _____.

² Please explain any increases or decreases shown (e.g. increased efficiency, increase/decrease of equipment/shifts): _____.

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods below: _____

⁴ Identify your principal export markets and if your export markets (or the quantity and value of your exports to these markets) have changed over the period, please explain the reasons for such changes: _____

⁵ **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-1. Carbon and alloy flat steel.--Continued

II-1-E. **Excluded and product-specific quota products.**--In order for the Commission to better understand the significance of the **subject carbon and alloy flat steel** which are now excluded from the remedy, please report your production quantity for the **now excluded products**. (Please note that for purposes of this question, it does not matter when the product was excluded from the remedy.) Specific products which are excluded from the additional remedy tariffs or are excluded up to a certain quota amount are identified by temporary Harmonized Tariff Schedule (HTS) subheadings in the instruction booklet that accompanied this questionnaire. Please identify each product by specifying the temporary HTS subheading which covers it. To the extent possible, please report your production separately for each temporary HTS subheading as well as the total for the product group. If you are not able to report separately for each temporary HTS subheading, please report your total production for the product group and identify the temporary HTS subheadings for which you are reporting. **Please photocopy page and report separately for each product group listed below.**

- | | | | | | |
|----------------------|------------------|--------------------------------------|--|--|---------------------|
| " Slabs ¹ | " CTL/clad plate | " Hot-rolled sheet, strip, and coils | " Cold-rolled sheet and strip, other than GOES | " Corrosion-resistant and other coated sheet and strip | " Tin mill products |
|----------------------|------------------|--------------------------------------|--|--|---------------------|

<i>Quantity (in short tons)</i>			
Temporary HTS subheading	April 2000 - March 2001	April 2001 - March 2002	April 2002 - March 2003
Total			

¹ For slabs do not report for temporary HTS subheadings 9903.72.38, 9903.72.42, and 9903.72.46, because these are not product-specific quotas, but instead are country quotas for covered slabs.

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

II-2. Carbon and alloy long products.--Continued

“ Hot-rolled bar and light shapes “ Cold-finished bar “ Rebar

II-2-B. Describe the significance of the tariffs and/or tariff-rate quotas imposed by the President effective on or after March 20, 2002, in terms of their effect on your firm's operations in the following categories. You may wish to compare your firm's operations before and after the imposition of the relief. **Use additional pages as necessary.** Please explain how you have separated the effects of 201 relief from the effects of other factors, such as closure or re-opening of domestic production facilities, changes in demand, exchange rate changes or antidumping and countervailing duties.

(a) Production capacity, production, shipments, inventories, and employment:

(b) Return on investment, ability to generate capital to finance the modernization of domestic plant(s) and equipment, or ability to maintain existing levels of expenditures for research and development:

(c) Changes in your firm's collective bargaining agreements (attach copies of all collective bargaining agreements in effect or otherwise agreed to by your firm since January 2000):

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

II-2. Carbon and alloy long products--Continued

" Hot-rolled bar and light shapes " Cold-finished bar " Rebar

II-2-C. **Efforts to compete**--Since March 20, 2002, has your firm undertaken any efforts to compete more effectively in the U.S. market for subject steel products?

" No " Yes--Describe, as indicated below:

(1) any efforts of the types indicated which have been made by your firm and/or its workers since March 20, 2002, to compete more effectively, (2) the period (month(s) and year(s)) in which the effort was made, (3) the expenditure or savings involved, as applicable, (in thousands of dollars), and (4) the effectiveness of your efforts, including any competitive advantage acquired (i.e., increased production, cost reduction, quality improvement, increased market share or sales, etc.). **ATTACH ADDITIONAL PAGES IF NECESSARY.** If you feel that any of these efforts have been made primarily to compete with sales of imported subject steel products, please indicate this with an asterisk and give the reasons to support your beliefs. To the extent possible, furnish the Commission with memoranda, studies, or other documentation which indicate that such competitive efforts were undertaken primarily against imports of subject steel.

EFFORTS TO COMPETE	PERIOD	E = EXPENSE S = SAVINGS (\$1,000)	EFFECTIVENESS OF EFFORTS/ COMPETITIVE ADVANTAGE ACQUIRED
Investments made:			
Capacity reductions (specify tonnage reduction, whether temporary or permanent--if permanent, explain final disposition of plant and equipment):			
Cost reductions with existing equipment:			
Diversifications/expansions:			
Mergers and consolidations:			

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

II-2. Carbon and alloy long products.--Continued

II-2-C. Efforts to compete--Continued

" Hot-rolled bar and light shapes " Cold-finished bar " Rebar

EFFORTS TO COMPETE	PERIOD	E = EXPENSE S = SAVINGS (\$1,000)	EFFECTIVENESS OF EFFORTS/ COMPETITIVE ADVANTAGE ACQUIRED
New products developed or new applications for existing products:			
Organizational changes:			
Changes in production practices:			
Marketing changes U.S. and foreign markets:			
Employee reductions (identify PRW, management, other):			
Changes in pension liabilities, healthcare, and union contracts:			
All other efforts made by firm or workers (identify which) to compete:			

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

II-2. Carbon and alloy long products.--Continued

II-2-D. **Product-specific data.**--Report your firm's average production capability (capacity), production, shipments, inventories, and employment related to the production of **subject carbon and alloy long products** in your U.S. establishment(s) during the specified calendar periods. (See definitions in the instruction booklet.) **Report separately for each product, photocopy page as necessary and indicating the product for which you are reporting.**

" " "

Hot-rolled bar and light shapes Cold-finished bar Rebar

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	April 2000 - March 2001	April 2001 - March 2002	April 2002 - March 2003
AVERAGE PRODUCTION CAPABILITY (<i>quantity</i>) ¹			
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
PRODUCTION (<i>quantity</i>)			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption/company transfers:			
<i>Quantity</i> of internal consumption/transfers			
<i>Value</i> ² of internal consumption/transfers			
EXPORT SHIPMENTS: ³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)			
U.S. SHIPMENTS TO:			
DISTRIBUTORS (<i>quantity</i>)			
END-USERS (<i>quantity</i>)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (<i>1,000 hours</i>)			
WAGES PAID TO PRWs (<i>value</i>)			
<p>¹ Please explain any increases or decreases shown (e.g. increased efficiency, increase/decrease of equipment/shifts): _____</p> <p>² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods below: _____</p> <p>³ Identify your principal export markets and if your export markets (or the quantity and value of your exports to these markets) have changed over the period, please explain the reasons for such changes: _____</p> <p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>			

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

II-3. Carbon and alloy tubular products and fittings.--Continued

" Welded tubular product other than OCTG " Flanges and fittings

II-3-B. Describe the significance of the tariffs and/or tariff-rate quotas imposed by the President effective on or after March 20, 2002, in terms of their effect on your firm's operations in the following categories. You may wish to compare your firm's operations before and after the imposition of the relief. **Use additional pages as necessary.** Please explain how you have separated the effects of 201 relief from the effects of other factors, such as closure or re-opening of domestic production facilities, changes in demand, exchange rate changes or antidumping and countervailing duties.

(a) Production capacity, production, shipments, inventories, and employment:

(b) Return on investment, ability to generate capital to finance the modernization of domestic plant(s) and equipment, or ability to maintain existing levels of expenditures for research and development:

(c) Changes in your firm's collective bargaining agreements (attach copies of all collective bargaining agreements in effect or otherwise agreed to by your firm since January 2000):

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

II-3. Carbon and alloy tubular products and fittings.--Continued

" Welded tubular product other than OCTG " Flanges and fittings

II-3-C. **Efforts to compete**--Since March 20, 2002, has your firm undertaken any efforts to compete more effectively in the U.S. market for subject steel products?

" No " Yes--Describe, as indicated below:

(1) any efforts of the types indicated which have been made by your firm and/or its workers since March 20, 2002, to compete more effectively, (2) the period (month(s) and year(s)) in which the effort was made, (3) the expenditure or savings involved, as applicable, (in thousands of dollars), and (4) the effectiveness of your efforts, including any competitive advantage acquired (i.e., increased production, cost reduction, quality improvement, increased market share or sales, etc.). **ATTACH ADDITIONAL PAGES IF NECESSARY.** If you feel that any of these efforts have been made primarily to compete with sales of imported subject steel products, please indicate this with an asterisk and give the reasons to support your beliefs. To the extent possible, furnish the Commission with memoranda, studies, or other documentation which indicate that such competitive efforts were undertaken primarily against imports of subject steel.

EFFORTS TO COMPETE	PERIOD	E = EXPENSE S = SAVINGS (\$1,000)	EFFECTIVENESS OF EFFORTS/ COMPETITIVE ADVANTAGE ACQUIRED
Investments made:			
Capacity reductions (specify tonnage reduction, whether temporary or permanent--if permanent, explain final disposition of plant and equipment):			
Cost reductions with existing equipment:			
Diversifications/expansions:			
Mergers and consolidations:			

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

II-3. Carbon and alloy tubular products and fittings.--Continued

II-3-C. Efforts to compete.--Continued

 " Welded tubular product other than OCTG " Flanges and fittings

EFFORTS TO COMPETE	PERIOD	E = EXPENSE S = SAVINGS (\$1,000)	EFFECTIVENESS OF EFFORTS/ COMPETITIVE ADVANTAGE ACQUIRED
New products developed or new applications for existing products:			
Organizational changes:			
Changes in production practices:			
Marketing changes U.S. and foreign markets:			
Employee reductions (identify PRW, management, other):			
Changes in pension liabilities, healthcare, and union contracts:			
All other efforts made by firm or workers (identify which) to compete:			

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

II-4. Stainless steel products.--Continued

“ Bar and light shapes “ Rod “ Wire

II-4-B. Describe the significance of the tariffs and/or tariff-rate quotas imposed by the President effective on or after March 20, 2002, in terms of their effect on your firm's operations in the following categories. You may wish to compare your firm's operations before and after the imposition of the relief. **Use additional pages as necessary.** Please explain how you have separated the effects of 201 relief from the effects of other factors, such as closure or re-opening of domestic production facilities, changes in demand, exchange rate changes or antidumping and countervailing duties.

(a) Production capacity, production, shipments, inventories, and employment:

(b) Return on investment, ability to generate capital to finance the modernization of domestic plant(s) and equipment, or ability to maintain existing levels of expenditures for research and development:

(c) Changes in your firm's collective bargaining agreements (attach copies of all collective bargaining agreements in effect or otherwise agreed to by your firm since January 2000):

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

II-4. **Stainless steel products--Continued**

 " Bar and light shapes " Rod " Wire

II-4-C. **Efforts to compete**--Since March 20, 2002, has your firm undertaken any efforts to compete more effectively in the U.S. market for subject steel products?

 " No " Yes--Describe, as indicated below:

(1) any efforts of the types indicated which have been made by your firm and/or its workers since March 20, 2002, to compete more effectively, (2) the period (month(s) and year(s)) in which the effort was made, (3) the expenditure or savings involved, as applicable, (in thousands of dollars), and (4) the effectiveness of your efforts, including any competitive advantage acquired (i.e., increased production, cost reduction, quality improvement, increased market share or sales, etc.). **ATTACH ADDITIONAL PAGES IF NECESSARY.** If you feel that any of these efforts have been made primarily to compete with sales of imported subject steel products, please indicate this with an asterisk and give the reasons to support your beliefs. To the extent possible, furnish the Commission with memoranda, studies, or other documentation which indicate that such competitive efforts were undertaken primarily against imports of subject steel.

EFFORTS TO COMPETE	PERIOD	E = EXPENSE S = SAVINGS (\$1,000)	EFFECTIVENESS OF EFFORTS/ COMPETITIVE ADVANTAGE ACQUIRED
Investments made:			
Capacity reductions (specify tonnage reduction, whether temporary or permanent--if permanent, explain final disposition of plant and equipment):			
Cost reductions with existing equipment:			
Diversifications/expansions:			
Mergers and consolidations:			

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

II-4. Stainless steel products--Continued

II-4-C. Efforts to compete--Continued

" Bar and light shapes " Rod " Wire

EFFORTS TO COMPETE	PERIOD	E = EXPENSE S = SAVINGS (\$1,000)	EFFECTIVENESS OF EFFORTS/ COMPETITIVE ADVANTAGE ACQUIRED
New products developed or new applications for existing products:			
Organizational changes:			
Changes in production practices:			
Marketing changes U.S. and foreign markets:			
Employee reductions (identify PRW, management, other):			
Changes in pension liabilities, healthcare, and union contracts:			
All other efforts made by firm or workers (identify which) to compete:			

PART III.--FINANCIAL INFORMATION

Further information on this part of the questionnaire can be obtained from John Fry (708-4157 regarding carbon and alloy flat steel), Mary Pedersen (205-3247 regarding carbon and alloy long products), Charles Yost (205-3432 regarding carbon and alloy tubular products), and Chand Mehta (205-3174 regarding stainless steel products).

Company name: _____

- Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

Phone No.

E-mail address

- When does your fiscal year end (month and day)? _____

- Accounting basis.--The financial records of my firm are prepared on the basis of:

GAAP

A comprehensive basis of accounting other than GAAP (describe: _____)

- Reports and statements.--To assist us in analyzing your questionnaire response with your audited financial statements, please provide a photocopy of the page(s) for each fiscal year from your company's SEC form 10-K, audited annual report, or other annual report that you are using to derive the financial data by product.

- Other products.--Please list any products other than those subject to these investigations that your produce in your facilities and provide that share of net sales accounted for by these other products in your most recent fiscal year.

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

- Continued Dumping and Subsidy Offset Act, also known as the Byrd Amendment, is a provision under which companies have received funds from the U.S. government, collected from imports subject to antidumping and/or countervailing duty orders.

PART III.--FINANCIAL INFORMATION--Continued

Company name: _____

III-1. **Operations on carbon and alloy flat steel.**--Report the commercial sales revenue and related cost information and your firm's capital expenditures and research and development expenditures requested below on **subject carbon and alloy flat steel** operations of your U.S. establishment(s). Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Provide data for the calendar periods shown. The quantities and values shown on the product-by-product pages in this section should correspond to your U.S. domestic commercial shipments and exports by quantity and value reported in Part II of this questionnaire. Refer to the instruction booklet regarding product definitions. **Report separately for each product, photocopy page as necessary and indicating the product for which you are reporting.**

" Slabs " CTL/clad plate " Hot-rolled sheet, strip, and coils " Cold-rolled sheet and strip, other than GOES " Corrosion-resistant and other coated sheet and strip " Tin mill products

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	April 2000 - March 2001	April 2001 - March 2002	April 2002 - March 2003
Net sales quantities:			
Commercial sales			
Net sales values:			
Commercial sales			
Cost of goods sold:			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Total selling, general, and administrative expenses (SG&A)			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
Pension (credit)/expense included above state where classified: _____			
Continued Dumping and Subsidy Offset Act (Byrd Amendment) funds received state where classified: _____			
Other post employment benefits state where classified: _____			
Capital expenditures			
Research and development expenditures			

PART III.--FINANCIAL INFORMATION--Continued

Company name: _____

III-2. **Operations on carbon and alloy long products.**--Report the commercial sales revenue and related cost information and your firm's capital expenditures and research and development expenditures requested below on **subject carbon and alloy long products** operations of your U.S. establishment(s). Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Provide data for the calendar periods shown. The quantities and values shown on the product-by-product pages in this section should correspond to your U.S. domestic commercial shipments and exports by quantity and value reported in Part II of this questionnaire. Refer to the instruction booklet regarding product definitions. **Report separately for each product, photocopy page as necessary and indicating the product for which you are reporting.**

" Hot-rolled bar and light shapes " Cold-finished bar " Rebar

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	April 2000 - March 2001	April 2001 - March 2002	April 2002 - March 2003
Net sales quantities:			
Commercial sales			
Net sales values:			
Commercial sales			
Cost of goods sold:			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Total selling, general, and administrative expenses (SG&A)			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
Pension (credit)/expense included above state where classified: _____			
Continued Dumping and Subsidy Offset Act (Byrd Amendment) funds received state where classified: _____			
Other post employment benefits state where classified: _____			
Capital expenditures			
Research and development expenditures			

PART III.--FINANCIAL INFORMATION--Continued

Company name: _____

III-3. **Operations on carbon and alloy tubular products.**--Report the commercial sales revenue and related cost information and your firm's capital expenditures and research and development expenditures requested below on **subject carbon and alloy tubular products** operations of your U.S. establishment(s). Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Provide data for the calendar periods shown. The quantities and values shown on the product-by-product pages in this section should correspond to your U.S. domestic commercial shipments and exports by quantity and value reported in Part II of this questionnaire. Refer to the instruction booklet regarding product definitions. **Report separately for each product, photocopy page as necessary and indicating the product for which you are reporting.**

" Welded tubular product other than OCTG " Flanges and fittings

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	April 2000 - March 2001	April 2001 - March 2002	April 2002 - March 2003
Net sales quantities:			
Commercial sales			
Net sales values:			
Commercial sales			
Cost of goods sold:			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Total selling, general, and administrative expenses (SG&A)			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
Pension (credit)/expense included above state where classified: _____			
Continued Dumping and Subsidy Offset Act (Byrd Amendment) funds received state where classified: _____			
Other post employment benefits state where classified: _____			
Capital expenditures			
Research and development expenditures			

PART III.--FINANCIAL INFORMATION--Continued

Company name: _____

III-4. **Operations on stainless steel products.**--Report the commercial sales revenue and related cost information and your firm's capital expenditures and research and development expenditures requested below on **subject stainless steel products** operations of your U.S. establishment(s). Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Provide data for the calendar periods shown. The quantities and values shown on the product-by-product pages in this section should correspond to your U.S. domestic commercial shipments and exports by quantity and value reported in Part II of this questionnaire. Refer to the instruction booklet regarding product definitions. **Report separately for each product, photocopy page as necessary and indicating the product for which you are reporting.**

 " Bar and light shapes " Rod " Wire

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	April 2000 - March 2001	April 2001 - March 2002	April 2002 - March 2003
Net sales quantities:			
Commercial sales			
Net sales values:			
Commercial sales			
Cost of goods sold:			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Total selling, general, and administrative expenses (SG&A)			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
Pension (credit)/expense included above state where classified: _____			
Continued Dumping and Subsidy Offset Act (Byrd Amendment) funds received state where classified: _____			
Other post employment benefits state where classified: _____			
Capital expenditures			
Research and development expenditures			

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Josh Levy (202-205-3236) or jlevy@usitc.gov.

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

Company contact:

Name and title

Phone No.

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's shipments of the following products produced by your firm and sold to unrelated U.S. customers during April 2000-March 2003. Definitions for each product for which pricing data are requested are listed below and are separated into different sections for (1) carbon and alloy flat steel (section IV-A-1); (2) carbon and alloy steel long products (section IV-A-2); (3) carbon and alloy steel tubular products (section IV-A-3); and (4) stainless steel products (section IV-A-4).

Please report separately for your firm's sales of each of the products produced by your firm and sold to unrelated U.S. customers; check the appropriate box at the top of each page and photocopy each page as necessary. Total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates).

Carbon and Alloy Flat Steel:

PRODUCT 1: **SLABS**--Low carbon slabs with chemistries of up to 0.15 max carbon and 0.60 max manganese exclusive of IF or specialty chemistries. **(This product definition matches the product definition for "Product 1" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).**

PRODUCT 2: **CTL/CLAD PLATE**--Hot-rolled carbon steel plate, ASTM A-36 or equivalent as rolled, sheared edge, not heat treated, not cleaned or oiled, in cut lengths, over 72" through 96" in width, 1.00" through 2.00" in thickness. Not including high-strength or mill proprietary products, or products tested to other specifications, unless otherwise noted. **(This product definition matches the product definition for "Product 2" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).**

PRODUCT 3A: **HOT-ROLLED SHEET AND STRIP, INCLUDING PLATE IN COILS**--Hot-rolled carbon steel plate in coils, as-rolled (unprocessed), not pickled or temper-rolled, not high-strength, produced to AISI-1006-1025 grade (including, but not limited to, ASTM A36), 0.187" through 0.625" in nominal or actual thickness, 40" through 72" in width. **(This product definition matches the product definition for "Product 3A" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).**

PRODUCT 3B: **HOT-ROLLED SHEET AND STRIP, INCLUDING PLATE IN COILS**--Hot-rolled carbon sheet in coils, commercial quality, SAE 1006-1015 or ASTM 569 equivalent, not high-strength, not pickled and oiled, not temper-rolled, 0.090" through 0.171" in nominal or actual thickness, 40" to 60" in width. **(This product definition matches the product definition for "Product 3B" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).**

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

Section IV-A.--PRICE DATA

Carbon and Alloy Flat Steel:--(Continued)

- PRODUCT 4A:** **COLD-ROLLED SHEET AND STRIP OTHER THAN GRAIN-ORIENTED ELECTRICAL STEEL**--Cold-rolled carbon steel sheet, in coils, commercial quality (ASTM A-366), not interstitial free, box annealed and temper rolled, 36" to 72" in width, 0.022" to less than 0.028" in thickness. (This product definition matches the product definition for "Product 4A" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).
- PRODUCT 4B:** **PRODUCT 4B: COLD-ROLLED SHEET AND STRIP OTHER THAN GRAIN-ORIENTED ELECTRICAL STEEL**--Cold-rolled carbon steel sheet in coils, commercial quality (ASTM A-366), not interstitial free, box annealed and temper-rolled, 36" to 72" in width, 0.028" to less than 0.090" in thickness. (This product definition matches the product definition for "Product 4B" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).
- PRODUCT 5A:** **CORROSION-RESISTANT AND OTHER COATED SHEET AND STRIP**--Aluminum-zinc alloy coated carbon steel sheet, in coils, hot dipped, structural quality, ASTM A-792, grade 50, AZ50, 40" to 49" in width, 0.019" to 0.0219" in thickness. This product has a coating of 55 percent aluminum, 43.5 percent zinc, and 1.5 percent silicon, and has a variety of product names worldwide including "Galvalume," "Zincalume," "Aluzink," "Zinkalit," and "Zalutite." This product is not pre-painted, has no organic coating, and is not high strength. (This product definition matches the product definition for "Product 6A" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).
- PRODUCT 5B:** **CORROSION-RESISTANT AND OTHER SHEET AND STRIP**--Electrolytically zinc coated carbon steel sheet, in coils, ASTM A-879, 50-90 grams/square meter per side coating, without organic coating, forming steel, 40" to under 60" in width, 0.022" to under 0.044" in thickness. This product is not prepainted, is not high strength, and is not mill proprietary. (This product definition matches the product definition for "Product 6B" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).
- PRODUCT 6:** **TIN MILL PRODUCTS**--Base price for single-reduced, electrolytic tin plate (1CRETP), 70-75 pound per base box. (This product definition matches the product definition for "Product 7" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).

Carbon and Alloy Steel Long Products:

- PRODUCT 7:** **HOT-ROLLED BAR AND LIGHT SHAPES**--Hot-rolled bars, grade ASTM A36 or equivalent in sizes 3 inches and under. (This product definition matches the product definition for "Product 9" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).
- PRODUCT 8A:** **COLD-FINISHED BAR**--C1045, one inch round (This product definition matches the product definition for "Product 10A" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).

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

Section IV-A.--PRICE DATA

Carbon and Alloy Steel Long Products:--(Continued)

PRODUCT 8B: COLD-FINISHED BAR--C12L14, one inch round. (This product definition matches the product definition for "Product 10B" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).

PRODUCT 9: REBAR--Straight ASTM A615, Nos. 4 and 5, grade 60 rebar. (This product definition matches the product definition for "Product 11" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).

Carbon and Alloy Steel Tubular Products:

PRODUCT 10A: WELDED TUBULAR PRODUCTS OTHER THAN OCTG--Circular welded non-alloy steel pipe meeting ASTM A-53 or equivalent, schedule 40, black, plain-end, two inches nominal inside diameter. (This product definition matches the product definition for "Product 20A" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).

PRODUCT 10B: WELDED TUBULAR PRODUCTS OTHER THAN OCTG--ASTM A-513 (mechanical) or A-500 grade A or B (ornamental) tubing, carbon-welded, pickled and oiled, 1 inch square, 0.065 inch nominal wall thickness (+ or - 10 percent), 20 foot to 24 foot mill lengths. (This product definition matches the product definition for "Product 20B" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).

PRODUCT 11: FLANGES AND FITTINGS--Carbon steel butt-weld pipe fitting, 6 inch nominal diameter, 90 degree elbow, long radius, standard weight, meeting ASTM A-234, grade WPB or equivalent specification. (This product definition matches the product definition for "Product 22" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).

Stainless Steel Products:

PRODUCT 12A: BAR AND LIGHT SHAPES--Stainless steel bar, grade 304/304L, 1 inch in diameter, annealed, cold-finished, of round shape. (This product definition matches the product definition for "Product 25A" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).

PRODUCT 12B: BAR AND LIGHT SHAPES--Grade 304, hot-rolled, annealed and descaled stainless steel, 90-degree angle, 2" x 2" x 1/4". (This product definition matches the product definition for "Product 25B" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).

PRODUCT 13: ROD--Grade AISI 304 wire rod, 5.5 mm (0.217") diameter, hot-rolled, annealed, and pickled. (This product definition matches the product definition for "Product 26" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).

PRODUCT 14: WIRE --Grade 302 HQ cold-heading stainless steel round wire, 0.099 to 0.127 inch (2.515 to 3.226 mm) in diameter annealed. (This product definition matches the product definition for "Product 28" in the questionnaire for the steel 201 investigation (Inv. TA-201-73, dated July 30, 2001).

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

Section IV-A-1.--PRICE DATA-CARBON AND ALLOY FLAT STEEL

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified carbon and alloy steel flat products produced and sold by your firm to unrelated U.S. customers.

Product 1 Product 2 Product 3A Product 3B

Product 4A Product 4B Product 5A Product 5B Product 6

Period of shipment	Quantity (short tons)	F.o.b. value (dollars) ¹
2000:		
Apr.-June		
July-Sept.		
Oct.-Dec.		
2001:		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
2002:		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
2003:		
Jan.-Mar.		

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

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

Section IV-A-2.--PRICE DATA-CARBON AND ALLOY STEEL LONG PRODUCTS

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified carbon and alloy steel long products produced and sold by your firm to unrelated U.S. customers.

Product 7 Product 8A Product 8B Product 9

Period of shipment	Quantity (short tons)	F.o.b. value (dollars) ¹
2000:		
Apr.-June		
July-Sept.		
Oct.-Dec.		
2001:		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
2002:		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
2003:		
Jan.-Mar.		

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

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

Section IV-A-3.--PRICE DATA-CARBON AND ALLOY TUBULAR PRODUCTS

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified carbon and alloy steel tubular products produced and sold by your firm to unrelated U.S. customers.

Product 10A Product 10B Product 11

Period of shipment	Quantity (short tons)	F.o.b. value (dollars) ¹
2000:		
Apr.-June		
July-Sept.		
Oct.-Dec.		
2001:		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
2002:		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
2003:		
Jan.-Mar.		
¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

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

Section IV-A-4.--PRICE DATA-STAINLESS STEEL PRODUCTS

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified stainless steel products produced and sold by your firm to unrelated U.S. customers.

Product 12A Product 12B Product 13 Product 14

Period of shipment	Quantity (short tons)	F.o.b. value (dollars) ¹
2000:		
Apr.-June		
July-Sept.		
Oct.-Dec.		
2001:		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
2002:		
Jan.-Mar.		
Apr.-June		
July-Sept.		
Oct.-Dec.		
2003:		
Jan.-Mar.		
¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

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

Section IV-B.--PRICE-RELATED QUESTIONS

PLEASE NOTE THAT THE QUESTIONS IN THE FOLLOWING SECTION REFER TO ALL TYPES OF STEEL COVERED IN THIS QUESTIONNAIRE. IF YOUR RESPONSE TO ANY QUESTION DIFFERS DEPENDING ON THE TYPE OF STEEL, PLEASE NOTE THIS IN YOUR RESPONSE AND REPORT SEPARATELY FOR THE DIFFERENT PRODUCTS.

IV-B.1. Please describe any changes in how your firm determines the prices that it charges for sales of its steel (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.) since March 20, 2002, the date import relief measures were implemented.

IV-B.2. Please describe any change in your firm's discount policy (volume discounts, year-end rebates, etc.) since March 20, 2002.

IV-B.3. Since March 20, 2002, has there been a change in the percent of sales made by your firm that are on a contract basis and on a spot basis? If so, please describe.

IV-B.4. a) In general, do prices for sales of steel pursuant to contracts follow a similar trend to prices for steel sold in spot sales? If so, please describe.

b) Since March 20, 2002, has there been a change in either the relative levels or in the trends of spot and contract prices for steel? If so, please describe.

IV-B.5. Since March 20, 2002, has there been a change in the average lead time between a customer's order and the delivery of your firm's sales of its steel? If so, please describe.

From inventory: _____

From production: _____

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

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

IV-B.6. Since March 20, 2002, has there been a change in the share of your firm's sales of steel that is from inventory?

 " Yes " No--Please explain the change.

Please explain any price differences that result from sales of inventory as opposed to sales directly from production.

IV-B.7. Since March 20, 2002, has there been any change in the geographic market in the United States in which your firm sells its steel?

No Yes--Please describe.

IV-B.8. Since March 20, 2002, have there been changes in your firm's channels of distribution that have affected the quantity sold and price of steel? If so, please describe.

IV-B.9. Since March 20, 2002, have there been any changes in the types or prices of substitute products that have affected the demand for steel? If so, please describe.

IV-B.10. How has demand for steel within the United States changed since March 20, 2002? How has demand for steel outside the United States changed since March 20, 2002? What are the principal factors that have affected demand?

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

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

IV-B.11. Since March 20, 2002 has your firm's product range (i.e., different qualities, dimensions, etc.) or marketing of steel changed significantly?

" No " Yes--Please describe.

IV-B.12. Since March 20, 2002, have there been any changes in the demand for or production of alternate products that have affected the your firm's production of steel?

" Yes " No--Please explain the changes.

IV-B.13. a) Since March 20, 2002, has your firm's order backlog for steel products increased, decreased, or remained the same?

" Increased " Decreased " Stayed the same

Please explain (noting the specific product to which you are referring).

b) Since March 20, 2002, has your firm's on-time shipment percentage for steel products increased, decreased, or remained the same?

" Increased " Decreased " Stayed the same

Please explain (noting the specific product to which you are referring).

c) Since March 20, 2002, has your firm made any efforts to increase product availability to your customers, either in terms of the quantity of products available or by increasing your product offerings (e.g., new size ranges, qualities, products, etc.)?

" No " Yes--If yes, please describe such efforts (noting the specific product to which you are referring).

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

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

IV-B.14. Please indicate whether the following factors have tended to increase, decrease, or have had no effect on the price of steel in the U.S. market since March 20, 2002, and rate the factors on a scale of 1-4 according to their relative contribution to the price of steel, with 1 being very important, 2 important, 3 somewhat important, and 4 not important.

Changes in competition between U.S. producers (please specify _____)
" Increase " Decrease " No change _____ Importance

Changes in the level of competition from substitute products
" Increase " Decrease " No change _____ Importance

Changes in the level of competition from imports from excluded countries
" Increase " Decrease " No change _____ Importance

Changes in the level of competition from imports from non-excluded countries
" Increase " Decrease " No change _____ Importance

Changes in the cost of raw materials (please specify _____)
" Increase " Decrease " No change _____ Importance

Changes in energy costs
" Increase " Decrease " No change _____ Importance

Changes in domestic production capacity (please specify _____)
" Increase " Decrease " No change _____ Importance

Changes in the allocation of production capacity to alternate products
" Increase " Decrease " No change _____ Importance

Changes in the productivity of domestic producers
" Increase " Decrease " No change _____ Importance

Changes in labor agreements, contracts, etc.
" Increase " Decrease " No change _____ Importance

Changes in transportation/delivery cost changes
" Increase " Decrease " No change _____ Importance

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

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

IV-B.14.-- Continued

Changing market patterns (please explain _____)
" Increase " Decrease " No change _____ Importance

Changes in demand for steel within the United States (please explain _____)
" Increase " Decrease " No change _____ Importance

Changes in demand for steel outside the United States (please explain _____)
" Increase " Decrease " No change _____ Importance

Other (please specify _____)
" Increase " Decrease " No change _____ Importance

Use the space below for any detailed discussion/elaboration on factors affecting price changes of steel in the U.S. market since March 20, 2002:
