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**PURCHASERS' QUESTIONNAIRE**  
**CUT-TO-LENGTH CARBON-QUALITY STEEL PLATE FROM FRANCE, INDIA**  
**INDONESIA, ITALY, JAPAN, AND KOREA**

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*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 July 21, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its five year reviews concerning cut-to-length carbon-quality plate from France, India, Indonesia, Italy, Japan, and Korea (inv. Nos. 701-TA-388-391 and 731-TA-816-821 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Kelly Clark (202-205-3166).

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

Has your firm purchased cut-to-length carbon-quality steel plate (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 1999?

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

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout these reviews may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these reviews or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

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

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

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

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

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

No  Yes--List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and/or Korea into the United States or which are engaged in exporting cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and/or Korea to the United States?

No  Yes--List the following information.

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

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of cut-to-length carbon-quality steel plate?

No       Yes--List the following information.

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

I-6. In Part III of this questionnaire we request 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 cut-to-length carbon-quality steel plate?

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

\_\_\_\_\_

\_\_\_\_\_

**PART II.--PURCHASES**

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of cut-to-length carbon-quality steel plate. Report based on delivery date, not order date.

<i>(Quantity in short tons, value in \$1,000)</i>							
<b>Item</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>Jan.-June 2005</b>
<b>PURCHASES OF CUT-TO-LENGTH CARBON-QUALITY STEEL PLATE PRODUCED IN THE UNITED STATES:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES OF CUT-TO-LENGTH CARBON-QUALITY STEEL PLATE PRODUCED IN FRANCE:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES OF CUT-TO-LENGTH CARBON-QUALITY STEEL PLATE PRODUCED IN INDIA:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES OF CUT-TO-LENGTH CARBON-QUALITY STEEL PLATE PRODUCED IN INDONESIA:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES OF CUT-TO-LENGTH CARBON-QUALITY STEEL PLATE PRODUCED IN ITALY:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES OF CUT-TO-LENGTH CARBON-QUALITY STEEL PLATE PRODUCED IN JAPAN:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES OF CUT-TO-LENGTH CARBON-QUALITY STEEL PLATE PRODUCED IN KOREA:<sup>1</sup></b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES OF CUT-TO-LENGTH CARBON-QUALITY STEEL PLATE PRODUCED IN ALL OTHER COUNTRIES:<sup>2</sup></b>							
<i>Quantity</i>							
<i>Value</i>							
<sup>1</sup> What share of your firm's purchases of cut-to-length carbon-quality steel plate from Korea include product produced by POSCO (_____).							
<sup>2</sup> Please identify these countries: _____ _____							

**PART II.--PURCHASES--Continued**

II-2. If the relative levels of your firm's purchases of cut-to-length carbon-quality steel plate from different sources (both domestic and foreign) have changed since 1999 (the year the countervailing duty and antidumping duty orders under review became effective), please list the country, state whether the relative share from that country has increased or decreased, and state the reason and the time period.

Country	Increase/decrease	Reason

II-3. (a) Did your firm purchase cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and/or Korea before 1999?

- No--Skip to c)                       Yes

(b) If yes, has your pattern of purchasing cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and/or Korea changed since 1999?

- No, our pattern of purchasing is essentially unchanged.
- Yes, we discontinued purchases from France, India, Indonesia, Italy, Japan, and/or Korea because of the order.
- Yes, we reduced purchases from France, India, Indonesia, Italy, Japan, and/or Korea because of the order.
- Yes, but we changed the pattern of purchases from France, India, Indonesia, Italy, Japan, and/or Korea for reasons other than the order (please explain below).

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c) Has your pattern of purchasing cut-to-length carbon-quality steel plate from nonsubject foreign sources changed since 1999 (please check all that apply).

- We did not purchase from nonsubject foreign sources before or after the order.
- No, our pattern of purchasing is essentially unchanged.
- Yes, we increased purchases from nonsubject countries because of the order.
- Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

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

Please note that the questions in this section refer to the entire period since 1999 (unless otherwise specified) and all subject countries. If your response to any question differs for different time periods since 1999 or for different countries, please note this in your response (identifying the month/year and/or country to which you are referring).

III-1. Which of the following best describes your firm as a purchaser of cut-to-length carbon-quality steel plate (check all that apply, noting the specific end uses if known)?

END USER ( \_\_\_\_\_ )

DISTRIBUTOR ( \_\_\_\_\_ )

OTHER ( \_\_\_\_\_ )

III-2. (a) If your firm is a distributor or reseller of cut-to-length carbon-quality steel plate, what are the major types of consumers to which you sell cut-to-length carbon-quality steel plate?

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

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase cut-to-length carbon-quality steel plate?

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

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

**Product you produce**

**Percent of cost accounted for by cut-to-length carbon-quality steel plate**

1. \_\_\_\_\_

1. \_\_\_\_\_

2. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

3. \_\_\_\_\_

III-4. (a) If your firm is an end user of cut-to-length carbon-quality steel plate has the demand for your firm's final products incorporating cut-to-length carbon-quality steel plate changed since 1999?

Increased

Unchanged

Decreased

(b) Has this had any effect on your firm's demand for cut-to-length carbon-quality steel plate?

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

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

III-5. Have there been any changes in the end uses of cut-to-length carbon-quality steel plate since 1999?

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

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III-6. Do you anticipate any changes in terms of the end uses of cut-to-length carbon-quality steel plate 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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III-7. (a) Please list in order of importance any products that may be substituted for cut-to-length carbon-quality steel plate.

- (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 cut-to-length carbon-quality steel plate?

- No       Yes--Please explain.

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III-8. Have there been any changes in the number or types of products that can be substituted for cut-to-length carbon-quality steel plate since 1999?

- No       Yes--Please explain.

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

III-9. Do you anticipate any changes in terms of the substitutability of other products for cut-to-length carbon-quality steel plate 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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III-10 (a) How has demand within the United States for cut-to-length carbon-quality steel plate changed since 1999?

- Increased                       Unchanged                       Decreased  
 Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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(b) How has demand outside the United States, if known, for cut-to-length carbon-quality steel plate changed since 1999?

- Increased                       Unchanged                       Decreased  
 Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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III-11. Do you anticipate any future changes in cut-to-length carbon-quality steel plate demand in the United States and, if known, the rest of the world?

- No                                       Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

III-12. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss cut-to-length carbon-quality steel plate demand and/or factors affecting cut-to-length carbon-quality steel plate demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1999, to the present and forecasts of these demand data.

III-13. Have any changes occurred in any factors affecting supply (e.g., safeguards or other trade actions, changes in availability or prices of raw materials, energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of cut-to-length carbon-quality steel plate in the U.S. market since 1999?

No

Yes--Please note the time period(s) and duration of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices. (Note in your response whether these changes prevented your firm from purchasing U.S.-produced cut-to-length carbon-quality steel plate).

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III-14. Have any suppliers (U.S. or foreign) refused, declined, or been unable to supply cut-to-length carbon-quality steel since 1999? (Examples include being placed on allocation (or “controlled order entry”), supplier(s) declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)

No

Yes--Please note and document the time period(s) (i.e., month and year) and duration, country of origin, and supplier that refused, declined, or was unable to supply; amount and type of product involved; and the effect on your operations (including whether your firm was able to obtain cut-to-length carbon-quality steel plate from another firm).

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

III-15. Is buying a product that is produced in the United States an important factor in your firm's purchases of cut-to-length carbon-quality steel plate (please check ALL that apply)?

No

Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of all purchases of cut-to-length carbon-quality steel plate .

Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves \_\_\_\_ percent of all purchases of cut-to-length carbon-quality steel plate.

Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all purchases of cut-to-length carbon-quality steel plate.

III-16. (a) Is the cut-to-length carbon-quality steel plate market subject to business cycles or conditions of competition distinctive to cut-to-length carbon-quality steel plate?

No

Yes--Please explain and provide estimates of the duration of any such cycle.

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(b) Has the emergence of new markets for cut-to-length carbon-quality steel plate since 1999 affected the business cycles or conditions of competition distinctive to cut-to-length carbon-quality steel plate?

No

Yes--Please explain any such changes.

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III-17. Who are your major competitors?

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

III-18. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving cut-to-length carbon-quality steel plate based on the producer of the cut-to-length carbon-quality steel plate you purchase?

Your firm:

Always                       Usually                       Sometimes     Never

Your customers:

Always                       Usually                       Sometimes     Never

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

Your firm: \_\_\_\_\_  
\_\_\_\_\_

Your customers: \_\_\_\_\_  
\_\_\_\_\_

III-19. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving cut-to-length carbon-quality steel plate based on the country of origin of the cut-to-length carbon-quality steel plate you purchase?

Your firm:

Always                       Usually                       Sometimes     Never

Your customers:

Always                       Usually                       Sometimes     Never

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

Your firm: \_\_\_\_\_  
\_\_\_\_\_

Your customers: \_\_\_\_\_  
\_\_\_\_\_

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

III-20. (a) How frequently do you make purchases?

- Daily                       Weekly                       Monthly  Quarterly  Annually  
 Other (specify) \_\_\_\_\_)

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

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

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III-21. How many suppliers do you generally contact before making a purchase?

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III-22. (a) Do purchases of cut-to-length carbon-quality steel plate usually involve negotiations between supplier and purchaser?

- No                       Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices (either domestic or foreign) as part of the negotiation process.

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

- No                       Yes--Specify the time period.

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

III-23. a) Approximately what share of your firm's purchases of domestic and imported cut-to-length carbon-quality steel plate in **2004** were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (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)		
	Domestic	Subject imports	Nonsubject imports
Long-term contracts			
Short-term contracts			
Spot sales			
	100%	100%	100%

III-24. Have you changed suppliers since 1999?

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

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III-25. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 1999?

No                       Yes--Please identify the firms and indicate how you become aware of them.

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(b) Do you expect new cut-to-length carbon-quality steel plate suppliers to enter the market in the future?

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

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

III-26. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the cut-to-length carbon-quality steel plate they sell to your firm?

- No       Yes-- \_\_\_\_ percent of purchases in 2004       Yes--all purchases

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

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III-27. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

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III-28. Since 1999, have any domestic or foreign producers failed in their attempts to certify or qualify their cut-to-length carbon-quality steel plate with your firm or have any producers lost their approved status?

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

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

III-29. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for cut-to-length carbon-quality steel plate.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-29. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase cut-to-length carbon-quality steel plate for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-30. What characteristics does your firm consider when determining the quality of cut-to-length carbon-quality steel plate?

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

III-31. How often does your firm purchase cut-to-length carbon-quality steel plate (of the same specification) that is offered at the lowest price? If your answer is "sometimes" or "never", please explain why price is not a controlling factor in those situations.

- Always       Usually       Sometimes       Never

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

III-32. Please list the names of any firms you considered price leaders in the cut-to-length carbon-quality steel plate market since 1999. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

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

III-33. Please describe how the above firm(s) exhibited price leadership.

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

III-34. How frequently does the price of the cut-to-length carbon-quality steel plate you are purchasing change? Please explain the reasons for such price changes.

\_\_\_\_\_



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

III-35. Does your firm purchase cut-to-length carbon-quality steel plate over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total purchases of cut-to-length carbon-quality steel plate in 2004 accounted for by internet purchases.

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III-36. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. cut-to-length carbon-quality steel plate industry since 1999 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

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

III-37. What do you think will be the likely effects of any revocation of the antidumping duty order for imports of cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and/or Korea? As appropriate, please discuss any potential effects of revocation of the antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: \_\_\_\_\_

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(2) Entire U.S. market: \_\_\_\_\_

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

IV-1. Please indicate the countries of origin for cut-to-length carbon-quality steel plate for which your firm has actual marketing/pricing knowledge.

- United States
- France                       India                       Indonesia
- Italy                               Japan                       Korea
- Other countries (Please specify \_\_\_\_\_)

IV-2. Is cut-to-length carbon-quality steel plate produced in the United States and in other countries used interchangeably (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 "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	France	India	Indonesia	Italy	Japan	Korea	Other countries
United States								
France								
India								
Indonesia								
Italy								
Japan								
Korea								

<sup>1</sup> For any country-pair producing cut-to-length carbon-quality steel plate which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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

IV-3. Do you or your customers ever specifically order cut-to-length carbon-quality steel plate from one country in particular over other possible sources of supply?

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

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IV-4. Are certain grades/types/sizes of cut-to-length carbon-quality steel plate available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

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

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IV-5. If you purchased cut-to-length carbon-quality steel plate from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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

IV-6. For the factors listed below, please rate how cut-to-length carbon-quality steel plate produced in each country you identified in your response to the first question in Part IV compares with cut-to-length carbon-quality steel plate produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	<b>compared to</b>			_____
(specify country)				(specify country)
	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>	
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Lower price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Lower U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other (specify):				
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-7. (a) How often does domestically produced cut-to-length carbon-quality steel plate meet minimum quality specifications for your uses or your customers' uses?

- Always       Usually       Sometimes       Rarely or never

(b) How often does imported subject cut-to-length carbon-quality steel plate meet minimum quality specifications for your uses or your customers' uses?

- Always       Usually       Sometimes       Rarely or never

(c) How often does imported nonsubject cut-to-length carbon-quality steel plate meet minimum quality specifications for your uses or your customers' uses?

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

IV-8. (a) Since 1999, has there been a change in the price of cut-to-length carbon-quality steel plate? If so, has the price of U.S.-produced cut-to-length carbon-quality steel plate changed more or less than the price of imported cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and/or Korea?

No change in price

Prices have changed by the same amount

Price of U.S.-produced cut-to-length carbon-quality steel plate has changed relative to the price of cut-to-length carbon-quality steel plate from **France**

Price of U.S.-produced cut-to-length carbon-quality steel plate has changed relative to the price of cut-to-length carbon-quality steel plate from **India**

Price of U.S.-produced cut-to-length carbon-quality steel plate has changed relative to the price of cut-to-length carbon-quality steel plate from **Indonesia**

Price of U.S.-produced cut-to-length carbon-quality steel plate has changed relative to the price of cut-to-length carbon-quality steel plate from **Italy**

Price of U.S.-produced cut-to-length carbon-quality steel plate has changed relative to the price of cut-to-length carbon-quality steel plate from **Japan**

Price of U.S.-produced cut-to-length carbon-quality steel plate has changed relative to the price of cut-to-length carbon-quality steel plate from **Korea**

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

IV-8. (b) If the price of U.S.-produced cut-to-length carbon-quality steel plate has changed relative to the price of cut-to-length carbon-quality steel plate from France, India, Indonesia, Italy, Japan, and/or Korea, the price of U.S.-produced cut-to-length carbon-quality steel plate is now relatively

Price of U.S. product vs price of French product:  Higher  Lower

Price of U.S. product vs price of Indian product:  Higher  Lower

Price of U.S. product vs price of Indonesia product:  Higher  Lower

Price of U.S. product vs price of Italian product:  Higher  Lower

Price of U.S. product vs price of Japanese product:  Higher  Lower

Price of U.S. product vs price of Korean product:  Higher  Lower

**PART V.--SUPPLIER IDENTIFICATION**

Please list the suppliers from which you have purchased cut-to-length carbon-quality steel plate since 1999 and approximate the percentage of your cut-to-length carbon-quality steel plate purchases each accounted for in 2004.

<b>No.</b>	<b>Firm name</b>	<b>Percentage of purchases (based on quantity)</b>
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		