

FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE
CERTAIN STAINLESS STEEL SHEET AND STRIP FROM FRANCE, GERMANY, ITALY,
JAPAN, KOREA, MEXICO, TAIWAN, AND THE UNITED KINGDOM

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than March 1, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning certain stainless steel sheet and strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and the United Kingdom (invs. Nos. 701-TA-381-382 and 731-TA-797-804 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

Name of firm _____

Address _____

World Wide Web address _____

Has your firm produced or exported **certain stainless steel sheet and strip** (as defined in the instruction booklet) 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

E-mail address

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____ hours _____ dollars

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

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see 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. Please provide the names and addresses of the **10** largest U.S. importers of your firm's stainless steel sheet & strip in 2004.

(1) _____

(2) _____

(3) _____

(4) _____

(5) _____

(6) _____

(7) _____

(8) _____

(9) _____

(10) _____

PART I.--GENERAL QUESTIONS--Continued

I-4. Please indicate the nature of your firm's operations on stainless steel sheet & strip. More than one answer may be applicable.

Manufacturer Exporter

If your firm is the exporter but not the manufacturer please list the manufacturer(s) below (company name, address, telephone, and fax number).

I-5. In Parts II and 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 stainless steel sheet & strip?

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

I-6. Does your firm or any related firm produce, have the capability to produce, or have any plans to produce stainless steel sheet & strip in the United States or other countries?

No Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Debra Baker for copies of that questionnaire).

I-7. Does your firm or any related firm import or have any plans to import stainless steel sheet & strip into the United States?

No Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Debra Baker for copies of that questionnaire).

PART II.--TRADE AND RELATED INFORMATION

II-1. 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 of stainless steel sheet & strip since 1999 (i.e., the year the orders under review became effective)?

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

II-2. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of stainless steel sheet & strip in the future?

No Yes--Supply details as to the location, time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce stainless steel sheet & strip (in short tons) for 2005 and 2006.**

II-3. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of stainless steel sheet & strip in the future if the countervailing duty and antidumping duty orders on stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom were to be revoked?

No Yes--Supply details as to the location, time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

II-4. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of stainless steel sheet & strip in France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom in the future?

- No Yes--Please describe those plans, including location, planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that addresses this issue.

II-5. Describe the production technology used in the production of stainless steel sheet & strip in France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom and identify major production inputs. Also discuss any significant changes in production technology since 1999 (the year the countervailing duty and antidumping duty orders under review became effective).

II-6a. Has your firm since 1999 produced, or does your firm anticipate producing in the future, other products (including non-subject stainless steel flat products, carbon steel flat products, and/or other flat products (e.g., high-nickel alloys, electrical steel, titanium products)) on the same equipment and machinery used in the production of stainless steel sheet & strip and/or using the same production and related workers employed to produce stainless steel sheet & strip?

- No Yes--List the products produced, their estimate shares of production in 2004, the time periods in which they were produced, and the basis of your firm's allocations in the space below.

Product	Share (percent) of quantity	Period	Basis for allocation of capacity and employment date (indicate if different)

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

II-6b. Please complete the following grid for products produced on the same equipment and machinery used in the production of stainless steel & strip:

<i>(Quantity in short tons)</i>						
Production stage	1999	2000	2001	2002	2003	2004
Melting (raw stainless steel):						
Total production capacity						
Production						
Hot-rolling:						
Total production capacity						
Production:						
Stainless steel sheet & strip in coils (subject)						
Stainless steel sheet & strip cut-to-length						
Stainless steel plate						
Other flat-rolled (specify:)						
Total production						
Cold-rolling:						
Total production capacity						
Production:						
Stainless steel sheet & strip in coils (subject)						
Stainless steel sheet & strip cut-to-length						
Stainless steel plate						
Other flat-rolled (specify:)						
Total production						
Other-specify:						
Total production capacity						
Production						

II-7. Please describe the constraint(s) that set the limit(s) on your production capacity at the following stages. Also report your production capacity in 2004 for each stage (in short tons).

Melting stage.—Constraints: _____

Hot-rolling stage.—Constraints: _____

Annealing and pickling stage.—Constraints: _____

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

II-8. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of stainless steel sheet & strip?

_____ Percent

II-9a. Is your firm able to switch production between stainless steel sheet & strip and other products in response to a relative price change in the price of stainless steel sheet & strip vis-a-vis the price of other products, using the same equipment and labor?

No Yes--Please identify below the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from stainless steel sheet & strip.

II-9b. Please report any factors that limit your ability to shift production between stainless steel & strip and other products.

II-10a. Has your firm maintained any inventories of stainless steel sheet & strip in the United States (not including inventories held by firms identified in questions I-3, I-5, or I-6 above¹) since 1999?

No Yes--Report the quantity (in short tons) of such **end-of-period** inventories below. **Report separately for each country listed on page 1 of the questionnaire.**

<u>1999</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>
_____	_____	_____	_____	_____	_____

II-10b. Has any entity related to your firm maintained any inventories of stainless steel sheet & strip in the United States (not including inventories held by firms identified in questions I-3, I-5, or I-6 above¹) since 1998? Please provide the names and address of these firms.

II-11. (a) Are your firm's exports of stainless steel sheet & strip subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

<u>Product</u>	<u>Country</u>	<u>Year imposed</u>	<u>Barrier (if tariff, give rate)</u>
_____	_____	_____	_____
_____	_____	_____	_____

¹ Such firms will report inventories in the Commission's importer or producer questionnaire.

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

(b) Are your firm's exports of stainless steel sheet & strip subject to current investigations in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No Yes--List the products(s), country(ies), and type of investigation.

Product	Country	Type of investigation
_____	_____	_____
_____	_____	_____

II-12. Identify each market other than the United States (including home and export markets) that you have developed or where you have increased your sales of stainless steel sheet & strip since 1999. Please discuss the factors leading to these market developments **individually for each country (or market)** and if possible document.

II-13. Describe the significance of the existing countervailing duty and antidumping duty orders covering imports of stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

II-14. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of stainless steel sheet & strip in the future if the countervailing duty and antidumping duty orders on stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom were to be revoked?

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

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

II-15. **STAINLESS STEEL SHEET & STRIP**--Please report production capacity, production, shipments, and inventories of **stainless steel sheet & strip** produced by your firm in France, Germany, Italy, Japan, Korea, Mexico, Taiwan, or the United Kingdom in 1999-2004. Report separately for each country listed and identify the country: _____

<i>(Quantity in short tons, value in 1,000 U.S. dollars)</i>						
Item	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)						
BEGINNING-OF-PERIOD INVENTORIES ² (<i>quantity</i>)						
PRODUCTION ³ (<i>quantity</i>)						
SHIPMENTS:						
Home market:						
Internal consumption/transfers (<i>quantity</i>)						
Commercial shipments: <i>Quantity</i>						
<i>Value</i>						
Exports to--						
United States: ⁴ <i>Quantity</i>						
<i>Value</i>						
All other export markets: European Union: ⁵ <i>Quantity</i>						
<i>Value</i>						
China: <i>Quantity</i>						
<i>Value</i>						
Asia (other than China): ⁶ <i>Quantity</i>						
<i>Value</i>						
Other: ⁷ <i>Quantity</i>						
<i>Value</i>						
Subtotal, all other export markets: <i>Quantity</i>						
<i>Value</i>						
Total exports (<i>quantity</i>)						
Total shipments (<i>quantity</i>)						
END-OF-PERIOD INVENTORIES (<i>quantity</i>)						
<i>Footnotes on next page.</i>						

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

Report separately for each country (i.e., for France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and the United Kingdom) and identify the country: _____

Continued.

¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Did your firm allocate capacity using the historical product mix reported previously in response to question II-6b? _____ YES or _____ NO. If NO, please describe the methodology used to calculate production capacity.

Also, explain any changes in reported capacity (use additional pages as necessary). _____

² 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: _____

³ Please estimate, as appropriate, the percentage of total production of stainless steel sheet & strip in France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and the UK accounted for by your firm's production in 2004: _____ Percent

⁴ Please estimate, as appropriate, the percentage of total exports to the United States of stainless steel sheet & strip from France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and the UK accounted for by your firm's exports in 2004: _____ Percent

⁵ Identify principal *European Union* export markets. _____

⁶ Identify principal *Asian* export markets (other than China). _____

⁷ Identify principal *other* export markets. _____

II-16a. Provide the quantity (in *short tons*) of your firm's exports to the United States in 2004 of stainless steel strip produced in France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom that is of a thickness of 0.13 mm or less (and is often referred to commercially as "foil"): _____

II-16b. Provide the quantities (in *short tons*) of your firm's exports to the United States in 2004 of the specified stainless steel & strip products produced in France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom. The total listed below should equal the quantity of your exports to the United States reported in question II-15. Do the totals equal?
 _____ Yes _____ No, if not why? _____

Stainless steel sheet & strip product	Quantity (<i>short tons</i>) in 2004
Grade 304	
Grade 304L	
Grade 316	
Grade 316L	
Grade 403	
Grade 409	
Grade 430	
Grade 434/436	
Other ¹ (identify: _____)	
Other ¹ (identify: _____)	
All others	
Total	

¹ Identify and separately report an "other" grade only if it accounted for 10 percent or more of your firm's exports to the United States in 2004; otherwise report the grade in the combined "all others" category.

PART III.--MARKET FACTORS

Further information on this section of the questionnaire can be obtained from Amelia Preece (Amelia.Preece@usitc.gov).

When answering the questions in Part III, specify which countries you are discussing (i.e., France, Germany, Italy, Japan, Korea, Mexico, Taiwan and the United Kingdom) and, as necessary, provide country-specific information if your answer does not apply to all the subject countries.

III-1. Approximately what share of your firm's sales of stainless steel sheet & strip to U.S. customers 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)
Long-term contracts	
Short-term contracts	
Spot sales	

III-2. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-3. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-4. What is the average lead time between a U.S. customer's order and the date of delivery for your firm's sales of stainless steel sheet & strip?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
Total	100%	

PART III.--MARKET FACTORS--Continued

III-5. To what extent have changes in the prices of raw materials affected your firm's selling prices, production and/or delivery schedule, or inventory levels for stainless steel sheet & strip during January 1999-December 2004? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-6. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom-produced stainless steel sheet & strip in the U.S. market since 1999?

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

III-7. (a) Do you anticipate any changes in terms of the availability of France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom-produced stainless steel sheet & strip in the U.S. market in the future?

- Increase No Change Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-8. Describe how easily your firm can shift its sales of stainless steel sheet & strip between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting stainless steel sheet & strip between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--MARKET FACTORS--Continued

III-9. Is the product range, product mix, or marketing of stainless steel sheet & strip in your home market significantly different from the product range, product mix, or marketing of stainless steel sheet & strip for export to the United States or to third-country markets? Have there been any significant changes in the product range, product mix, or marketing of stainless steel sheet & strip in your home market, for export to the United States, or for export to third-country markets since 1999?

No Yes--Please describe and quantify if possible.

III-10. Please discuss any anticipated changes in terms of the product range, product mix, or marketing of stainless steel sheet & strip in your home market, for export to the United States, or for export to third-country markets in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-11. (a) Please list in order of importance any products that may be substituted for stainless steel sheet & strip.

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

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

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

No Yes--To what degree do changes in their prices affect the price for stainless steel sheet & strip? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of stainless steel sheet & strip or final end use?

PART III.--MARKET FACTORS--Continued

III-12. Have there been any changes in the number or types of products that can be substituted for stainless steel sheet & strip since 1999?

- No Yes--Please explain.

III-13. Do you anticipate any changes in terms of the substitutability of other products for stainless steel sheet & strip in the future?

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

III-14. Is the stainless steel sheet & strip produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's stainless steel sheet & strip sold to the United States and/or to third-country markets?

- Yes No--Identify the market(s) and any differences in the products.

III-15. Describe the end uses of the stainless steel sheet & strip that you manufacture and sell to your home market. If these end uses differ from those of the stainless steel sheet & strip you sell to the U.S. market or to third-country markets, explain.

III-16a. Has your firm refused, declined, or been unable to supply stainless steel sheet & strip since 1999? (Examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.)

- No Yes--Please note and document the time period(s) (i.e., month and year), country of origin, and the customer involved; and the amount and type of product involved.

PART III.--MARKET FACTORS--Continued

III-16b. Has your firm implemented any surcharges on shipments since 1999?

- No
- Yes--Please indicate the base period during which they applied the amount(s) and the product(s) and country(ies) to which they applied.

III-17. Have there been any changes in the end uses of stainless steel sheet & strip since 1999?

- No
- Yes--Please describe.

III-18. Do you anticipate any changes in terms of the end uses of stainless steel sheet & strip in the future?

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

III-19. How has demand within your home market and the United States (and outside the United States, if known) for certain stainless steel plate changed since 1998?

- A. Home market: Increased Unchanged Decreased Other¹
- B. United States: Increased Unchanged Decreased Other²
- C. Other countries: Increased Unchanged Decreased Other³

¹ Describe: _____

² Describe: _____

³ Describe: _____

What were the principal factors affecting changes in demand?

PART III.--MARKET FACTORS--Continued

III-20. Do you anticipate any future changes in stainless steel sheet & strip demand in your home market and 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.

III-21. Please compare market prices of stainless steel sheet & strip in your home market, the United States, and third-country markets, if known. Provide specific information as to time periods and regions for any price comparisons.

III-22. Describe briefly your home market for stainless steel sheet & strip, including the number of, and competition between, producers.

III-23. Do you face competition from imports of stainless steel sheet & strip in your home market?

- No Yes--Please identify the country sources of any imports of stainless steel sheet & strip into your home market.

III-24. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss stainless steel sheet & strip supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom, and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

PART III.--MARKET FACTORS--Continued

III-25. Does your firm sell stainless steel sheet & strip over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of stainless steel sheet & strip in 2004 accounted for by internet sales.

PART IV.--FOREIGN PRODUCER IDENTIFICATION

Please list the names and addresses of the foreign producers of stainless steel sheet & strip that your firm is aware of which are located in the country/countries in which your firm has production facilities.

Provide a separate listing for each subject country (i.e., for France, Germany, Italy, Japan, Korea, Mexico, Taiwan, and/or the United Kingdom). Copy this page as necessary.

Identify country: _____

No.	Firm name	Address
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		