

U.S. PRODUCERS'/PROCESSORS' QUESTIONNAIRE

CUT-TO-LENGTH (CTL) PLATE FROM CHINA, RUSSIA, AND UKRAINE

This questionnaire must be received by the Commission by no later than June 26, 2009

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty order and suspension agreements concerning cut-to-length carbon steel plate from China, Russia, and Ukraine (Inv. Nos. 731-TA-753, 754, and 756 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced CTL carbon steel plate or CTL micro-alloy steel plate (as defined in the instruction booklet) at any time since January 1, 2003?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

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 means of 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.

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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.--GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **OMB statistics.**--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. **OMB feedback.**--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. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire and indicate whether the establishment is a mill or a processing operation (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. **Support for continuation of suspension agreements and antidumping duty order.**--Do you support or oppose continuation of the suspension agreements currently in place for CTL carbon steel plate from Russia, and Ukraine, and the antidumping duty order currently in place for CTL carbon steel plate from China?

China	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Russia	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Ukraine	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position

PART I.—GENERAL INFORMATION--Continued

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

No Yes--List the following information.

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

I-5. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing CTL carbon steel plate from China, Russia and/or Ukraine into the United States or which are engaged in exporting CTL carbon steel plate from China, Russia, and/or Ukraine to the United States?

No Yes--List the following information.

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

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing CTL carbon steel plate from countries other than China, Russia, and/or Ukraine into the United States or which are engaged in exporting CTL carbon steel plate from countries other than China, Russia, and/or Ukraine to the United States?

No Yes--List the following information.

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

PART I.—GENERAL INFORMATION--Continued

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of CTL plate (carbon steel or micro-alloy steel)?

No Yes--List the following information.

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

I-8. **Business plan.**--In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for CTL plate (carbon steel or micro-alloy steel)?

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

I-9. Please identify the nature of your CTL carbon and micro-alloy steel plate operations (check all that apply):

	<u>Carbon</u> (not micro-alloy)	<u>Micro-alloy</u>
U.S. mill	<input type="checkbox"/>	<input type="checkbox"/>
U.S. processor of CTL plate from U.S.-produced coiled plate.	<input type="checkbox"/>	<input type="checkbox"/>
U.S. processor of CTL plate from imported coiled plate.	<input type="checkbox"/>	<input type="checkbox"/>

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Dana Lofgren, Investigator (202-205-2539, dana.lofgren@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information (Trade).**--Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of CTL plate (carbon steel or micro-alloy steel) since January 1, 2003?

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> plant openings	_____

<input type="checkbox"/> plant closings.....	_____

<input type="checkbox"/> relocations	_____

<input type="checkbox"/> expansions	_____

<input type="checkbox"/> acquisitions.....	_____

<input type="checkbox"/> consolidations.....	_____

<input type="checkbox"/> prolonged shutdowns or production curtailments	_____

<input type="checkbox"/> revised labor agreements.....	_____

<input type="checkbox"/> other (e.g., technology)	_____

PART II.—TRADE AND RELATED INFORMATION--Continued

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of CTL plate (carbon steel or micro-alloy steel) in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce CTL plate (carbon steel or micro-alloy steel) (in short tons) for 2009 and 2010.**

For question II-4, if your response differs for particular suspension agreements or the antidumping duty order, please indicate and explain the particular effect of revocation of specific suspension agreements or the antidumping duty order.

II-4. **Anticipated changes in operations in the event the suspension agreements and/or antidumping duty order are revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of CTL plate (carbon steel or micro-alloy steel) in the future if the suspension agreements on CTL carbon steel plate from Russia, and/or Ukraine, and/or the antidumping duty order on CTL carbon steel plate from China, 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 that address this issue.

PART II.—TRADE AND RELATED INFORMATION--Continued

II-5. **Same equipment, machinery, and workers.**--Has your firm since 2003 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of CTL plate (carbon steel or micro-alloy steel) and/or using the same production and related workers employed to produce CTL plate (carbon steel or micro-alloy steel)?

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

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

<i>(Quantity in short tons)</i>						
Item	2003	2004	2005	2006	2007	2008
Overall Production Capacity						
Production of:						
CTL carbon steel plate						
Micro-alloy steel plate						
Subtotal ¹						
Specifically excluded (e.g., X-70) CTL plate						
Other nonsubject products (e.g., CTL alloy steel plate)						
¹ This subtotal should equal the production quantity reported in question II-9a.						

THE FOLLOWING TABLE IS DUE ON OR BEFORE JULY 24, 2009.

<i>(Quantity in short tons)</i>		
Item	January-June 2008	January-June 2009
Overall Production Capacity		
Production of:		
CTL carbon steel plate		
Micro-alloy steel plate		
Subtotal ¹		
Specifically excluded (e.g., X-70) CTL plate		
Other nonsubject products (e.g., CTL alloy steel plate)		
¹ This subtotal should equal the production quantity reported in question II-9b.		

PART II.—TRADE AND RELATED INFORMATION--Continued

II-6. **Constraints on production.**--Please describe the constraint(s) that set the limit(s) on your production capacity.

II-7. **Production shifting.**--Is your firm able to switch production between CTL plate (carbon steel or micro-alloy steel) and other products in response to a relative change in the price of CTL plate (carbon steel or micro-alloy steel) vis-à-vis the price of other products, using the same equipment and labor?

- No Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from CTL plate (carbon steel or micro-alloy steel).

II-8a. **Toll production.**--Since January 1, 2003, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of CTL plate (carbon steel or micro-alloy steel)?

- No Yes

If yes, for all such toll agreements entered into by your firm, please indicate below whether your firm was the toller or the tollee (see definition for toll agreement in the instruction booklet) and provide the information requested below.

Tollee--Please identify the toller(s): _____.

Toller--Please identify the tollee(s): _____.

Indicate the percentage of your firm's quantity of U.S. shipments of CTL plate (carbon steel or micro-alloy steel) during 2008 that was produced under a toll agreement. _____.

Please specify your toll agreement(s) in some detail (e.g., the nature of the agreement, whether it is on a contract basis, what materials are transferred between the tollee and the toller, what services does the toller provide, etc.)

If you are exclusively a toll producer, please skip the remaining questions in parts II, III and IV and answer the questions in part V at the end of this questionnaire.

PART II.—TRADE AND RELATED INFORMATION--Continued

II-9a. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of CTL plate (carbon steel and micro-alloy steel) in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Item	Quantity (in short tons) and value (in \$1,000)					
	Calendar year					
	2003	2004	2005	2006	2007	2008
Average production capacity¹ (quantity) (A)						
Beginning-of-period inventories (quantity) (B)						
Production (quantity) (C)						
U.S. shipments:						
Commercial shipments:						
quantity (D)						
value (E)						
Internal consumption:²						
quantity (F)						
value (G)						
Transfers to related firms:²						
quantity (H)						
value (I)						
Export shipments:³						
quantity (J)						
value (K)						
End-of-period inventories (quantity) (L)						
Channels of distribution:						
U.S. shipments to distributors, processors, or service centers (quantity) (M)						
U.S. shipments to end users (quantity) (N)						
Employment data:						
Average number of PRWs (number) (O)						
Hours worked by PRWs (1,000 hours) (P)						
Wages paid to PRWs (value) (Q)						

¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2003-08:

³ Identify your principal export markets: _____

PART II.—TRADE AND RELATED INFORMATION--Continued

II-9b. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of CTL plate (carbon steel and micro-alloy steel) in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

THE FOLLOWING TABLE IS DUE ON OR BEFORE JULY 24, 2009.

Quantity (in short tons) and value (in \$1,000)		
Item	January-June	
	2008	2009
Average production capacity ¹ (quantity) (A)		
Beginning-of-period inventories (quantity) (B)		
Production (quantity) (C)		
U.S. shipments:		
Commercial shipments:		
quantity (D)		
value (E)		
Internal consumption: ²		
quantity (F)		
value (G)		
Transfers to related firms: ²		
quantity (H)		
value (I)		
Export shipments: ³		
quantity (J)		
value (K)		
End-of-period inventories (quantity) (L)		
Channels of distribution:		
U.S. shipments to distributors, processors, or service centers (quantity) (M)		
U.S. shipments to end users (quantity) (N)		
Employment data:		
Average number of PRWs (number) (O)		
Hours worked by PRWs (1,000 hours) (P)		
Wages paid to PRWs (value) (Q)		

¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January to June 2008 and January to June 2009 below:

³ Identify your principal export markets: _____.

PART II.—TRADE AND RELATED INFORMATION--Continued

II-10. Reconciliation of trade data.--

- (a) Please note that the quantities reported in question II-9 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile? Yes No--Please explain _____

$D + F + H = M + N$

Do these data reconcile? Yes No--Please explain _____

- (b) Please note that the quantities reported for end of period inventories should equal the beginning of period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2003 should equal line B of year 2004). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-11. **Transfers to related firms.**--If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

- II-12. **Shipments by thickness.**-- Please report the relative share of your firm's 2008 U.S. shipments for CTL plate (carbon steel and micro-alloy steel) in the specified thicknesses below. (See definitions in the instruction booklet).

<i>(Quantity in percent)</i>	
Plate thickness	2008
$\leq 1.00''$	
$> 1.00''$ but $\leq 3.00''$	
$> 3.00''$	
Total	100%

PART II.—TRADE AND RELATED INFORMATION--Continued

II-13. **Shipments by product.**-- Please report your firm's 2008 U.S. shipments for the CTL plate products identified below. (See definitions in instruction booklet).

Item	Share of 2008 U.S. shipments
Hot-rolled wide flat bar	
Carbon structural steel plate	
All other cut-to-length plate	
Total	100%

II-14. **Purchases.**--Other than direct imports, has your firm otherwise purchased CTL plate (carbon steel or micro-alloy steel) since January 1, 2003? (See definitions in the instruction booklet.)
 No Yes-- Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: _____

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2003	2004	2005	2006	2007	2008
PURCHASES FROM U.S. IMPORTERS¹ OF CTL PLATE²						
FROM—						
CHINA:						
<i>quantity</i>						
<i>value</i>						
RUSSIA:						
<i>quantity</i>						
<i>value</i>						
UKRAINE:						
<i>quantity</i>						
<i>value</i>						
ALL OTHER COUNTRIES:						
<i>quantity</i>						
<i>value</i>						
PURCHASES FROM DOMESTIC PRODUCERS:³						
<i>quantity</i>						
<i>value</i>						
PURCHASES FROM OTHER SOURCES:						
<i>quantity</i>						
<i>value</i>						
¹ Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.						
² Carbon steel or micro-alloy steel.						
³ Please list the name of the domestic producer(s) from which you purchased this product.						

II-15. **Direct imports.**--Since January 1, 2003, has your firm imported CTL plate (carbon steel or micro-alloy steel)?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

PART II.—TRADE AND RELATED INFORMATION--Continued

II-16. **FTZ.**--Does your firm produce CTL plate (carbon steel or micro-alloy steel) in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

For questions II-17 and II-18, if your response differs for particular suspension agreements or the antidumping duty order, please indicate and explain the particular effect of imposition and/or revocation of specific suspension agreements or the antidumping duty order.

II-17. **Effect of suspension agreements and the order.**--Describe the significance of the existing suspension agreements covering imports of CTL carbon steel plate from Russia, and/or Ukraine, and/or the antidumping duty order covering imports of CTL carbon steel plate from China, in terms of their effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the suspension agreements and antidumping duty order.

II-18. **Likely effect of revocation.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of CTL carbon steel plate in the future if the suspension agreements on CTL carbon steel plate from Russia, and/or Ukraine, and/or the antidumping duty order on CTL carbon steel plate from China, were to be revoked?

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

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725, david.boyland@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below:

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise:

- 2. Does your firm prepare profit/loss statements for the subject merchandise:
 Yes No
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually
- 4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

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

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

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

PART III.--FINANCIAL INFORMATION--Continued

III-5. Other products.--Please list any other products you produced in the facilities in which you produced CTL plate (carbon steel or micro-alloy steel), and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your company purchase inputs (raw materials, labor, energy, or any other services) used in the production of CTL plate (carbon steel or micro-alloy steel) from any related company?

Yes—Continue to question III-7 below No—Continue to question III-9 below

III-7. In the space provided below, identify the inputs used in the production of CTL plate (carbon steel or micro-alloy steel) that your firm purchases from related parties whose financial statements are consolidated with the financial statements of your firm.

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

III-8. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

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

Yes No—Please contact David Boyland (202-708-4725, david.boyland@usitc.gov)

PART III.--FINANCIAL INFORMATION--Continued

III-9a. Nonrecurring charges.--For each annual period please report specific significant/material nonrecurring charges reflected in table III-10a, the particular expense/cost line items in question III-10a where the associated charges are included, a brief description of the charges, and the associated value(s) (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's CTL plate (carbon steel or micro-alloy steel) operations.

Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Non-recurring charges: (In the far left column please provide a brief description of each nonrecurring charge and indicate the specific expense/cost line items where the associated charges are included in question III-10a.)						
Description and where reflected in table III-10a	Value (<i>in \$1,000</i>)					
1.						
2.						
3.						
4.						
5.						
6.						
7.						

III-9b. Nonrecurring charges.--For each interim period please report specific significant/material nonrecurring charges reflected in table III-10b, the particular expense/cost line items in question III-10b where the associated charges are included, a brief description of the charges, and the associated value(s) (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's CTL plate (carbon steel or micro-alloy steel) operations.

NOTE: TABLE III-9b IS DUE ON OR BEFORE JULY 24, 2009.

Item	January-June	
	2008	2009
Non-recurring charges: (In the far left column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-10b.)		
Description and where reflected in table III-10b	Value (<i>in \$1,000</i>)	
1.		
2.		
3.		
4.		
5.		
6.		
7.		

PART III.--FINANCIAL INFORMATION--Continued

III-10a. Operations on CTL plate (carbon steel or micro-alloy steel).--Report the revenue and related cost information requested below on the CTL plate operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for your six most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

Quantity (in short tons) and value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Net sales quantities: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (COGS): ⁴						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ⁵						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² To the extent applicable, please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8: Year 1 _____ Year 2 _____ Year 3 _____ Year 4 _____ Year 5 _____ Year 6 _____.

³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

⁴ COGS should include costs associated with internal consumption and transfers to related firms.

⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-10b. Operations on CTL plate (carbon steel or micro-alloy steel).-Report the revenue and related cost information requested below on the CTL plate operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

NOTE: TABLE III-10b IS DUE ON OR BEFORE JULY 24, 2009.

Quantity (in short tons) and value (in \$1,000)		
Item	January-June 2008	January-June 2009
Net sales quantities:³		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
Net sales values:³		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
Cost of goods sold (COGS):⁴		
Raw materials		
Direct labor		
Other factory costs		
Total COGS		
Gross profit or (loss)		
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received ⁵		
All other income items		
All other income or expenses, net		
Net income or (loss) before income taxes		
Depreciation/amortization included above		

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² To the extent applicable, please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-8: January-June 2008 _____ January-June 2009 _____.

³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

⁴ COGS should include costs associated with internal consumption and transfers to related firms.

⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-11. Asset values.--Report the total assets associated with the production, warehousing, and sale of CTL plate (carbon steel or micro-alloy steel). If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories						
D. Other (describe: _____)						
E. Total current assets (lines 1.A. through 1.D.)						
2. Property, plant, and equipment						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
3. Other (describe: _____)						
4. Total assets (lines 1.E., 2.C., and 3)						

PART III.--FINANCIAL INFORMATION--Continued

III-12a. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on CTL plate (carbon steel or micro-alloy steel). Provide data for your six most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenditures						

III-12b. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on CTL plate (carbon steel or micro-alloy steel). Provide data for the specified interim periods.

NOTE: TABLE III-13b IS DUE ON OR BEFORE JULY 24, 2009.

Value (in \$1,000)		
Item	January-June 2008	January-June 2009
Capital expenditures		
Research and development expenditures		

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Ioana Mic, Economist (202-205-3196, ioana.mic@usitc.gov)

IV-1. **Contact information (Price)**--Who should be contacted regarding the requested pricing and related information?

Company contact:

()

PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products to unrelated U.S. customers during January 2003-March 2009.

Product 1-- Hot-rolled CTL carbon steel plate, ASTM A-36 or equivalent as rolled, sheared edge, not heat treated, not cleaned or oiled, in cut lengths, 72" through 120" in width, 0.1875" through 0.374" in thickness.

Product 2-- Hot-rolled CTL carbon steel plate, ASTM A-36 or equivalent as rolled, sheared edge, not heat treated, not cleaned or oiled, in cut lengths, 72" through 120" in width, 0.375" through 2.00" in thickness.

Product 3-- Hot-rolled CTL carbon steel plate, high strength low alloy (HSLA), ASTM A-572, Grade 50, sheared edges, not cleaned or oiled, in cut lengths, 72" through 120" in width, 0.5" through 1.5" in thickness.

Please note that 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). See instruction booklet.

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

IV-2a. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in short tons, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2003:						
January-March						
April-June						
July-September						
October-December						
2004:						
January-March						
April-June						
July-September						
October-December						
2005:						
January-March						
April-June						
July-September						
October-December						
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						

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.
2 Pricing product definitions are provided on the first page of Part IV.

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

Product 1: _____
Product 2: _____
Product 3: _____

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

THE FOLLOWING TABLE IS DUE ON OR BEFORE JULY 24, 2009.

IV-2b. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

<i>(Quantity in short tons, value in dollars)</i>						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2009:						
April-June						
¹ Net values (<i>i.e.</i> , 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. ² Pricing product definitions are provided on the first page of Part IV. Note. --If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 1: _____ Product 2: _____ Product 3: _____						

For the following questions, if your responses differ with respect to CTL carbon steel plate and CTL micro-alloy steel plate, please indicate.

IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of CTL carbon steel plate (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please only submit some sample pages.

- Transaction by transaction
 Contracts
 Set price lists

 Other--Please describe: _____

IV-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts
 Annual total volume discounts
 No discount policy

 Other--Please describe: _____

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

IV-5. Pricing terms for CTL carbon steel plate.--

- (a) What are your firm's typical sales terms for its U.S.-produced CTL carbon steel plate (e.g., 2/10 net 30 days)? _____.
- (b) On what basis are your prices of domestic CTL carbon steel plate usually quoted? (check one)
 F.o.b.--Please specify point: _____ Delivered

IV-6. Contract versus spot.--Approximately what share of your firm's sales of its U.S.-produced CTL carbon steel plate in 2008 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

IV-7. Long-term contract provisions.--If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

IV-8. Short-term contract provisions.--If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

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

IV-9. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced CTL carbon steel plate?

<u>Source</u>	<u>Share of sales in 2008</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of CTL carbon steel plate that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) What proportion of your sales are delivered within 100 miles of your production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-11. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm (check all that apply)?

Geographic area	√ if applicable
Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
Central Southwest. --AR, LA, OK, and TX.	
Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY.	
Pacific Coast. --CA, OR, and WA.	
Other. --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	

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

IV-12. **End uses.**--Describe the three most common end uses of the CTL carbon steel plate that you manufacture. For each end-use product, what percentage of the total cost is accounted for by CTL carbon steel plate?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____

IV-13. **Changes in end uses.**--Have there been any changes in the end uses of CTL carbon steel plate since 2003?

No Yes--Please describe.

IV-14. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of CTL carbon 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.

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

IV-15. **Substitutes.**--Please list in order of importance any products that may be substituted for CTL carbon steel plate. For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price for CTL carbon steel plate, and to what degree, the length of any time lag of such an effect.

Substitute	Description	Have changes in the prices of this substitute affected the price for CTL carbon steel plate?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

IV-16. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for CTL carbon steel plate since 2003?

No Yes--Please explain.

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

IV-17. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for CTL carbon 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.

IV-18. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for CTL carbon steel plate since 2003? 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.

IV-19. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced CTL carbon steel plate in the U.S. market since 2003?

- 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.

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

IV-20. Has your firm refused, declined, or been unable to supply CTL plate since January 1, 2003? (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), the customer involved; and the amount and type of product involved.

IV-21. **Availability of supply (U.S.-produced).**--

(a) Do you anticipate any changes in terms of the availability of U.S.-produced CTL carbon steel plate 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.

IV-22. **Availability of supply (subject).**--Has the availability of SUBJECT CTL carbon steel plate (*i.e.*, CTL carbon steel plate imported from China, Russia, and/or Ukraine) changed since 2003?

- No Yes--Please explain.

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

IV-23. **Availability of supply (nonsubject).**--Has the availability of NONSUBJECT CTL carbon steel plate (*i.e.*, CTL carbon steel plate imported from countries other than China, Russia, and/or Ukraine) changed since 2003?

- No Yes--Please explain.

IV-24. **Export constraints.**--Describe how easily your firm can shift its sales of CTL carbon steel plate between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting CTL carbon steel plate 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.

IV-25. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of CTL carbon steel plate since 2003?

- No Yes--Please describe and quantify if possible.

IV-26. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of CTL carbon steel plate in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

- No Yes--Please identify, including the time period.

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

IV-27. Demand trends.--

- (a) How has the demand within the United States for CTL carbon steel plate changed since January 1, 2003? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

- (b) How has the demand outside the United States (if known) for CTL carbon steel plate changed since January 1, 2003? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

IV-28. Anticipated demand trends.—

- (a) Do you anticipate any future changes in CTL carbon steel plate demand within the United States?

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

- (b) Do you anticipate any future changes in CTL carbon steel plate demand outside the United States?

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

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

IV-29. **Price comparisons.**--Please compare market prices of CTL carbon steel plate in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-30. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss CTL carbon steel plate supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, Russia, and Ukraine, and (3) the world as a whole. Of particular interest is such data from 2003 to the present and forecasts for the future.

IV-31. **Barriers to trade.**--Are your exports of CTL carbon steel plate subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2003, or that are expected to occur in the future.

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

IV-32. **Interchangeability.**--Is CTL carbon steel plate produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	China	Russia	Ukraine	Other countries
United States				
China	/			
Russia	/	/		

¹ For any country-pair producing CTL carbon steel plate which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

IV-33. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between CTL carbon steel plate produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	China	Russia	Ukraine	Other countries
United States				
China				
Russia				
Ukraine				

¹ For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of CTL carbon steel plate, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART V.—TOLL PRODUCTION

V-1a. **Toll processors: Toll conversion of coiled plate to CTL plate (carbon steel or micro-alloy steel plate)**. For the operations of your U.S. establishment(s), report the information requested below.

Quantity (in short tons) and value (in \$1,000)						
Item	2003	2004	2005	2006	2007	2008
Average production capability <i>Quantity</i>						
Production <i>Quantity</i>						
Coiled plate converted to cut lengths for U.S. mills: ^{1 2} <i>Quantity</i>						
<i>Value</i>						
Coiled plate converted to cut lengths for U.S. service centers: ^{1 2} <i>Quantity</i>						
<i>Value</i>						
Coiled plate converted to cut lengths for other U.S. customers: ^{1 2} <i>Quantity</i>						
<i>Value</i>						
Average number of PRWs						
Hours worked by PRWs (1,000 hours)						
Wages paid to PRWs (value)						
Financial information based on						
<input type="checkbox"/> calendar year/fiscal year ending Dec. 31 or						
<input type="checkbox"/> fiscal year ending _____						
Net sales: <i>Quantity</i>						
<i>Value</i>						
Cost of goods sold (Value)						
SG&A expenses (Value)						
Operating income or (loss) (Value)						
Capital expenditures (Value)						
R&D expenditures (Value)						
¹ Report your firm's shipments/net sales of cut-to-length plate which it converted under a toll agreement with another firm. Quantity refers to the amount of plate converted and value refers to your firm's fee for its services.						
² Less discounts, returns, allowances, and prepaid freight.						

PART V.—TOLL PRODUCTION--Continued

V-1b. **Toll processors: Toll conversion of coiled plate to CTL plate (carbon steel or micro-alloy steel)**. For the operations of your U.S. establishment(s) during the specified periods, report the information requested below.

THE FOLLOWING TABLE IS DUE ON OR BEFORE JULY 24, 2009.

Quantity (in short tons) and value (in \$1,000)		
Item	January-June	
	2008	2009
Item		
Average production capability <i>Quantity</i>		
Production <i>Quantity</i>		
Coiled plate converted to cut lengths for U.S. mills: ^{1 2} <i>Quantity</i>		
<i>Value</i>		
Coiled plate converted to cut lengths for U.S. service centers: ^{1 2} <i>Quantity</i>		
<i>Value</i>		
Coiled plate converted to cut lengths for other U.S. customers: ^{1 2} <i>Quantity</i>		
<i>Value</i>		
Average number of PRWs		
Hours worked by PRWs (1,000 hours)		
Wages paid to PRWs (value)		
Financial information based on <input type="checkbox"/> calendar year/fiscal year ending Dec. 31 or <input type="checkbox"/> fiscal year ending _____		
Net sales: <i>Quantity</i>		
<i>Value</i>		
Cost of goods sold (Value)		
SG&A expenses (Value)		
Operating income or (loss) (Value)		
Capital expenditures (Value)		
R&D expenditures (Value)		
¹ Report your firm's shipments/net sales of cut-to-length plate which it converted under a toll agreement with another firm. Quantity refers to the amount of plate converted and value refers to your firm's fee for its services. ² Less discounts, returns, allowances, and prepaid freight.		