

U.S. IMPORTERS' QUESTIONNAIRE

**STAINLESS STEEL SHEET AND STRIP FROM
GERMANY, ITALY, JAPAN, KOREA, MEXICO, AND TAIWAN**

This questionnaire must be received by the Commission by no later than March 9, 2011

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 five-year reviews concerning stainless steel sheet and strip from Germany, Italy, Japan, Korea, Mexico, and Taiwan (Inv. Nos. 701-TA-382 and 731-TA-798-803 (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported stainless steel sheet and strip (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2005?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</p>
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CERTIFICATION

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

By 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 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. **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 (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. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing stainless steel sheet and strip from Germany, Italy, Japan, Korea, Mexico, and/or Taiwan into the United States or which are engaged in exporting stainless steel sheet and strip from Germany, Italy, Japan, Korea, Mexico, and/or Taiwan to the United States?

No Yes--List the following information.

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

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing stainless steel sheet and strip from countries other than Germany, Italy, Japan, Korea, Mexico, and/or Taiwan into the United States or which are engaged in exporting stainless steel sheet and strip from countries other than Germany, Italy, Japan, Korea, Mexico, and/or Taiwan to the United States?

No Yes--List the following information.

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

I-6. **Related distributors/processors.**--Does your firm have any related firms in the United States that receive, inventory, hold, ship, or process stainless steel sheet and strip?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-12. **Business plan.**--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 market conditions for stainless steel sheet and strip?

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

I-13. **Other investigations.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief investigations in the United States or in any other countries?

- No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Jennifer Merrill (202-205-3188, jennifer.merrill@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part II with questions regarding the submitted confidential information.

E-mail: _____ Telephone: () _____

Fax: () _____

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of stainless steel sheet and strip since January 1, 2005.

(check as many as appropriate) (please describe)

office/warehouse openings..... _____

office/warehouse closings _____

relocations _____

expansions _____

acquisitions..... _____

consolidations..... _____

prolonged shutdowns or
importation curtailments _____

revised labor agreements _____

other..... _____

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 importation of stainless steel sheet and strip 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.

For question II-4, if your response differs for particular subject countries, please indicate and explain the particular effect of revocation with respect to imports from the individual countries.

II-4. **Anticipated changes in operations in the event the orders are revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of stainless steel sheet and strip in the future if the countervailing duty order (Korea) and/or antidumping duty orders (Germany, Italy, Japan, Korea, Mexico, and Taiwan) were revoked on stainless steel sheet and strip?

- 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. **Arranged imports.**--Has your firm imported or arranged for the importation of stainless steel sheet and strip from Germany, Italy, Japan, Korea, Mexico, and/or Taiwan for delivery after December 31, 2010?

No Yes--Indicate when such orders are to be delivered and the quantities (in short tons) involved.

<u>Period/Source</u>	<u>Jan. - Mar. 2011</u>	<u>Apr. - June 2011</u>	<u>July - Sept. 2011</u>	<u>After Sept. 2011</u>
Germany	_____	_____	_____	_____
Italy	_____	_____	_____	_____
Japan	_____	_____	_____	_____
Korea	_____	_____	_____	_____
Mexico	_____	_____	_____	_____
Taiwan	_____	_____	_____	_____
Other sources	_____	_____	_____	_____

II-6. **Reasons for importing if producer.**--If your firm also produces stainless steel sheet and strip in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **Imports from Germany.**--Does your firm import stainless steel sheet and strip from Germany?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of stainless steel sheet and strip imported from Germany by your firm during the specified periods. (See definitions in the instruction booklet.)

GERMANY

Quantity (in short tons), value (in \$1,000)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
U.S. shipments to:						
Distributors, processors, and service centers (quantity) (K)						
End users (L)						
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:						
² Identify your principal export markets: _____						

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

II-7b. **Imports from Italy**--Does your firm import stainless steel sheet and strip from Italy?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of stainless steel sheet and strip imported from Italy by your firm during the specified periods. (See definitions in the instruction booklet.)

ITALY

Quantity (in short tons), value (in \$1,000)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
U.S. shipments to:						
Distributors, processors, and service centers (quantity) (K)						
End users (quantity) (L)						
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:						
² Identify your principal export markets: _____						

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

II-7c. **Imports from Japan.**--Does your firm import stainless steel sheet and strip from Japan?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of stainless steel sheet and strip imported from Japan by your firm during the specified periods. (See definitions in the instruction booklet.)

JAPAN

Quantity (in short tons), value (in \$1,000)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments: ²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
U.S. shipments to:						
Distributors, processors, and service centers (quantity) (K)						
End users (quantity) (L)						
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:						
² Identify your principal export markets: _____						

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

II-7d. **Imports from Korea.**--Does your firm import stainless steel sheet and strip from Korea?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of stainless steel sheet and strip imported from Korea by your firm during the specified periods. (See definitions in the instruction booklet.)

KOREA

Quantity (in short tons), value (in \$1,000)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
U.S. shipments to:						
Distributors, processors, and service centers (quantity) (K)						
End users (quantity) (L)						
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:						
² Identify your principal export markets: _____						

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

II-7e. **Imports from Mexico.**--Does your firm import stainless steel sheet and strip from Mexico?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of stainless steel sheet and strip imported from Mexico by your firm during the specified periods. (See definitions in the instruction booklet.)

MEXICO

Quantity (in short tons), value (in \$1,000)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
U.S. shipments to:						
Distributors, processors, and service centers (quantity) (K)						
End users (quantity) (L)						
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:						
² Identify your principal export markets: _____						

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

II-7f. **Imports from Taiwan.**--Does your firm import stainless steel sheet and strip from Taiwan?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of stainless steel sheet and strip imported from Taiwan by your firm during the specified periods. (See definitions in the instruction booklet.)

TAIWAN

Quantity (in short tons), value (in \$1,000)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments: ²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
U.S. shipments to:						
Distributors, processors, and service centers (quantity) (K)						
End users (quantity) (L)						
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:						
² Identify your principal export markets: _____						

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

II-7g. **Imports from ALL OTHER SOURCES.**--Does your firm import stainless steel sheet and strip from countries other than Germany, Italy, Japan, Korea, Mexico, and Taiwan?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of stainless steel sheet and strip imported from countries other than Germany, Italy, Japan, Korea, Mexico, and Taiwan by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (<i>in short tons</i>), value (<i>in \$1,000</i>)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Beginning-of-period inventories (<i>quantity</i>) (A)						
Imports:						
<i>Quantity</i> (B)						
<i>Value</i> (C)						
U.S. shipments:						
Commercial shipments:						
<i>Quantity</i> (D)						
<i>Value</i> (E)						
Internal consumption/company transfers:						
<i>Quantity</i> (F)						
<i>Value</i> ¹ (G)						
Export shipments: ²						
<i>Quantity</i> (H)						
<i>Value</i> (I)						
End-of-period inventories (<i>quantity</i>) (J)						
U.S. shipments to:						
Distributors, processors, and service centers (<i>quantity</i>) (K)						
End users (<i>quantity</i>) (L)						
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:						
² Identify your principal export markets: _____						

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

II-8. Reconciliation of import data.--

- (a) Please note that the quantities reported in question II-7 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$A + B - D - F - H = J$

Do these data reconcile? Yes No--(Please explain: _____)

$K + L = D$

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 J of year 2005 should equal line A of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

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

For questions II-9 and II-10, if your response differs for particular subject countries, please indicate and explain the particular effect of imposition and/or revocation of the order(s) or suspension agreement from specific orders.

II-9. **Effect of orders.**--Describe the significance of the existing countervailing duty order (Korea) and antidumping duty orders (Germany, Italy, Japan, Korea, Mexico, and Taiwan) covering imports of stainless steel sheet and strip in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

II-10. **Likely effect of revocation of orders.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of stainless steel sheet and strip in the future if the countervailing duty order (Korea) and/or antidumping duty orders (Germany, Italy, Japan, Korea, Mexico, and Taiwan) on stainless steel sheet and strip 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.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **Cindy Cohen** (202-205-3230, cindy.cohen@usitc.gov).

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III?

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for parts III with questions regarding the submitted confidential information.

E-mail: _____ Telephone: () _____

Fax: () _____

PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2005 of the following products you imported from Germany, Italy, Japan, Korea, Mexico, and Taiwan:

Product 1.--AISI Grade 304, 0.075 inch nominal thickness (0.068-0.082 inch actual), width 48-60 inches, 2B finish.

Product 2.--AISI Grade 304, 0.029 inch nominal thickness (0.0291-0.032 inch actual), width 48-60 inches, 2B finish.

Product 3.-- AISI Grade 430, 0.036 inch nominal thickness (0.032-0.040 inch actual), width 36-48 inches, bright-annealed (BA) or "Best Bright" finish.

Product 4.--AISI Grade 3 16L, 0.060 inch nominal thickness (0.054-0.066 inch actual), width 48-60 inches, 2B finish.

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 III.--PRICING AND MARKET FACTORS--Continued

III-2.-(a). **Price data.**--Report below the quarterly price data¹ for pricing products² imported from Germany, Italy, Japan, Korea, Mexico, and Taiwan and sold by your firm.

Germany

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)
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								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								
October-December								

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 III.

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: _____
 Product 4: _____

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

III-2.-(b). **Price data.--Continued**

Italy

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)
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								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								
October-December								

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 III.

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: _____
 Product 4: _____

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

III-2.-(c). **Price data.--Continued**

Japan

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)
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								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								
October-December								

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 III.

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: _____
 Product 4: _____

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

III-2.-(d). **Price data.--Continued**

Korea

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)
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								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								
October-December								

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 III.

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: _____

Product 4: _____

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

III-2.-(e). **Price data.--Continued**

Mexico

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)
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								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								
October-December								

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 III.

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: _____

Product 4: _____

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

III-2.-(f). **Price data.--Continued**

Taiwan

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)
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								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								
October-December								

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 III.

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: _____

Product 4: _____

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

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of stainless steel sheet and strip (*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: _____
- _____

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

- Quantity discounts Annual total volume discounts No discounts
- Other--Please describe: _____
- _____
- _____

III-5. **Surcharges.**--

(a) Since 2005, has your firm included surcharges on its invoices for any of the following (check all that apply)?

- Raw materials Fuel Energy Transportation Other: _____

(b) How did your firm determine the surcharge(s) (e.g., which indices were used)?

(c) Please describe how the surcharges have changed since 2005.

III-6. **Pricing terms for stainless steel sheet and strip.**--

(a) What are your firm's typical sales terms for its imported stainless steel sheet and strip (e.g., 2/10 net 30 days)? _____.

(b) On what basis are your prices of imported stainless steel sheet and strip usually quoted? (check one)

- F.o.b.--Please specify point: _____ Delivered

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

For questions III-7 through III-10, please indicate if your answer differs among stainless steel sheet and strip which you imported from Germany, Italy, Japan, Korea, Mexico, or Taiwan.

III-7. **Contract versus spot.**--Approximately what share of your firm's sales of its imported stainless steel sheet and strip in 2010 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	_____

III-8. **Long-term contract provisions.**---If you sell stainless steel sheet and strip imported from Germany, Italy, Japan, Korea, Mexico, and Taiwan 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

III-9. **Short-term contract provisions.**---If you sell stainless steel sheet and strip imported from Germany, Italy, Japan, Korea, Mexico, and Taiwan 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 III.--PRICING AND MARKET FACTORS--Continued

III-10. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of stainless steel sheet and strip imported from Germany, Italy, Japan, Korea, Mexico, and Taiwan?

<u>Source</u>	<u>Share of sales, 2010</u>	<u>Lead time</u>
From your U.S. inventory	_____	_____ days _____
From foreign manufacturers' inventory	_____	_____ days _____
Produced to order	_____	_____ days _____
Total	100 %	

III-11. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of certain stainless steel sheet and strip imported from Germany, Italy, Japan, Korea, Mexico, and Taiwan 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) When you sell stainless steel sheet and strip imported from Germany, Italy, Japan, Korea, Mexico, and Taiwan, from where is it shipped? (check one) point of importation or storage facility
- (d) What proportion of your sales of stainless steel sheet and strip imported from Germany, Italy, Japan, Korea, Mexico, and Taiwan are delivered within 100 miles of your point of shipment? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

III-12. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of stainless steel sheet and strip imported from each source? (check all that apply).

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

III-13. **End uses.**--List the end uses of the stainless steel sheet and strip that you import. For each end-use product, please report the percentage of the total cost that is accounted for by stainless steel sheet and strip and by other inputs.

Product(s) imported	Share of cost of this product accounted for by		Total
	Stainless steel sheet and strip (percent)	Other inputs (percent)	
1.			100%
2.			100%
3.			100%
4.			100%

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

III-14. **Changes in end uses.**--Have there been any changes in the end uses of stainless steel sheet and strip since 2005?

No Yes--Please describe.

III-15. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of stainless steel sheet and strip?

No Yes--Please describe.

III-16. **Substitutes.**— Are there any nonsubject products that may be substituted for stainless steel sheet and strip? No Yes--Please fill in the following table.

Substitute product	Description of applications and end uses in which this substitute can be used	Have changes in the prices of this substitute affected the price of stainless steel sheet and strip since January 1, 2005?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain. _____ _____
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain. _____ _____
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain. _____ _____

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

III-17. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for stainless steel sheet and strip since 2005?

No Yes--Please explain.

III-18. **Anticipated changes in substitute.**--Do you anticipate any changes in terms of the substitutability of other products for stainless steel sheet and strip?

No Yes--Please explain.

III-19. **Raw materials.**—

(a) Have changes in the prices of raw materials affected your firm's selling prices for stainless steel sheet and strip since 2005?

No Yes--Please fill in the following table.

Raw material	How have changes in prices affected your selling prices?
1.	
2.	
3.	

(b) Do you anticipate changes in your raw material costs in the foreseeable future?

No Yes—Please explain. _____

III-20. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., safeguard or other trade actions; changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced stainless steel sheet and strip in the U.S. market since 2005?

No Yes--Please provide details.

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

III-21. Availability of subject import supply.--

(a) Do you anticipate any changes in terms of the availability of stainless steel sheet and strip imported from Germany, Italy, Japan, Korea, Mexico, and Taiwan in the U.S. market?

Increase No change Decrease

(b) If you anticipate changes in supply, please identify the changes, and why you anticipate these changes in supply.

III-22. Availability of "nonsubject" import supply.--Has the availability of NONSUBJECT stainless steel sheet and strip (*i.e.*, stainless steel sheet and strip imported from countries other than Germany, Italy, Japan, Korea, Mexico, and Taiwan) changed since 2005?

No Yes--Please explain.

IV-23. Allocation.--Has your firm refused, declined, or been unable to supply stainless steel sheet and strip since 2005? (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.--PRICING AND MARKET FACTORS--Continued

III-24. **Export constraints.**--Describe how easily your firm can shift its sales of stainless steel sheet and strip between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting stainless steel sheet and strip between the U.S. and alternative country markets within a 12-month period.

III-25. **Foreign contracts.**--Do you have existing contracts for stainless steel sheet and strip with subject foreign producers?

No Yes-- Please describe the duration of such contracts and when they are set to expire.

III-26. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of stainless steel sheet and strip since 2005?

No Yes--Please describe and quantify if possible.

III-27. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of stainless steel sheet and strip?

No Yes--Please identify.

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

III-28. Demand trends.--

- (a) How has the demand within the United States for stainless steel sheet and strip changed since January 1, 2005? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

- (b) How has the demand outside the United States for stainless steel sheet and strip changed since January 1, 2005? What principal factors affect changes in demand? If your answer differs for specific markets outside the United States (i.e., specific regions, or developed v. developing markets), please specify.

Increased No Change Decreased Fluctuated

III-29. Anticipated demand trends.--

- (a) How do you anticipate demand will change within the United States for stainless steel sheet and strip in 2011 and 2012? What principal factors are likely to affect demand?

Increase No Change Decrease Fluctuate

- (b) How do you anticipate demand will change outside the United States for stainless steel sheet and strip in 2011 and 2012? What principal factors are likely to affect demand? If your answer differs for specific markets outside the United States (i.e., specific regions, or developed v. developing markets), please specify.

Increase No Change Decrease Fluctuate

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

III-30. **Business cycles.**--

(a) Is the stainless steel sheet and strip market subject to business cycles or conditions of competition other than the changes in the overall economy?

No Yes-- Please explain and estimate the duration of any such cycle.

(b) Have the business cycles or conditions of competition for stainless steel sheet and strip changed since January 1, 2005?

No Yes-- Please describe any such change.

III-31. **Price comparisons.**—

(a) Please compare market prices of stainless steel sheet and strip in U.S. and non-U.S. markets. Provide information as to time periods and regions for any price comparisons.

(b) Please discuss whether the U.S. market prices of stainless steel sheet and strip vary by region in the United States. Provide specific information as to time periods and U.S. regions for any price comparisons (e.g., do prices across regions move in tandem or separately, is there a region that is typically more/less expensive than others and why, etc.).

III-32. **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 stainless steel sheet and 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 Germany, Italy, Japan, Korea, Mexico, and Taiwan, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future.

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

III-33. **Interchangeability by country-pair.**--Is stainless steel sheet and strip 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	Germany	Italy	Japan	Korea	Mexico	Taiwan	Other countries
United States							
Germany	X						
Italy	X	X					
Japan	X	X	X				
Korea	X	X	X	X			
Mexico	X	X	X	X	X		
Taiwan	X	X	X	X	X	X	
¹ For any country-pair producing stainless steel sheet and strip which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/>							

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

III-34. **Differences other than price by country-pair.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between stainless steel sheet and strip 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	Germany	Italy	Japan	Korea	Mexico	Taiwan	Other countries
United States							
Germany	X						
Italy	X	X					
Japan	X	X	X				
Korea	X	X	X	X			
Mexico	X	X	X	X	X		
Taiwan	X	X	X	X	X	X	
<p>¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of stainless steel sheet and strip, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/> <hr/>							