

U.S. IMPORTERS' QUESTIONNAIRE

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

This questionnaire must be received by the Commission by no later than August 10, 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 review of the countervailing duty and/or antidumping duty orders concerning cut-to-length carbon-quality steel plate ("CTL plate") from India, Indonesia, Italy, Japan, and Korea (Inv. Nos. 701-TA-388-391 and 731-TA-817-821 (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 imported CTL plate (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2005?
<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 this proceeding 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 this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding 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 angela.newell@usitc.gov or via the other submission options described in the instruction booklet.

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 angela.newell@usitc.gov or via the other submission options described in the instruction booklet..

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-8. **Consignees.**--If your firm is an importer of record of CTL plate but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. **FTZs or bonded warehouse.**--Please indicate whether your firm enters CTL plate into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

- Foreign trade zones No Yes
- Bonded warehouses No Yes

I-10. **TIB.**--Please indicate whether your firm imports CTL plate under the TIB (temporary importation under bond) program.

- No Yes

I-11. **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 CTL plate?

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

I-12. **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 Angela Newell (202-708-5409, angela.newell@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted and indicate the methods to be used for questions regarding the confidential information in part II.

Name and title: _____

E-mail: _____ Telephone: (____) _____

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

(check as many as appropriate)

(Please describe the date, nature, and significance of any such changes)

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 CTL plate 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 orders, please indicate and explain the particular effect of revocation of specific orders.

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of CTL plate in the future if the countervailing duty and/or antidumping duty orders on CTL plate from India, Indonesia, Italy, Japan, and/or Korea 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.

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of CTL plate from India, Indonesia, Italy, Japan, and/or Korea (other than POSCO) for delivery after June 30, 2011?

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

<u>Period/Source</u>	<u>July - Sept. 2011</u>	<u>Oct. - Dec. 2011</u>	<u>Jan. - Mar. 2012</u>	<u>After Mar. 2012</u>
India	_____	_____	_____	_____
Indonesia	_____	_____	_____	_____
Italy	_____	_____	_____	_____
Japan	_____	_____	_____	_____
Korea (non- POSCO)	_____	_____	_____	_____
Other sources	_____	_____	_____	_____

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

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

II-7a. **Imports from India.**--Does your firm import CTL plate from India?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of CTL plate imported from India by your firm during the specified periods. (See definitions in the instruction booklet.)

INDIA

Quantity (in short tons), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
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)								
Channels of distribution:								
U.S. commercial shipments to distributors (quantity) (K)								
U.S. commercial shipments to 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-7b. **Imports from Indonesia**--Does your firm import CTL plate from Indonesia?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of CTL plate imported from Indonesia by your firm during the specified periods. (See definitions in the instruction booklet.)

INDONESIA

Quantity (in short tons), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
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)								
Channels of distribution:								
U.S. commercial shipments to distributors (quantity) (K)								
U.S. commercial shipments to 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 Italy**--Does your firm import CTL plate from Italy?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of CTL plate 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						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
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)								
Channels of distribution:								
U.S. commercial shipments to distributors (quantity) (K)								
U.S. commercial shipments to 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 Japan.**--Does your firm import CTL plate from Japan?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of CTL plate 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						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
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)								
Channels of distribution:								
U.S. commercial shipments to distributors (quantity) (K)								
U.S. commercial shipments to 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 Korea (imports from POSCO)**.--Does your firm import CTL plate from Korea (POSCO)?

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

KOREA (POSCO)

Quantity (in short tons), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
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)								
Channels of distribution:								
U.S. commercial shipments to distributors (quantity) (K)								
U.S. commercial shipments to 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 Korea (imports excluding POSCO).**--Does your firm import CTL plate from Korea (excluding POSCO)?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of CTL plate imported from Korea (excluding POSCO) by your firm during the specified periods. (See definitions in the instruction booklet.)

KOREA (excluding POSCO)

Quantity (in short tons), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
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)								
Channels of distribution:								
U.S. commercial shipments to distributors (quantity) (K)								
U.S. commercial shipments to 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 CTL plate from countries other than India, Indonesia, Italy, Japan, and Korea?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of CTL plate imported from countries other than India, Indonesia, Italy, Japan, and Korea by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED¹

Quantity (in short tons), value (in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
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 ² (G)								
Export shipments: ³								
Quantity (H)								
Value (I)								
End-of-period inventories (quantity) (J)								
Channels of distribution:								
U.S. commercial shipments to distributors (quantity) (K)								
U.S. commercial shipments to end users (quantity) (L)								
¹ Please specify countries included: _____ ² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____ ³ 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: _____)

$$D = K + L$$

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

II-9. **Imports by source.**—With the exceptions listed in the paragraph below, report your firm's imports by source of CTL plate in which one or more of the elements listed below is present in the quantity, by weight, indicated below:¹

- | | |
|------------------------------------|-------------------------------------|
| 1.65-1.80 percent of manganese, or | 0.30-1.25 percent of nickel, or |
| 0.60-1.50 percent of silicon, or | 0.08-0.10 percent of molybdenum, or |
| 0.40-1.00 percent of copper, or | 0.06-0.10 percent of niobium, or |
| 0.30-0.50 percent of aluminum, or | 0.05-0.41 percent of titanium, or |
| 0.30-1.25 percent of chromium, or | 0.05-0.15 percent zirconium. |
| 0.10-0.15 percent of vanadium, or | |

You should include imports of high strength low alloy steel with one or more element present in the ranges noted above. You should not include (1) alloy steel products in which any chemical element exceeds its respective range listed above; (2) SAE grade (formerly AISI grades) of series 2300 and above; (3) products made to ASTM A710 and A736 or their proprietary equivalents; (4) abrasion-resistant; (5) products made to ASTM A202, A225, A514 grade S, A517 grade S, (6) ball bearing steels; (7) tool steels; and (8) silicomanganese steel or silicon electric steel.

INDIA

(Quantity in short tons, value in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
Quantity								
Value								
Note: Please identify the foreign producers of the specified CTL plate imported by your firm and explain why the elevated levels of alloying elements are essential to the performance characteristics of the plate: _____								

INDONESIA

(Quantity in short tons, value in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
Quantity								
Value								
Note: Please identify the foreign producers of the specified CTL plate imported by your firm and explain why the elevated levels of alloying elements are essential to the performance characteristics of the plate: _____								

¹ Imports of such plate may include goods in the following HTS statistical reporting numbers: 7225.40.3050, 7225.40.7000, 7225.50.6000, 7225.99.0090, 7226.91.5000, 7226.91.7000, 7226.91.8000, and 7226.99.0000.

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

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ITALY

(Quantity in <i>short tons</i> , value in <i>\$1,000</i>)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
Quantity								
Value								
Note: Please identify the foreign producers of the specified CTL plate imported by your firm and explain why the elevated levels of alloying elements are essential to the performance characteristics of the plate: _____ _____ _____ _____								

JAPAN

(Quantity in <i>short tons</i> , value in <i>\$1,000</i>)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
Quantity								
Value								
Note: Please identify the foreign producers of the specified CTL plate imported by your firm and explain why the elevated levels of alloying elements are essential to the performance characteristics of the plate: _____ _____ _____ _____								

KOREA (imports from POSCO)

(Quantity in <i>short tons</i> , value in <i>\$1,000</i>)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
Quantity								
Value								
Note: Please identify the foreign producers of the specified CTL plate imported by your firm and explain why the elevated levels of alloying elements are essential to the performance characteristics of the plate: _____ _____ _____ _____								

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

KOREA (imports excluding POSCO)

(Quantity in short tons, value in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
Quantity								
Value								
Note: Please identify the foreign producers of the specified CTL plate imported by your firm and explain why the elevated levels of alloying elements are essential to the performance characteristics of the plate: _____ _____ _____ _____								

ALL OTHER SOURCES COMBINED

(Quantity in short tons, value in \$1,000)								
Item	Calendar year						January-June	
	2005	2006	2007	2008	2009	2010	2010	2011
Quantity								
Value								
Note: Please identify the foreign producers of the specified CTL plate imported by your firm and explain why the elevated levels of alloying elements are essential to the performance characteristics of the plate: _____ _____ _____ _____								

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

II-10. **Imports by thickness.**--Report your firm's 2010 U.S. imports for the products and thicknesses below. (See definitions in the instruction booklet.) **Note that the quantity and value data reported below for the three thickness categories should sum to your firm's 2010 U.S. imports (quantity and value) reported in question II-7.**

INDIA

Quantity (short tons)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			
Value (\$1,000)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			

INDONESIA

Quantity (short tons)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			
Value (\$1,000)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			

ITALY

Quantity (short tons)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			
Value (\$1,000)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			

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

JAPAN

Quantity (short tons)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			
Value (\$1,000)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			

KOREA (imports from POSCO)

Quantity (short tons)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			
Value (\$1,000)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			

KOREA (imports excluding POSCO)

Quantity (short tons)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			
Value (\$1,000)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			

ALL OTHER SOURCES COMBINED

Quantity (short tons)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			
Value (\$1,000)			
Item	Thickness		
	< 1.00"	≥ 1.00" but < 4.00"	≥ 4.00"
CTL plate			

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

For questions II-11 and II-12, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-11. **Effect of order.**--Describe the significance of the existing countervailing duty and antidumping duty orders covering imports of CTL plate from India, Indonesia, Italy, Japan, and Korea 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-12. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of CTL plate in the future if the countervailing duty and antidumping duty orders on CTL plate from India, Indonesia, Italy, Japan, and Korea 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 Aimee Larsen (202-205-3179, aimee.larsen@usitc.gov)

III-1. Please identify the individual to be contacted and indicate the methods to be used for questions regarding the confidential information in part III.

E-mail: _____ Telephone: (____) _____

PRICE DATA

III-2. This question 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 India, Indonesia, Italy, Japan, and/or Korea:

Product 1.—Hot-rolled carbon-quality plate, ASTM A-36 or equivalent as rolled, sheared edge, not heat treated, not cleaned or oiled, in cut lengths, over 72” through 96” in width, 0.50” through 0.99” in thickness.

Product 2.-- Hot-rolled carbon-quality plate, ASTM A-36 or equivalent as rolled, sheared edge, not heat treated, not cleaned or oiled, in cut lengths, over 72” through 96” in width, 1.00” through 2.00” in thickness.

Product 3.-- Hot-rolled carbon-quality plate, ASTM A-36 or equivalent as rolled, sheared edge, not heat treated, not cleaned or oiled, in cut lengths, over 72” through 96” in width, 4.00” through 6.00” in thickness.

Product 4.-- Hot-rolled carbon-quality plate, API-2H Grade 50, normalized, sheared edge, not cleaned or oiled, in cut lengths, over 72” through 150” in width, 0.375” through 3.00” in thickness.

Product 5.-- Hot-rolled carbon-quality plate, ASTM A-516 Grade 70 normalized, sheared edge, not cleaned or oiled, in cut lengths, over 48” in width, 0.50” through 3.00” in thickness.

Product 6.-- Hot-rolled wide flat bar, in free-cutting grades, in cut lengths, 6" through 12" in width, 0.25" through 2" 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 III.--PRICING AND MARKET FACTORS--Continued

III-2a. **Price data (India).**--Report below the quarterly price data¹ for pricing products² imported from India and sold by your firm.

INDIA

(Quantity in short tons, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
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						
2011:						
January-March						
April-June						

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: _____

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

III-2. Price data (India).--Continued

INDIA

(Quantity in short tons, value in dollars)						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
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						
2011:						
January-March						
April-June						

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 4: _____

Product 5: _____

Product 6: _____

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

III-2b. **Price data (Indonesia).**--Report below the quarterly price data¹ for pricing products² imported from India and sold by your firm.

INDONESIA

(Quantity in short tons, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
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						
2011:						
January-March						
April-June						

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: _____

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

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

INDONESIA

(Quantity in short tons, value in dollars)						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
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						
2011:						
January-March						
April-June						

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 4: _____

Product 5: _____

Product 6: _____

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

III-2c. **Price data (Italy).**--Report below the quarterly price data¹ for pricing products² imported from India and sold by your firm.

ITALY

(Quantity in short tons, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
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						
2011:						
January-March						
April-June						

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: _____

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

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

ITALY

(Quantity in short tons, value in dollars)						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
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						
2011:						
January-March						
April-June						

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 4: _____

Product 5: _____

Product 6: _____

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

III-2d. **Price data (Japan).**--Report below the quarterly price data¹ for pricing products² imported from India and sold by your firm.

JAPAN

(Quantity in short tons, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
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						
2011:						
January-March						
April-June						

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: _____

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

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

JAPAN

<i>(Quantity in short tons, value in dollars)</i>						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
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						
2011:						
January-March						
April-June						

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 4: _____

Product 5: _____

Product 6: _____

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

III-2e. **Price data (Korea).**--Report below the quarterly price data¹ for pricing products² imported from India and sold by your firm.

KOREA (other than POSCO)

(Quantity in short tons, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
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						
2011:						
January-March						
April-June						

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: _____

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

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

KOREA (other than POSCO)

<i>(Quantity in short tons, value in dollars)</i>						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
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						
2011:						
January-March						
April-June						

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 4: _____

Product 5: _____

Product 6: _____

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

PLEASE NOTE:

For the remaining questions, when providing information regarding imports from Korea, please exclude imports from POSCO from your discussion. Imports from POSCO are not subject to the antidumping order and should be addressed when discussing nonsubject CTL plate.

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of CTL 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: _____

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. **Pricing terms for CTL plate.**--

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of its imported CTL plate 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 U.S. shipment quantities in 2010</u>
Long-term contracts	_____ %
Short-term contracts	_____ %
Spot sales	_____ %
Total	<u>100 %</u>

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

III-7. **Long-term contract provisions.**--If you sell CTL plate imported from India, Indonesia, Italy, Japan, and/or Korea 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
- (e) Since 2005, have you implemented any surcharges or price escalation clauses during the pendency of your contracts? Yes No

If yes, please identify the basis for calculating the surcharge or price escalation clause and the period of time during which it was effective.

III-8. **Short-term contract provisions.**--If you sell CTL plate imported from India, Indonesia, Italy, Japan, and/or Korea 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
- (e) Since 2005, have you implemented any surcharges or price escalation clauses during the pendency of your contracts? Yes No

If yes, please identify the basis for calculating the surcharge or price escalation clause and the period of time during which it was effective.

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

III-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 CTL plate imported from India, Indonesia, Italy, Japan, and/or Korea?

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

III-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of certain CTL plate imported from India, Indonesia, Italy, Japan, and/or Korea 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 CTL plate imported from India, Indonesia, Italy, Japan, and/or Korea, from where is it shipped?
 (check one) point of importation or storage facility
- (d) What proportion of your sales of CTL plate imported from India, Indonesia, Italy, Japan, and/or Korea are delivered within 100 miles of your point of shipment (provide the percentages)? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-11. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of CTL plate imported from any source? (check all that apply)

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

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

III-12. **End uses.**--List the 3 most common end uses of the CTL plate that you import from India, Indonesia, Italy, Japan, and/or Korea. For each end-use product, what percentage of the total cost is accounted for by CTL plate and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	CTL plate (percent)	Other inputs (percent)	
1.			100%
2.			100%
3.			100%

III-13. **Changes in end uses.**--Have there been any changes in the end uses of CTL plate since 2005?

No Yes--Please describe.

III-14. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of CTL plate?

No Yes--Please describe.

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

III-15. **Substitutes.**— Are there any nonsubject products that may be substituted for CTL plate?

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 CTL plate 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-- _____ _____
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____

III-16. **Changes in substitutes.**—Have there been any changes in the number or types of products that can be substituted for CTL plate since 2005?

No Yes--Please explain.

III-17. **Anticipated changes in substitute.**—Do you anticipate any changes in terms of the substitutability of other products for CTL plate?

No Yes—Please explain.

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

III-18. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for CTL plate since 2005? Also discuss any anticipated changes in your raw material costs.

III-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 subject imports in the U.S. market since 2005?

No Yes--Please provide details.

III-20. **Availability of "subject" import supply.**--

(a) Do you anticipate any changes in terms of the availability of CTL plate imported from India, Indonesia, Italy, Japan, and/or Korea 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-21. **Availability of "nonsubject" import supply.**--Has the availability of NONSUBJECT CTL plate (*i.e.*, CTL plate imported from countries other than India, Indonesia, Italy, Japan, and/or Korea) changed since 2005?

No Yes--Please explain.

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

III-22. **Export constraints.**--Describe how easily your firm can shift its sales of CTL 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 plate between the U.S. and alternative country markets within a 12-month period.

III-23. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of CTL plate since 2005?

No Yes--Please describe and quantify if possible.

III-24. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of CTL plate?

No Yes--Please identify.

III-25. **Demand trends.**--

(a) How has the demand within the United States for CTL plate changed since January 1, 2005? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

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

III-25. Demand trends.—continued

- (b) How has the demand outside the United States for CTL plate changed since January 1, 2005? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

III-26. Anticipated demand trends.--

- (a) How do you anticipate demand will change within the United States for CTL plate in 2011 and 2012? What principal factors will affect these changes in demand?

Increase No Change Decrease Fluctuate

- (b) How do you anticipate demand will change outside the United States for CTL plate in 2011 and 2012? What principal factors will affect these changes in demand?

Increase No Change Decrease Fluctuate

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

III-27. Conditions of competition.--

(a) Is the CTL plate 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 CTL plate changed since 2005?

No Yes--Please explain any such changes.

III-28. Supply constraints.--Has your firm refused, declined, or been unable to supply CTL plate since January 1, 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 the time period(s) (i.e., month and year), the customer involved, the amount and type of product involved; and the reason for the allocation.

III-29. Price comparisons.--Please compare market prices of CTL plate in U.S. and non-U.S. markets. Provide information as to time periods and regions for any price comparisons.

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

III-30. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you produced or requisitioned that quantify and/or otherwise discuss CTL 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 India, Indonesia, Italy, Japan, and/or Korea, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future. Otherwise list other sources that discuss CTL plate supply and demand and provide meaningful information that you rely on.

III-31. **Interchangeability by country-pair.**--Is CTL 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 the following codes:

- A = Products from this country-pair are *always* interchangeable
- F = Products from this country-pair are *frequently* interchangeable
- S = Products from this country-pair are *sometimes* interchangeable¹
- N = Products from this country-pair are *never* interchangeable¹
- 0 = *No familiarity* with products from this country-pair

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

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

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

III-32. **Differences other than price by country-pair.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between CTL 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 the following codes:

- A = Products from this country-pair are *always* significant¹
- F = Products from this country-pair are *frequently* significant¹
- S = Products from this country-pair are *sometimes* significant
- N = Products from this country-pair are *never* significant
- 0 = *No familiarity* with products from this country-pair

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

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