

**U.S. PRODUCERS' QUESTIONNAIRE**

**HOT-ROLLED FLAT-ROLLED CARBON-QUALITY STEEL PRODUCTS  
FROM BRAZIL, JAPAN, AND RUSSIA**

**This questionnaire must be received by the Commission by no later than January 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 five-year reviews concerning hot-rolled steel from Brazil, Japan, and Russia (inv. Nos. 701-TA-384 and 731-TA-806-808 (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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm produced hot-rolled steel (as defined in the instruction booklet) at any time since January 1, 2005?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

**CERTIFICATION**

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

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury proceedings 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 proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

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

**PART I.—GENERAL INFORMATION**

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

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

\_\_\_\_\_hours \_\_\_\_\_dollars

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

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

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I-3. **Support for continuation of orders.**--Do you support or oppose continuation of the countervailing duty order (Brazil), the antidumping duty orders (Brazil and Japan), and/or the suspension agreement (Russia) covering hot-rolled steel from the three subject countries?

<b>Brazil</b>	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
<b>Japan</b>	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
<b>Russia</b>	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position

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**PART I.--GENERAL INFORMATION--Continued**

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

No       Yes--List the following information.

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

I-5. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing hot-rolled steel from Brazil, Japan, and/or Russia into the United States or which are engaged in exporting hot-rolled steel from Brazil, Japan, and/or Russia 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 NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing hot-rolled steel from countries other than Brazil, Japan, and/or Russia into the United States or which are engaged in exporting hot-rolled steel from countries other than Brazil, Japan, and/or Russia to the United States?

No       Yes--List the following information.

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

**PART I.--GENERAL INFORMATION--Continued**

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of hot-rolled steel?

No             Yes--List the following information.

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

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

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Joshua Kaplan (202-205-3184, joshua.kaplan@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 production of hot-rolled steel since January 1, 2005.

- | <i>(check as many as appropriate)</i>                                            | <i>(please describe)</i> |
|----------------------------------------------------------------------------------|--------------------------|
| <input type="checkbox"/> plant openings .....                                    | _____<br>_____           |
| <input type="checkbox"/> plant closings.....                                     | _____<br>_____           |
| <input type="checkbox"/> relocations .....                                       | _____<br>_____           |
| <input type="checkbox"/> expansions .....                                        | _____<br>_____           |
| <input type="checkbox"/> acquisitions.....                                       | _____<br>_____           |
| <input type="checkbox"/> consolidations.....                                     | _____<br>_____           |
| <input type="checkbox"/> prolonged shutdowns or<br>production curtailments ..... | _____<br>_____           |
| <input type="checkbox"/> revised labor agreements.....                           | _____<br>_____           |
| <input type="checkbox"/> other ( <i>e.g.</i> , technology) .....                 | _____<br>_____           |

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

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

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce hot-rolled steel (in short tons) for 2011 and 2012.**

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

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 production of hot rolled steel in the future if the countervailing duty order (Brazil), antidumping duty orders (Brazil and Japan), and/or suspension agreement (Russia) on hot-rolled steel 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.

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

II-5. **Same equipment, machinery, and workers.**—Has your firm since January 1, 2005 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of hot-rolled steel and/or using the same production and related workers employed to produce hot-rolled steel? Examples include hot-rolled alloy steel and discrete plate produced on a Steckel mill. Please do not include downstream products produced from internally consumed hot-rolled steel; these products are addressed below in question II-8.

No             Yes--List the following information regarding production of these products.

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

II-6. **Production shifting.**--Is your firm able to switch production between hot-rolled steel and other products in response to a relative change in the price of hot-rolled steel vis-a-vis the price of other products, using the same equipment and labor?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-7. **Constraints on production.**--Please identify bottlenecks in your firm's production of hot-rolled steel and describe your plans and efforts to alleviate any such bottlenecks.

\_\_\_\_\_

\_\_\_\_\_

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

II-8. **Overall production capability.**—Please report your firm’s production capability for slab, hot strip mill products, and downstream products during the periods specified below.

<i>(Quantity in short tons)</i>						
Item	2005	2006	2007	2008	2009	2010
<b>Slab Casting:</b>						Please provide 2010 data on the following page per the instructions found therein.
Average Production Capacity						
Production						
<b>Hot Strip Mill:</b>						
Average Production Capacity						
Subject Production <sup>1</sup>						
Nonsubject Production <sup>2</sup>						
<b>Cold-Rolled Steel<sup>3</sup>:</b>						
Average Production Capacity						
Production						
<b>Coated Steel<sup>4</sup>:</b>						
Average Production Capacity						
Production						
<b>Steel Plate (Cut from Coils):</b>						
Average Production Capacity						
Production						
<b>Tubular Products:</b>						
Average Production Capacity						
Production						

<sup>1</sup> Please note that production reported in this line should match that reported in Table II-9.  
<sup>2</sup> Examples include hot-rolled alloy steel and discrete plate produced on a Steckel mill.  
<sup>3</sup> Includes steel for further processing into coated products  
<sup>4</sup> All metallic-flat-rolled steel flat products including galvanized and aluminized steel, tin-plate, and terne-coated steel.



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

**II-8. Overall production capability.—Continued**

(Quantity in short tons)						
Item	2005	2006	2007	2008	2009	2010
<b>Slab Casting:</b>	Data for calendar year 2010 reported on this page should be submitted to the Commission separately in a supplemental response. These data are due to the Commission by no later than February 7, 2011.					
Average Production Capacity						
Production						
<b>Hot Strip Mill:</b>						
Average Production Capacity						
Subject Production <sup>1</sup>						
Nonsubject Production <sup>2</sup>						
<b>Cold-Rolled Steel<sup>3</sup>:</b>						
Average Production Capacity						
Production						
<b>Coated Steel<sup>4</sup>:</b>						
Average Production Capacity						
Production						
<b>Steel Plate (Cut from Coils):</b>						
Average Production Capacity						
Production						
<b>Tubular Products:</b>						
Average Production Capacity						
Production						
<sup>1</sup> Please note that production reported in this line should match that reported in Table II-9. <sup>2</sup> Examples include hot-rolled <u>alloy</u> steel and discrete plate produced on a Steckel mill. <sup>3</sup> Includes steel for further processing into coated products <sup>4</sup> All metallic-flat-rolled steel flat products including galvanized and aluminized steel, tin-plate, and terne-coated steel.						

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

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

Quantity (in short tons) and value (in \$1,000)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
<b>Average production capacity<sup>1</sup></b> (quantity) (A)						Please provide 2010 data on the following page per the instructions found therein.
<b>Beginning-of-period inventories</b> (quantity) (B)						
<b>Production</b> (quantity) (C)						
<b>U.S. shipments:</b>						
<b>Commercial shipments:</b>						
quantity (D)						
value (E)						
<b>Internal consumption:<sup>2</sup></b>						
quantity (F)						
value (G)						
<b>Transfers to related firms:<sup>2</sup></b>						
quantity (H)						
value (I)						
<b>Export shipments:<sup>3</sup></b>						
quantity (J)						
value (K)						
<b>End-of-period inventories</b> (quantity) (L)						
<b>U.S. shipments to:</b>						
Distributors, processors, and service centers (quantity) (M)						
Manufacturers of tubular products (quantity) (N)						
Other end users (quantity) (O)						
Total						
<b>Employment data:</b>						
Average number of PRWs (number) (P)						
Hours worked by PRWs (1,000 hours) (Q)						
Wages paid to PRWs (value) (R)						

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

<sup>2</sup> Internal consumption and transfers to related firms should be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_.

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

II-9. **Trade data--Continued.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of hot-rolled steel in your U.S. establishment(s) in 2010. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)		
Item	Calendar year	
	2010	
<b>Average production capacity<sup>1</sup></b> (quantity) (A)		
<b>Beginning-of-period inventories</b> (quantity) (B)		
<b>Production</b> (quantity) (C)		
<b>U.S. shipments:</b>		
<b>Commercial shipments:</b>		
quantity (D)		
value (E)		
<b>Internal consumption:<sup>2</sup></b>		
quantity (F)		
value (G)		
<b>Transfers to related firms:<sup>2</sup></b>		
quantity (H)		
value (I)		
<b>Export shipments:<sup>3</sup></b>		
quantity (J)		
value (K)		
<b>End-of-period inventories</b> (quantity) (L)		
<b>U.S. shipments to:</b>		
Distributors, processors, and service centers (quantity) (M)		
Manufacturers of tubular products (quantity) (N)		
Other end users (quantity) (O)		
Total		
<b>Employment data:</b>		
Average number of PRWs (number) (P)		
Hours worked by PRWs (1,000 hours) (Q)		
Wages paid to PRWs (value) (R)		

**Data for calendar year 2010 reported on this page should be submitted to the Commission separately in a supplemental response. These data are due to the Commission by no later than February 7, 2011.**

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

<sup>2</sup> Internal consumption and transfers to related firms should be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_.

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

**II-10. Reconciliation of trade data.--**

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

Reconciliation

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

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_

$M + N + O = D$

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

Yes.  No--Please explain.

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

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

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

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

II-12. **Purchases.**--Other than direct imports, has your firm otherwise purchased hot-rolled steel since January 1, 2005? (See definitions in the instruction booklet.)

- No                       Yes-- Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: \_\_\_\_\_

<b>(Quantity in short tons, value in \$1,000)</b>						
<b>Item</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>
PURCHASES FROM U.S. IMPORTERS <sup>1</sup> OF HOT-ROLLED STEEL FROM.—						
BRAZIL:						
<i>quantity</i>						
<i>value</i>						
JAPAN:						
<i>quantity</i>						
<i>value</i>						
RUSSIA:						
<i>quantity</i>						
<i>value</i>						
All other countries:						
<i>quantity</i>						
<i>value</i>						
PURCHASES FROM DOMESTIC PRODUCERS: <sup>2</sup>						
<i>quantity</i>						
<i>value</i>						
PURCHASES FROM OTHER SOURCES:						
<i>quantity</i>						
<i>value</i>						
<sup>1</sup> Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____						
<sup>2</sup> Please list the name of the domestic producer(s) from which you purchased this product. _____ _____						

II-13. **Toll production.**--Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of hot-rolled steel?

- No                       Yes--Name firm(s): \_\_\_\_\_.

II-14. **FTZ.**--Does your firm produce hot-rolled steel in a foreign trade zone (FTZ)?

- No                       Yes--Identify FTZ(s): \_\_\_\_\_.

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

II-15. **Direct imports.**--Since January 1, 2005, has your firm imported hot-rolled steel?

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

**For questions II-16 and II-17, 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 countries.**

II-16. **Effect of orders.**--Describe the significance of the existing countervailing duty order (Brazil), antidumping duty orders (Brazil and Japan), and suspension agreement (Russia) covering imports of hot-rolled steel in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the orders.

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II-17. **Likely effect of revocation of orders.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of hot-rolled steel in the future if the countervailing duty order (Brazil), antidumping duty orders (Brazil and Japan), and suspension agreement (Russia) on hot-rolled steel 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.

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**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to David Boyland (202-708-4725, david.boyland@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 part III with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: ( ) \_\_\_\_\_

Fax: ( ) \_\_\_\_\_

III-2. **Accounting system.**--Briefly describe your financial accounting system.

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

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

2. Does your firm prepare profit/loss statements for hot-rolled steel:  
 Yes  No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited,  unaudited,  annual reports,  10Ks,  10 Qs,  
 Monthly,  quarterly,  semi-annually,  annually

4. Accounting basis:  GAAP,  cash,  tax, or  other comprehensive (specify) \_\_\_\_\_

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

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

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

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

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

**PART III.--FINANCIAL INFORMATION--Continued**

III-5. **Other products.**--Please provide the share of your firm's net sales accounted for by hot-rolled steel and other products in your most recent fiscal year:

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

III-6. **Inputs from related firms.**--Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of hot-rolled steel from any related company whose financial statements are ultimately consolidated with the financial statements of your firm?

- Yes--Continue to question III-7 below       No--Continue to question III-10 below

III-7. **Inputs from related firms.**-- With respect to the related companies identified in response to question III-6 above, are their financial statements consolidated with your firm's financial statements? In other words, are profits or losses arising from intercompany transactions eliminated?

- Yes—Continue to question III-8 below.       No--Continue to question III-10 below.

III-8. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of hot-rolled steel that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

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



**PART III.--FINANCIAL INFORMATION--Continued**

III-9. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in questions III-10a, III-10b, III-11a, and III-11b (i.e., costs reported in questions III-10 and III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

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

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

III-10a. **Operations on hot-rolled steel with Internal Consumption and Transfers to Related Parties Valued Based Upon Differences in Cost** .--Report the revenue and related cost information requested below on the hot-rolled steel operations of your U.S. establishment(s).<sup>1</sup> Include both domestic and export sales of the hot-rolled steel you produced, but do not report resales of purchased hot-rolled steel. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> With respect to the fair market valuation of internal consumption and transfers to related firms, if there are no differences between the hot-rolled steel sold commercially and the hot-rolled steel internally consumed or transferred to related parties, the fair market value of the per-unit sales values of the internally consumed or transferred hot-rolled steel should be estimated to be the same as the per-unit sales value of the commercially sold hot-rolled steel. If there are differences (such as product mix, physical, or quality differences) between the hot-rolled steel sold commercially and the hot-rolled steel either internally consumed or transferred, and these differences result in differences in costs, the per-unit sales values of this internally consumed or transferred hot-rolled steel should be adjusted to compensate for the differences. As an example, assume the cost of goods sold of the hot-rolled steel you firm sold commercially was \$750 per ton, and the selling price was \$800 per ton. If the hot-rolled steel your firm internally consumed or transferred to a related party was exactly the same, its sales price would be \$800 per ton. If, on the other hand, you determine its cost was \$700 per ton (perhaps because it had a different chemistry), a decrease of \$50 per ton from the cost of the hot-rolled steel sold commercially, its sales price should be constructed by proportionally reducing the \$800 per ton commercial sales value by the ratio of the cost of goods sold of the internally consumed or transferred steel (\$700 per ton) to the cost of goods sold of the steel sold commercially (\$750 per ton). Using the example above, the constructed value would be \$700 multiplied by \$800 divided by \$750, or \$747. SG&A expenses should be allocated to these combined commercial and transfer sales proportionally, i.e., using the same per-unit expenses for internal consumption and related party transfers as for commercial sales. ***Provide data for your firm's 2005-2009 fiscal years in chronological order from left to right.*** If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

**PART III.--FINANCIAL INFORMATION--Continued**

**Table III-10a**

Quantity (in short tons) and value (in \$1,000)						
Item	2005	2006	2007	2008	2009	2010
<b>Net sales quantities:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (COGS):</b> <sup>4</sup>						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
<b>Operating income (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>5</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						

Please provide 2010 data on the following page per the instructions found therein.

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-8: 2005 \_\_\_\_\_ 2006 \_\_\_\_\_ 2007 \_\_\_\_\_ 2008 \_\_\_\_\_ 2009 \_\_\_\_\_.  
<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.  
<sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.  
<sup>5</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

**PART III.--FINANCIAL INFORMATION--Continued**

III-10 b. **Operations on Hot-Rolled Steel with Internal Consumption and Transfers to Related Parties Valued Based Upon Differences in Cost** .--Report the revenue and related cost

information requested below on the hot-rolled steel operations of your U.S. establishment(s).<sup>1</sup>

Include both domestic and export sales of the hot-rolled steel you produced, but do not report resales of purchased hot-rolled steel. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup>

With respect to the fair market valuation of internal consumption and transfers to related firms, if there are no differences between the hot-rolled steel sold commercially and the hot-rolled steel internally consumed or transferred to related parties, the fair market value of the per-unit sales values of the internally consumed or transferred hot-rolled steel should be estimated to be the same as the per-unit sales value of the commercially sold hot-rolled steel. If there are differences (such as product mix, physical, or quality differences) between the hot-rolled steel sold commercially and the hot-rolled steel either internally consumed or transferred, and these differences result in differences in costs, the per-unit sales values of this internally consumed or transferred hot-rolled steel should be adjusted to compensate for the differences. As an example, assume the cost of goods sold of the hot-rolled steel your firm sold commercially was \$750 per ton, and the selling price was \$800 per ton. If the hot-rolled steel your firm internally consumed or transferred to a related party was exactly the same, its sales price would be \$800 per ton. If, on the other hand, you determine its cost was \$700 per ton (perhaps because it had a different chemistry), a decrease of \$50 per ton from the cost of the hot-rolled steel sold commercially, its sales price should be constructed by proportionally reducing the \$800 per ton commercial sales value by the ratio of the cost of goods sold of the internally consumed or transferred steel (\$700 per ton) to the cost of goods sold of the steel sold commercially (\$750 per ton). Using the example above, the constructed value would be \$700 multiplied by \$800 divided by \$750, or \$747. SG&A expenses should be allocated to these combined commercial and transfer sales proportionally, i.e., using the same per-unit expenses for internal consumption and related party transfers as for commercial sales. ***Provide data for your firm's 2010 fiscal year.*** If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

**PART III.--FINANCIAL INFORMATION--Continued**

**Table III-10b**

Quantity (in short tons) and value (in \$1,000)		2010
Item		
<b>Net sales quantities:</b> <sup>3</sup>	Data for fiscal year 2010 reported on this page should be submitted to the Commission separately in a supplemental response. <u>These data are due to the Commission by no later than February 7, 2011.</u>	
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
<b>Net sales values:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
<b>Cost of goods sold (COGS):</b> <sup>4</sup>		
Raw materials		
Direct labor		
Other factory costs		
Total COGS		
<b>Gross profit or (loss)</b>		
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>		
<b>Operating income (loss)</b>		
<b>Other income and expenses:</b>		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received <sup>5</sup>		
All other income items		
All other income or expenses, net		
<b>Net income or (loss) before income taxes</b>		
<b>Depreciation/amortization included above</b>		

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-8: 2010 \_\_\_\_\_.  
<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.  
<sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.  
<sup>5</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

**PART III.--FINANCIAL INFORMATION--Continued**

III-11a. **Operations on Hot-Rolled Steel with Internal Consumption and Transfers to Related Parties Valued Based Upon the Gross Profit of the Downstream Product** .-- Report the revenue and related cost information requested below on the hot-rolled steel operations of your U.S. establishment(s).<sup>1</sup> Include both domestic and export sales of the hot-rolled steel you produced, but do not report resales of purchased hot-rolled steel. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> With respect to the fair market valuation of internal consumption and transfers to related firms, construct a sales value based upon (1) the gross profit margin of the downstream product that was finally sold to an unrelated party, and (2) the cost of goods sold of the hot-rolled steel relative to the cost of goods sold of the downstream product. For example, assume your firm internally consumed hot-rolled steel to produce cold rolled steel, the gross profit margin of cold rolled steel was \$100 per ton, the cost of goods sold of the hot-rolled steel internally consumed to produce cold rolled steel was \$450 per ton, and the cost of goods sold of the cold rolled steel was \$600 per ton. Since the cost of goods sold of the hot-rolled steel accounted for 75 percent of the total cost of goods sold (\$450 divided by \$600), 75 percent of the \$100 profit, or \$75, should be allocated the hot-rolled steel. Since the cost of the hot-rolled steel internally transferred was \$450, and the assigned gross profit is \$75, the constructed sales value would be \$75 plus \$450, or \$525. SG&A expenses should be allocated to these combined commercial and transfer sales proportionally, i.e., using the same per-unit expenses for internal consumption and related party transfers as for commercial sales. ***Provide data for your firm's 2005-2009 fiscal years in chronological order from left to right.*** If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

**PART III.--FINANCIAL INFORMATION--Continued**

**Table III-11a**

Quantity (in short tons) and value (in \$1,000)						
Item	2005	2006	2007	2008	2009	2010
<b>Net sales quantities:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (COGS):</b> <sup>4</sup>						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
<b>Operating income (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>5</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						

Please provide 2010 data on the following page per the instructions found therein.

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

<sup>2</sup> Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-8: 2005 \_\_\_\_\_ 2006 \_\_\_\_\_ 2007 \_\_\_\_\_ 2008 \_\_\_\_\_ 2009 \_\_\_\_\_.

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

<sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.

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

**PART III.--FINANCIAL INFORMATION--Continued**

III-11b. **Operations on Hot-Rolled Steel with Internal Consumption and Transfers to Related Parties Valued Based Upon the Gross Profit of Downstream Products** .--Report the revenue and related cost information requested below on the hot-rolled steel operations of your U.S. establishment(s).<sup>1</sup> Include both domestic and export sales of the hot-rolled steel you produced, but do not report resales of purchased hot-rolled steel. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> With respect to the fair market valuation of internal consumption and transfers to related firms, construct a sales value based upon (1) the gross profit margin of the downstream product that was finally sold to an unrelated party, and (2) the cost of goods sold of the hot-rolled steel relative to the cost of goods sold of the downstream product. For example, assume your firm internally consumed hot-rolled steel to produce cold rolled steel, the gross profit margin of cold rolled steel was \$100 per ton, the cost of goods sold of the hot-rolled steel internally consumed to produce cold rolled steel was \$450 per ton, and the cost of goods sold of the cold rolled steel was \$600 per ton. Since the cost of goods sold of the hot-rolled steel accounted for 75 percent of the total cost of goods sold (\$450 divided by \$600), 75 percent of the \$100 profit, or \$75, should be allocated the hot-rolled steel. Since the cost of the hot-rolled steel internally transferred was \$450, and the assigned gross profit is \$75, the constructed sales value would be \$75 plus \$450, or \$525. SG&A expenses should be allocated to these combined commercial and transfer sales proportionally, i.e., using the same per-unit expenses for internal consumption and related party transfers as for commercial sales. ***Provide data for your firm's 2010 fiscal year.*** If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

**PART III.--FINANCIAL INFORMATION--Continued**

**Table III-11b**

Quantity (in short tons) and value (in \$1,000)		
Item		2010
<b>Net sales quantities:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
<b>Net sales values:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
<b>Cost of goods sold (COGS):</b> <sup>4</sup>		
Raw materials		
Direct labor		
Other factory costs		
Total COGS		
<b>Gross profit or (loss)</b>		
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>		
<b>Operating income (loss)</b>		
<b>Other income and expenses:</b>		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received <sup>5</sup>		
All other income items		
All other income or expenses, net		
<b>Net income or (loss) before income taxes</b>		
<b>Depreciation/amortization included above</b>		

Data for fiscal year 2010 reported on this page should be submitted to the Commission separately in a supplemental response. These data are due to the Commission by no later than February 7, 2011.

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

<sup>2</sup> Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-8: 2010 \_\_\_\_\_.

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

<sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.

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



**PART III.--FINANCIAL INFORMATION--Continued**

III-12a. **Nonrecurring charges.**--For each annual and interim period for which financial results are reported in questions III-10 and III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from questions III-10 and III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's hot-rolled steel operations.

Item	Fiscal years ended--					
	2005	2006	2007	2008	2009	2010
<b>Non-recurring charges:</b> (In the far left column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in questions III-10 and III-11.)						
1.						<b>Please provide 2010 data on the following page per the instructions found therein.</b>
2.						
3.						
4.						
5.						
6.						
7.						

III-12b. **Nonrecurring charges--Continued.**--For each annual and interim period for which financial results are reported in questions III-10 and III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from questions III-10 and III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's hot-rolled steel operations.

Item	Fiscal years ended--					
	2005	2006	2007	2008	2009	2010
<b>Non-recurring charges:</b> (In the far left column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in questions III-10 and III-11.)						
1.	<b>Data for fiscal year 2010 reported on this page should be submitted to the Commission separately in a supplemental response. <u>These data are due to the Commission by no later than February 7, 2011.</u></b>					
2.						
3.						
4.						
5.						
6.						
7.						

**PART III.--FINANCIAL INFORMATION--Continued**

III-13a. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of hot-rolled steel. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

Item	Value (in \$1,000)					
	2005	2006	2007	2008	2009	2010
<b>ASSETS</b> associated with the production, warehousing, and sale of product:						Please provide 2010 data on the following page per the instructions found therein.
<b>1. Current assets:</b>						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories						
D. Other (describe:        )						
E. Total current assets (lines 1.A. through 1.D.)						
<b>2. Property, plant, and equipment</b>						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
<b>3. Other (describe:        )</b>						
<b>4. Total assets (lines 1.E., 2.C., and 3)</b>						

**PART III.--FINANCIAL INFORMATION--Continued**

III-13b. **Asset values--Continued.**--Report the total assets associated with the production, warehousing, and sale of hot-rolled steel. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

Item	Value (in \$1,000)					
	2005	2006	2007	2008	2009	2010
<b>ASSETS</b> associated with the production, warehousing, and sale of product:	<b>Data for fiscal year 2010 reported on this page should be submitted to the Commission separately in a supplemental response. <u>These data are due to the Commission by no later than February 7, 2011.</u></b>					
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories						
D. Other (describe:     )						
E. Total current assets (lines 1.A. through 1.D.)						
2. Property, plant, and equipment						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
3. Other (describe:     )						
4. Total assets (lines 1.E., 2.C., and 3)						

III-14. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on hot-rolled steel. *Provide data for your firm's 2005-2009 fiscal years in chronological order from left to right.*

Item	Value (in \$1,000)					
	2005	2006	2007	2008	2009	2010
Capital expenditures						
Research and development expenses						

Data for fiscal year 2010 reported in the following table should be submitted to the Commission separately in a supplemental response. These data are due to the Commission by no later than February 7, 2011.

Item	Value (in \$1,000)					
						2010
Capital expenditures						
Research and development expenses						

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

Further information on this part of the questionnaire can be obtained from **Craig Thomsen** (202-205-3226, [craig.thomsen@usitc.gov](mailto:craig.thomsen@usitc.gov)).

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

Name and title: \_\_\_\_\_

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

E-mail: \_\_\_\_\_ Telephone: ( ) \_\_\_\_\_

Fax: ( ) \_\_\_\_\_

**PRICE DATA**

This section requests quarterly quantity and value 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 produced by your firm.

**Product 1.**–Hot-rolled carbon steel plate in coils, as-rolled (unprocessed), not pickled or temper-rolled, not high strength, produced to AISI-1006-1025 grade (including, but not limited to, ASTM A36), 0.187" through 0.625" in nominal or actual thickness, 40" through 72" in width.

**Product 2.**–Hot-rolled carbon sheet in coils, commercial quality, SAE 1006-1015 or ASTM A1011 equivalent, not high-strength, not pickled and oiled, not temper-rolled, 0.090" through 0.171" in nominal or actual thickness, 40" to 72" in width.

**Product 3.**–Hot-rolled carbon steel sheet in coils, commercial quality SAE 1006-1015 or ASTM A1011 equivalent, pickled and oiled, temper-rolled, not high strength, 0.090" through 0.171" in nominal or actual thickness, 40" to 72" in width.

**Product 4.**–Hot-rolled carbon steel plate in coils, as-rolled (unprocessed), not pickled or temper-rolled, in high strength low alloy qualities according to SAE J 1392, ASTM A-572/656/1011, 0.187" through 0.625" in nominal or actual thickness 40" through 72" in width.

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.

If fourth quarter 2010 pricing data are unavailable by January 10, 2011, they must be submitted no later than February 7, 2011.

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

IV-2. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

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)
<b>2005:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2006:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2007:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2008:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2009:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2010:</b>								
January-March								
April-June								
July-September								
October-December								

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

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

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_  
 Product 4: \_\_\_\_\_

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

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

- Transaction by transaction       Contracts       Set price lists
- Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

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

- Quantity discounts       Annual total volume discounts       No discounts
- Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

IV-5. **Surcharges.**--

- (a) Since 2005, has your firm included surcharges on its invoices for:
- 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?
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

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

**IV-6. Pricing terms for hot-rolled steel.--**

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

**IV-7. Contract versus spot.--**Approximately what share of your firm's sales of its U.S.-produced hot-rolled steel 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	_____

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

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

**IV-9. Short-term contract provisions.--**If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

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

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

IV-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 your U.S.-produced hot-rolled steel?

<u>Source</u>	<u>Share of sales in 2010</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	

IV-11. **Shipping information.**--

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

IV-12. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's hot-rolled steel? (check all that apply)

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



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

IV-13. **End uses.**--Describe the end uses and end users of the hot-rolled steel that you manufacture. For each end-use product, what percentage of the total cost is accounted for by hot-rolled steel?

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

IV-14. **Changes in end uses.**--Have there been any changes in the end uses of hot-rolled steel since 2005?

- No       Yes--Please describe.

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

IV-15. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of hot-rolled steel in the future?

- No       Yes--Please describe and identify the time period

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

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

IV-16. **Substitutes.**--Are there any nonsubject products that may be substituted for hot-rolled steel?

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 hot-rolled steel since January 1, 2005
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

IV-17. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for hot-rolled steel since 2005?

No       Yes--Please explain.

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IV-18. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for hot-rolled steel in the future?

No       Yes--Please describe.

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

**IV-19. Raw material pricing.--**

- (a) What are the major raw materials used by your firm in the production of hot-rolled steel since 2005? If this has changed since 2005, please note when the change(s) occurred.

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- (b) To what extent have changes in the prices of raw materials (e.g., coke, iron, steel scrap, or slab) affected your firm's selling prices for hot-rolled steel since 2005?

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- (c) Do you anticipate changes in your raw material costs in the foreseeable future?  
 No       Yes--Please explain.

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- (d) What is the typical contract length for the raw materials that you purchase?

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- (e) Has this changed since 2005?  
 No       Yes -- How has it changed and what effect has it had on your purchasing patterns of these raw materials (e.g., availability of material, price levels, etc.)?

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

IV-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 hot-rolled steel in the U.S. market since 2005?

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

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

(a) Do you anticipate any changes in terms of the availability of U.S.-produced hot-rolled steel in the U.S. market in the future?

- Increase             No change             Decrease

(b) If you anticipate changes in supply, please explain.

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IV-22. **Allocation.**--Has your firm refused, declined, or been unable to supply hot-rolled steel 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.

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

IV-23. **Availability of supply (nonsubject).**--Has the availability of NONSUBJECT hot-rolled steel (*i.e.*, hot-rolled steel imported from countries other than Brazil, Japan, and Russia) changed since 2005?

No             Yes--Please explain.

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IV-24. **Export constraints.**---Describe how easily your firm can shift its sales of hot-rolled steel 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 hot-rolled steel between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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IV-25. **Foreign contracts.**--Do you have existing contracts for hot-rolled steel with subject foreign producers?

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

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IV-26. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of hot-rolled steel since 2005?

No             Yes--Please describe and quantify if possible.

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

IV-27. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of hot-rolled steel in the future?

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

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IV-28. **Demand trends.**--

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

- Increased             No Change             Decreased             Fluctuated

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(b) How has the demand outside the United States (if known) for hot-rolled steel 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

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IV-29. **Anticipated demand trends.**—

(a) How do you anticipate demand will change within the United States for hot-rolled steel in the future? What principal factors are likely to affect demand?

- Increase             No Change             Decrease             Fluctuate

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

IV-29. **Anticipated demand trends (cont'd).**—

(b) How do you anticipate demand will change outside the United States for hot-rolled steel to in the future? 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

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IV-30. **Business cycles.**—

(a) Is the hot-rolled steel 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.

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(b) Have the business cycles or conditions of competition for hot-rolled steel changed since January 1, 2005?

No             Yes-- Please describe any such change.

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IV-31. **Price comparisons.**--Please compare market prices of hot-rolled steel in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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

IV-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 hot-rolled steel supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Brazil, Japan, and Russia, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future.

IV-33. **Barriers to trade.**--Are your exports of hot-rolled steel subject to any tariff or non-tariff barriers to trade in other countries?

- No                       Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2005, or that are expected to occur in the future.

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IV-34. **Interchangeability.**--Is hot-rolled steel 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.<sup>1</sup>

Country-pair	Brazil	Japan	Russia	Other countries
United States				
Brazil	X			
Japan	X	X		
Russia	X	X	X	

<sup>1</sup> For any country-pair producing hot-rolled steel which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

IV-35. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between hot-rolled steel 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.<sup>1</sup>

<b>Country-pair</b>	Brazil	Japan	Russia	Other countries
United States				
Brazil	X			
Japan	X	X		
Russia	X	X	X	

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

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