

U.S. IMPORTERS' QUESTIONNAIRE

**HOT-ROLLED CARBON-QUALITY STEEL FLAT 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)).

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

CERTIFICATION

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

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout these reviews may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these reviews or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

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

PART I.—GENERAL INFORMATION

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

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

_____hours _____dollars

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

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

I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing 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-5. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-12. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for hot-rolled steel?

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

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

- No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from 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 importation of hot-rolled steel since January 1, 2005.

(check as many as appropriate) *(please describe)*

office/warehouse openings..... _____

office/warehouse closings _____

relocations _____

expansions _____

acquisitions..... _____

consolidations..... _____

prolonged shutdowns or
importation curtailments _____

revised labor agreements _____

other..... _____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of 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.

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

II-4. **Anticipated changes in operations in the event the orders are revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of hot-rolled steel in the future if the countervailing duty order (Brazil), antidumping duty orders (Brazil and Japan), were revoked and/or suspension agreement (Russia) on hot-rolled steel were terminated?

- 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 hot-rolled steel from Brazil, Japan, and/or Russia for delivery after December 31, 2010?

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

<u>Period/Source</u>	<u>Jan. - Mar. 2011</u>	<u>Apr. - June 2011</u>	<u>July - Sept. 2011</u>	<u>After Sept. 2011</u>
Brazil	_____	_____	_____	_____
Japan	_____	_____	_____	_____
Russia	_____	_____	_____	_____
Other sources	_____	_____	_____	_____

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

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

II-7a. **Imports from Brazil.**--Does your firm import hot-rolled steel from Brazil?

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

BRAZIL

Quantity (in short tons), value (in \$1,000)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
U.S. shipments to:						
Distributors, processors, and service centers (quantity) (K)						
Manufacturers of tubular products (quantity) (L)						
Other end users (M)						
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 Japan**--Does your firm import hot-rolled steel from Japan?

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

JAPAN

Quantity (in short tons), value (in \$1,000)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
U.S. shipments to:						
Distributors, processors, and service centers (quantity) (K)						
Manufacturers of tubular products (quantity) (L)						
Other end users (quantity) (M)						
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 Russia.**--Does your firm import hot-rolled steel from Russia?

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

RUSSIA

Quantity (in short tons), value (in \$1,000)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
U.S. shipments to:						
Distributors, processors, and service centers (quantity) (K)						
Manufacturers of tubular products (quantity) (L)						
Other end users (quantity) (M)						
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 ALL OTHER SOURCES.**--Does your firm import hot-rolled steel from countries other than Brazil, Japan, and Russia?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of hot-rolled steel imported from countries other than Brazil, Japan, and Russia by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

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

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

II-8. Reconciliation of import data.--

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

Reconciliation

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

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

$$K + L + M = D$$

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

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line J of year 2005 should equal line A of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

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

II-9. (a) Report below your firm's imports of hot-rolled steel products with the following chemistry during the specified periods. Certain hot-rolled steel products as defined on pages 6-8 of the instruction booklet, in which one or more of the elements listed below is present in the quantity, by weight, respectively indicated:

- 1.65 - 1.80 percent of manganese, or 0.60 - 1.50 percent of silicon, or
- 0.40 - 1.00 percent of copper, or 0.30 - 0.50 percent of aluminum, or
- 0.30 - 1.25 percent of chromium, or 0.30 - 1.25 percent of nickel, or
- 0.0008 - 0.012 percent of boron, or 0.08 - 0.10 percent of molybdenum, or
- 0.06 - 0.10 percent of niobium, or 0.05 - 0.41 percent of titanium, or
- 0.10 - 0.15 percent of vanadium, or 0.05 - 0.15 percent of zirconium

You should include imports of vacuum degassed, fully stabilized ("interstitial free") steel, high strength low alloy steel, and the substrate for motor lamination steel with one or more elements present in the ranges noted above.

You should not include alloy steel products in which at least one of the chemical elements exceeds those listed above; SAE/AISI grades of series 2300 and higher; ball bearing steels; tool steels; silicomanganese steels; silicon electrical steel with a silicon level exceeding 1.50%; ASTM Specifications A710 & A736; or USS abrasion-resistant steels (USS AR400 & AR500).

(Quantity in short tons, value in \$1,000)						
Item	Calendar Years					
	2005	2006	2007	2008	2009	2010
Imports of product ¹ from Brazil:						
<i>Quantity of imports</i>						
<i>Value of imports</i>						
Imports of product ¹ from Japan:						
<i>Quantity of imports</i>						
<i>Value of imports</i>						
Imports of product ¹ from Russia:						
<i>Quantity of imports</i>						
<i>Value of imports</i>						
Imports of product ¹ from all other countries: ²						
<i>Quantity of imports</i>						
<i>Value of imports</i>						
¹ Please identify the products, their applications, and the elements present in the specified quantities:						
² Please identify the "other" countries from which your company imports the specified products:						

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

II-9. (b) In addition, please report below the quantity and value of your firm's imports of "Group B" excluded products that would otherwise be included within the scope of these reviews. "Group B" exclusions are product-specific exclusions defined on pages 7-8 of the instruction booklet.

<i>(Quantity in short tons, value in \$1,000)</i>						
Calendar Years						
Item	2005	2006	2007	2008	2009	2010
Imports from Brazil:						
<i>Quantity</i>						
<i>Value</i>						
Imports from Japan:						
<i>Quantity</i>						
<i>Value</i>						
Imports from Russia:						
<i>Quantity</i>						
<i>Value</i>						
Imports from all other countries: ¹						
<i>Quantity</i>						
<i>Value</i>						
¹ Please identify the "other" countries from which your company imports the specified products:						

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

For questions II-10 and II-11, if your response differs for particular subject countries, please indicate and explain the particular effect of imposition and/or revocation of the order(s) or suspension agreement from specific orders.

II-10. **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 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-11. **Likely effect of revocation of orders.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories 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 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 **Craig Thomsen** (202-205-3226, craig.thomsen@usitc.gov).

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

Name and title: _____

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

E-mail: _____ Telephone: () _____

Fax: () _____

PRICE DATA

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

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 III.--PRICING AND MARKET FACTORS--Continued

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

Brazil

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)
2005:								
January-March								
April-June								
July-September								
October-December								
2006:								
January-March								
April-June								
July-September								
October-December								
2007:								
January-March								
April-June								
July-September								
October-December								
2008:								
January-March								
April-June								
July-September								
October-December								
2009:								
January-March								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								
October-December								

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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

Product 1: _____
 Product 2: _____
 Product 3: _____
 Product 4: _____

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

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

Japan

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)
2005:								
January-March								
April-June								
July-September								
October-December								
2006:								
January-March								
April-June								
July-September								
October-December								
2007:								
January-March								
April-June								
July-September								
October-December								
2008:								
January-March								
April-June								
July-September								
October-December								
2009:								
January-March								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								
October-December								

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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

Product 1: _____
 Product 2: _____
 Product 3: _____
 Product 4: _____

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

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

Russia

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)	Quantity (short tons)	Value (dollars)
2005:								
January-March								
April-June								
July-September								
October-December								
2006:								
January-March								
April-June								
July-September								
October-December								
2007:								
January-March								
April-June								
July-September								
October-December								
2008:								
January-March								
April-June								
July-September								
October-December								
2009:								
January-March								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								
October-December								

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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

Product 1: _____
 Product 2: _____
 Product 3: _____
 Product 4: _____

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

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

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

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

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

- (a) Since 2005, has your firm included surcharges on its invoices for:
- Raw materials Fuel Energy Transportation Other: _____
- (b) How did your firm determine the surcharge(s) (e.g., which indices were used)?
- _____
- _____
- (c) Please describe how the surcharges have changed since 2005?
- _____
- _____
- _____

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

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

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

For questions III-7 through III-10, please indicate if your answer differs among hot-rolled steel which you imported from Brazil, Japan, or Russia

III-7. **Contract versus spot.**--Approximately what share of your firm's sales of its imported 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	_____

II-8. **Long-term contract provisions.**---If you sell hot-rolled steel imported from Brazil, Japan, and Russia on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

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

III-9. **Short-term contract provisions.**---If you sell hot-rolled steel imported from Brazil, Japan, and Russia on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

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

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

III-10. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of hot-rolled steel imported from Brazil, Japan, and Russia?

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

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

- (a) What is the approximate percentage of the total delivered cost of certain hot-rolled steel imported from Brazil, Japan, and Russia 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 hot-rolled steel imported from Brazil, Japan, and Russia, from where is it shipped?
 (check one) point of importation or storage facility
- (d) What proportion of your sales of hot-rolled steel imported from Brazil, Japan, and Russia 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-12. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of hot-rolled steel imported from each source? (check all that apply)

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

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

III-13. **End uses.**--Describe the end uses of the hot-rolled steel that you import from Brazil, Japan, and Russia. 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 of end product (percent)</u>
_____	_____
_____	_____
_____	_____

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

No Yes--Please describe.

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

No Yes--Please describe.

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

III-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/>

III-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.

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

No Yes--Please explain.

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

III-19. **Raw materials.**—

- (a) 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?

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

No Yes--Please explain.

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

No Yes--Please provide details.

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

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

(a) Do you anticipate any changes in terms of the availability of hot-rolled steel imported from Brazil, Japan, and Russia in the U.S. market?

Increase No change Decrease

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

III-22. Availability of "nonsubject" import supply.--Has the availability of NONSUBJECT hot-rolled steel (*i.e.*, hot-rolled steel imported from countries other than Brazil, Japan, and Russia) changed since 2005?

No Yes--Please explain.

III-23. 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.

III-24. 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.

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

III-25. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of hot-rolled steel since 2005?

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

III-26. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of hot-rolled steel?

- No Yes--Please identify.

III-27. **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

(b) How has the demand outside the United States 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

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

III-28. Anticipated demand trends.--

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

- Increase No Change Decrease Fluctuate

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

III-29. 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.

(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.

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

III-30. **Price comparisons.**--Please compare market prices of hot-rolled steel in U.S. and non-U.S. markets. Provide information as to time periods and regions for any price comparisons.

III-31. **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.

III-32. **Interchangeability by country-pair.**--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.¹

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

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

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

III-33. **Differences other than price by country-pair.**--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.¹

Country-pair	Brazil	Japan	Russia	Other countries
United States				
Brazil	X			
Japan	X	X		
Russia	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 hot-rolled steel, identify the country-pair and report the advantages or disadvantages imparted by such factors:
