

**U.S. PURCHASERS' QUESTIONNAIRE**

**CERTAIN 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 the countervailing duty order (Brazil), antidumping duty orders (Brazil and Japan), and suspension agreement (Russia) on hot-rolled steel (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)). Further information on this questionnaire can be obtained from **Craig Thomsen** (202-205-3226, craig.thomsen@usitc.gov).

<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 purchased hot-rolled steel (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) 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 this proceeding 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 this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and 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 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 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>
_____	_____	_____
_____	_____	_____

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 Russia into the United States or which are engaged in exporting hot-rolled steel from Brazil, Japan, and Russia to the United States?

No  Yes--List the following information.

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

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

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 Russia into the United States or which are engaged in exporting hot-rolled steel from countries other than Brazil, Japan, and 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 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-7. **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.--PURCHASES**

Please identify the individual to be contacted regarding the confidential information requested in parts II, III, and IV.

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

II-1. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of hot-rolled steel. Report based on delivery date, not order date. If exact full-year 2010 data are unavailable by January 10, 2011, you may enter an estimate for 2010, but full-year 2010 data must be updated no later than February 7, 2011.

Quantity (in SHORT TONS) and value (in \$1,000)						
Item	2005	2006	2007	2008	2009	2010
<b>Purchases of hot-rolled steel produced in--</b>						
<b>The United States:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>Brazil:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>Japan:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>Russia:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>All other countries:<sup>1</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<sup>1</sup> Please identify these countries: _____						

**PART II.--PURCHASES--Continued**

**II-2. Purchases before and after order.--**

(a) Did your firm purchase hot-rolled steel from Brazil, Japan, and Russia before 1999?

No--skip to (c)       Yes (Please specify country \_\_\_\_\_ )

(b) If yes, has your pattern of purchasing hot-rolled steel from Brazil, Japan, and Russia changed since 1999?

No, our pattern of purchasing is essentially unchanged.

Yes, we discontinued purchases from Brazil, Japan, and Russia because of the orders/suspension agreement.  
(Please specify country \_\_\_\_\_ )

Yes, we reduced purchases from Brazil, Japan, and Russia because of the orders/suspension agreement.  
(Please specify country \_\_\_\_\_ )

Yes, but we changed the pattern of purchases from Brazil, Japan, and Russia for reasons other than the orders/suspension agreement.  
(Please explain and specify country \_\_\_\_\_ )

\_\_\_\_\_  
\_\_\_\_\_ )

(c) Has your pattern of purchasing hot-rolled steel from nonsubject foreign sources (i.e., countries other than Brazil, Japan, and Russia) changed since 1999?

We did not purchase from nonsubject foreign sources before or after the orders/suspension agreement.

No, our pattern of purchasing is essentially unchanged.

Yes, we increased purchases from nonsubject countries because of the orders/suspension agreement.

Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

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

**PART II.--PURCHASES--Continued**

II-3. **Changes in purchasing patterns.**-- Please indicate how the relative levels of your firm's purchases of hot-rolled steel from different sources (both domestic and foreign) have changed since 1999 (the year the orders and suspension agreement under review became effective).

Source of purchases	Trend	Explanation for trend
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Brazil	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Japan	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Russia	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>

**PART II.--PURCHASES--Continued**

II-4. **Purchases from one country only**.--If your firm has purchased hot-rolled steel from only one country, please explain the reasons for doing so.

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II-5. **Supplier identification**.--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for hot-rolled steel based on quantity supplied/purchased since 2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of hot-rolled steel that each of these suppliers accounted for in 2010.

No.	Supplier's name	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2010 purchases (%)
1					
2					
3					
4					
5					

**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of hot-rolled steel (check all that apply, noting the specific end uses if known)?

- Automotive assembler/supplier (\_\_\_\_\_)
- Transportation (non-automotive) equipment producer (\_\_\_\_\_)
- Machinery and equipment producers (\_\_\_\_\_)
- Construction equipment producer (\_\_\_\_\_)
- Consumer and household goods producer (\_\_\_\_\_)
- Tubular products producer (\_\_\_\_\_)
- Processor/service center (\_\_\_\_\_)
- Distributor (\_\_\_\_\_)
- Other (Describe: \_\_\_\_\_)

III-2. **Competition for sales.**--If you are a distributor or reseller of hot-rolled steel, do you compete for sales to your customers with the manufacturers or importers from which you purchase hot-rolled steel?

- No                       Yes--Please describe

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III-3. **Types of customers.**--If your firm is a distributor or reseller of hot-rolled steel, what are the major types of consumers to which you sell hot-rolled steel?

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-4. **Contract versus spot.**--Approximately what share of your firm's purchases of 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 purchases (percent)</u>		
	<u>United States</u>	<u>Subject countries</u>	<u>Nonsubject countries</u>
Long-term contracts	_____	_____	_____
Short-term contracts	_____	_____	_____
Spot sales	_____	_____	_____

III-5. **Long-term contract provisions.**--If you purchase 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-6. **Short-term contract provisions.**--If you purchase 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.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-7. **End uses.**--If your firm is an end user of hot-rolled steel, list in order of quantity of hot-rolled steel consumed, the top 3 products for which your firm purchases hot-rolled steel as a component part or input. Please indicate what percentage of the total cost is accounted for by hot-rolled steel (and NOTE: this percentage should not add to 100 percent).

Product(s) you produce	Share of cost accounted for by hot-rolled steel (percent)
1.	
2.	
3.	

III-8. **Demand for end use products.**--

(a) If your firm is an end user of hot-rolled steel, has the demand for your firm's final products incorporating hot-rolled steel changed since 2005?

- Increased       Decreased       Fluctuated       No change

(b) Has this had any effect on your firm's demand for hot-rolled steel?

- No       Yes--Please describe.

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III-9. **Changes in end uses.**--Have there been any changes in the end uses of hot-rolled steel since 2005?

- No       Yes--Please describe.

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III-10. **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.

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-11. **Substitutes.**--Can other products be substituted for hot-rolled steel?

No                       Yes--Please fill out the table below.

<b>Substitute product</b>	<b>Description of applications or end uses</b>	<b>Have changes in the prices of this substitute affected the price of hot-rolled steel since January 1, 2005</b>
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/>

III-12. **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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III-13. **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 III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-14. Demand trends.--**

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

Increased       Decreased       Fluctuated       No change

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- (b) How has the demand outside the United States (if known) for hot-rolled steel changed since 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       Decreased       Fluctuated       No change

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**III-15. 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       Decrease       Fluctuate       No change

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- (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?

Increase       Decrease       Fluctuate       No change

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- III-16. 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.

**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-17. **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 raw materials, 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 and/or imported 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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III-18. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of hot-rolled steel (check ALL that apply)?

- No  
 Yes-- Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of all our purchases of hot-rolled steel.  
 Yes--Purchases of domestic product are not required by law or regulation, but are by our customers. This involves \_\_\_\_ percent of all our purchases of hot-rolled steel.  
 Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all our purchases of hot-rolled steel.

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-19. **Conditions of competition.--**

(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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III-20. **Decisions based on producer.--**Does your firm, and to the extent that you know, do your customers make purchasing decisions involving hot-rolled steel based on the producer of the hot-rolled steel you purchase?

Your firm:       Always       Usually       Sometimes       Never

Your customers:       Always       Usually       Sometimes       Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: \_\_\_\_\_

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Your customers: \_\_\_\_\_

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-21. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving hot-rolled steel based on the country of origin of the hot-rolled steel you purchase?

- Your firm:             Always             Usually             Sometimes             Never
- Your customers:     Always             Usually             Sometimes             Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: \_\_\_\_\_  
\_\_\_\_\_

Your customers: \_\_\_\_\_  
\_\_\_\_\_

III-22. **Purchasing frequency.**--

(a) How frequently do you make purchases?

- Daily             Weekly             Monthly             Quarterly             Annually
- Other (specify \_\_\_\_\_)

(b) Do you expect this purchasing pattern to change in the next two years?

- No             Yes-- How and why do you expect these changes to occur?

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

III-23. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? \_\_\_\_\_ firms

**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-24. Supplier negotiations.--**

(a) Do purchases of hot-rolled steel usually involve negotiations between supplier and purchaser?

- No                       Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

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(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No                       Yes--Specify the time period.

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**III-25. Change in suppliers.--Have you changed suppliers since 2005?**

- No                       Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-26. New suppliers.--**

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2005?

- No                       Yes--Please identify the firms and indicate how you became aware of them.

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(b) Do you expect new hot-rolled steel suppliers to enter the U.S. market in the future?

- No                       Yes--Please provide details, noting the specific future time period in your response.

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**III-27. Supplier qualification.--**

(a) Do you require your suppliers to be or to become certified or qualified to sell hot-rolled steel to your firm?

- No                       Yes-- \_\_\_\_\_ percent of value of purchases in 2010       Yes--all purchases

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

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(c) How long does it take to qualify a new supplier? \_\_\_\_\_ days.

**III-28. Failure to certify.--**Since 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their hot-rolled steel with your firm or have any producers lost their approved status?

- No                       Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-29. **Product characteristics.**--Indicate in the table below whether you require any of the listed product characteristics in the hot-rolled steel that you purchase and, if so, whether you would consider purchasing hot-rolled steel from the countries listed:

DO YOU REQUIRE (Y or N):		If "yes," would you purchase from (indicate Y, N, or 0 for "no knowledge"):			
		U.S.	Brazil	Japan	Russia
surface quality (i.e. skin passed)	-	_____	_____	_____	_____
tight gauge control	-	_____	_____	_____	_____
steel cleanliness	-	_____	_____	_____	_____
coil-to-coil and batch-to-batch consistency	-	_____	_____	_____	_____
cut-edge	-	_____	_____	_____	_____
tight chemistry tolerances (carbon or other elements)	-	_____	_____	_____	_____
formability	-	_____	_____	_____	_____

**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-30. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for hot-rolled steel.

	<b>Very important</b>	<b>Somewhat important</b>	<b>Not important</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-31. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase hot-rolled steel for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-32. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of hot-rolled steel?

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

III-33. **Frequency of decisions based on price.**--How often does your firm purchase the hot-rolled steel that is offered at the lowest price?

- Always       Usually       Sometimes       Never

III-34. **Surcharges.**--

(a) Since 2005, has your firm paid surcharges on its purchases of hot-rolled steel for:

- Raw materials     Fuel     Energy     Transportation     Other:\_\_\_\_\_

(b) Which suppliers utilized surcharges and during what time frame?

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

(c) How were the surcharge(s) determined (e.g., which indices were used)?

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

(d) Please describe how surcharges have changed since 2005?

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

**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-35. **Price leaders.**--Please list the names of any firms you considered price leaders in the hot-rolled steel market since 2005. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type. Please describe how the firm(s) exhibited price leadership.

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III-36. **Changes in U.S. industry.**--

- (a) Please identify and discuss any improvements/changes in the U.S. hot-rolled steel industry since 2005 and explain the factor(s), including the orders/suspension agreement under review, that was/(were) responsible for each improvement/change.

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**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-37. Changes in U.S. industry.--Continued**

- (b) Please discuss any improvements/changes that you anticipate in the future in the U.S. hot-rolled steel industry. Identify the time period and causes for these improvements/changes.

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III-38. **Effect of revocation.**-What do you think will be the likely effects of any revocation of the subject countervailing duty order (Brazil), antidumping duty orders (Brazil and Japan), and suspension agreement (Russia) on hot-rolled steel? As appropriate, please discuss any potential effects of revocation of the countervailing duty and antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. Please indicate if your response differs for particular orders or the suspension agreement. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: \_\_\_\_\_

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(2) Entire U.S. market: \_\_\_\_\_

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**PART IV.--PRODUCT COMPARISONS**

IV-1. **Country knowledge.**--Please indicate the countries of origin for hot-rolled steel for which your firm has actual marketing/pricing knowledge.

- United States
- Brazil
- Japan
- Russia
- Other countries (Please specify \_\_\_\_\_ )

IV-2. **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 "O" 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 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.--PRODUCT COMPARISONS--Continued**

IV-3. **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 purchases 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>

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 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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**PART IV.--PRODUCT COMPARISONS--Continued**

IV-4. **Availability of merchandise.**--Are certain grades/types/sizes of hot-rolled steel available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

No             Yes--Please identify the source and the grade/type/size.

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IV-5. **Choice of product not based on price.**--If you purchased hot-rolled steel from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.--PRODUCT COMPARISONS--Continued**

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how hot-rolled steel produced in each country you identified in your response to the first question in Part IV compares with hot-rolled steel produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

Quality	product from			product from			product from		
	compared to product from			compared to product from			compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART IV.--PRODUCT COMPARISONS--Continued**

IV-6. Continued.

	product from			product from			product from		
	compared to product from			compared to product from			compared to product from		
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART IV.--PRODUCT COMPARISONS--Continued**

**IV-7. Minimum quality--**

(a) How often does domestically produced hot-rolled steel meet minimum quality specifications for your uses or your customers' uses?

- Always                       Usually                       Sometimes                       Rarely or never

(b) How often does imported subject hot-rolled steel meet minimum quality specifications for your uses or your customers' uses?

<b>Source</b>	<b>Always</b>	<b>Usually</b>	<b>Sometimes</b>	<b>Rarely or never</b>
Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Japan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Russia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) How often does imported nonsubject hot-rolled steel (*i.e.*, hot-rolled steel from countries other than Brazil, Japan, and Russia) meet minimum quality specifications for your uses or your customers' uses?

<b>Source</b>	<b>Always</b>	<b>Usually</b>	<b>Sometimes</b>	<b>Rarely or never</b>
<b>Nonsubject country</b> _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Nonsubject country</b> _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Nonsubject country</b> _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**IV-8. Change in price--**

(a) Since 2005, has there been a change in the price of hot-rolled steel? If so, has the price of U.S.-produced hot-rolled steel changed more or less than the price of imported hot-rolled steel from Brazil, Japan, and Russia?

- No change in price
- Prices have changed by the same amount
- Price of U.S.-produced hot-rolled steel has **increased** relative to the price of hot-rolled steel from **Brazil**
- Price of U.S.-produced hot-rolled steel has **increased** relative to the price of hot-rolled steel from **Japan**
- Price of U.S.-produced hot-rolled steel has **increased** relative to the price of hot-rolled steel from **Russia**
- Price of U.S.-produced hot-rolled steel has **decreased** relative to the price of hot-rolled steel from **Brazil**
- Price of U.S.-produced hot-rolled steel has **decreased** relative to the price of hot-rolled steel from **Japan**
- Price of U.S.-produced hot-rolled steel has **decreased** relative to the price of hot-rolled steel from **Russia**