
FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE
CORROSION-RESISTANT CARBON STEEL FLAT PRODUCTS
FROM GERMANY AND KOREA

This questionnaire must be received by the Commission by no later than AUGUST 15, 2012

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 reviews of the countervailing duty order on corrosion-resistant carbon steel flat products from Korea and the antidumping duty orders on corrosion-resistant carbon steel flat products from Germany and Korea (Inv. Nos. 701-TA-350 and 731-TA-616 and 618 (Third Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

<p>Name of firm _____</p> <p>Address _____</p> <p>_____</p> <p>World Wide Web address _____</p> <p>Has your firm produced or exported corrosion-resistant carbon steel flat products ("corrosion-resistant steel") (as defined in the instruction booklet) at any time since January 1, 2006?</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 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 30 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. **U.S. importers.**--Please provide the names, contacts, e-mail addresses, and telephone numbers of the **FIVE** largest U.S. importers of your firm's corrosion-resistant steel since 2006.

No.	Importer's name	Contact person	E-mail address	Area code and telephone number	Share of your 2011 exports (%)
1					
2					
3					
4					
5					

PART I.--GENERAL INFORMATION

I-4. **U.S. production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce corrosion-resistant steel in the United States or other countries?

- No Yes--Please name the firm(s), country(ies), and nature of affiliation below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Mary Messer mary.messer@usitc.gov) for copies of that questionnaire).

Firm name	Country	Nature of affiliation

I-5. **U.S. importation.**--Does your firm or any related firm import or have any plans to import corrosion-resistant steel into the United States?

- No Yes--Please name the firm(s) and nature of affiliation below and ensure that they complete the Commission's importer questionnaire (contact Mary Messer (mary.messer@usitc.gov) for copies of that questionnaire).

Firm name	Nature of affiliation

I-6. **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 future market conditions for corrosion-resistant 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 Mary Messer (202-205-3193, mary.messer@usitc.gov). **Supply all data requested on a calendar-year basis, unless specified otherwise.**

II-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
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 corrosion-resistant steel since January 1, 2006.

(check as many as appropriate)

(please supply details as to the time, nature, and significance of any such changes)

- plant openings _____

- plant closings..... _____

- relocations _____

- expansions _____

- acquisitions..... _____

- consolidations..... _____

- prolonged shutdowns or
production curtailments..... _____

- revised labor agreements..... _____

- other (e.g., technology) _____

PART II.--TRADE AND RELATED INFORMATION

II-5. **Same equipment, machinery, and workers.**--Has your firm since 2006 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of corrosion-resistant steel?

No—Complete lines 1-5 and 9 in the tabulation below.

Yes--List the following information and report your firm's combined production capacity and production of these products and corrosion-resistant steel in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity data</u>
Corrosion-resistant steel	_____	_____
_____	_____	_____
_____	_____	_____

(Quantity in short tons)

Item	Calendar year--						January-June	
	2006	2007	2008	2009	2010	2011	2011	2012
Overall plant capacity								
Production of subject corrosion-resistant steel:								
Subject electrolytic galvanized corrosion-resistant steel ¹								
Subject hot-dip galvanize corrosion resistant steel (including galvanized)								
Other subject corrosion-resistant steel (e.g., aluminized, zinc aluminum, electrolytic coatings other than zinc) (specify _____)								
Subtotal , production of subject corrosion-resistant steel (see footnote 2)								
Production of nonsubject corrosion-resistant steel:								
Specifically excluded corrosion-resistant steel (see Instruction Booklet)								
Other nonsubject alloy and stainless steel corrosion-resistant steel (specify _____)								
Subtotal , production of nonsubject corrosion-resistant steel								
Total , production of corrosion-resistant steel								

¹ Please indicate for all time periods requested your firm's production quantity of subject electrolytic galvanized corrosion-resistant steel coated with an organic Granocoat ZE coating. _____

² Data reported for production of subject corrosion-resistant steel should equal production data reported in response to item II-14.

PART II.--TRADE AND RELATED INFORMATION

II-6. **Constraints on production.**--Please describe the constraint(s) that set the limit(s) on your production capacity.

II-7. **Production shifting.**--Is your firm able to switch production between corrosion-resistant steel and other products in response to a relative change in the price of corrosion-resistant steel vis-a-vis the price of other products, using the same equipment and/or 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 corrosion-resistant steel.

II-8. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of corrosion-resistant steel?

_____ Percent

PART II.--TRADE AND RELATED INFORMATION

II-9. **Inventories in the United States.**--Has your firm, since 2006, maintained any inventories of corrosion-resistant steel in the United States (not including inventories held by firms identified in question I-3)?

No Yes--Report the quantity of such end-of-period inventories below.

(Quantity in short tons)								
Item	Calendar year--						January-June	
	2006	2007	2008	2009	2010	2011	2011	2012
Inventory								

II-10. **Barriers.**--

(a) Are your firm's exports of corrosion-resistant steel subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

Product	Country	Year imposed	Barrier (if tariff, give rate)
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(b) Are your firm's exports of corrosion-resistant steel subject to current proceedings in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No Yes--List the products(s), country(ies), and type of proceeding.

Product	Country	Type of proceeding
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION

II-11. **Other export markets.**--Identify export markets (other than the United States) that you have developed or where you have increased your sales of corrosion-resistant steel since 2006. Please identify and discuss below.

II-12. **Significance of antidumping and countervailing duty orders.**--Describe the significance of the existing countervailing duty order on corrosion-resistant steel from Korea and the antidumping duty orders on corrosion-resistant steel from Germany and Korea in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

II-13. **Anticipated changes if orders revoked.**--Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of corrosion-resistant steel in the future if the countervailing duty order on corrosion-resistant steel from Korea and the antidumping duty orders on corrosion-resistant steel from Germany and Korea were to be revoked?

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

PART II.--TRADE AND RELATED INFORMATION

II-14a. **Trade data (GERMANY).**-- Report production capacity, production, shipments, and inventories of corrosion-resistant steel produced by your firm in Germany during the specified periods. (See definitions in the instruction booklet.)

GERMANY

Quantity (in short tons) and Value (in 1,000 dollars)								
Item	Calendar year						January-June	
	2006	2007	2008	2009	2010	2011	2011	2012
Average production capacity ¹ (A)								
Beginning-of-period inventories (B)								
Production ² (C)								
Home market shipments: ³								
Internal consumption/transfers quantity (D)								
Commercial shipments: quantity (E)								
value (F)								
Export shipments:								
to the United States: ⁴ quantity (G)								
value (H)								
to the European Union: ⁵ quantity (I)								
value (J)								
to Asia: ⁶ quantity (K)								
value (L)								
to all other markets: ⁷ quantity (M)								
value (N)								
Total exports (quantity) (O)								
Total shipments (quantity) (P)								
End-of-period inventories (Q)								

¹ 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.

² Please estimate the percentage of total production of corrosion-resistant steel in **Germany** accounted for by your firm's production in 2011: _____ percent

³ Are the home market shipments reported in lines D, E, and F above made to companies (such as trading companies) that subsequently resell the product in export markets?

No Yes--Please identify the companies, the quantities sold to such companies, and the intended export market for each time period requested above.

⁴ Please estimate the percentage of total exports to the United States of corrosion-resistant steel in **Germany** accounted for by your firm's exports in 2011: _____ percent

⁵ Identify your principal *European Union* export markets: _____.

⁶ Identify your principal *Asian* export markets: _____.

⁷ Identify your principal *other* export markets: _____.

PART II.--TRADE AND RELATED INFORMATION

II-14b. **Trade data (KOREA).**-- Report production capacity, production, shipments, and inventories of corrosion-resistant steel produced by your firm in Korea during the specified periods. (See definitions in the instruction booklet.)

KOREA

Quantity (in short tons) and Value (in 1,000 dollars)								
Item	Calendar year						January-June	
	2006	2007	2008	2009	2010	2011	2011	2012
Average production capacity¹ (A)								
Beginning-of-period inventories (B)								
Production² (C)								
Home market shipments:³								
Internal consumption/transfers: <i>quantity (D)</i>								
Commercial shipments: <i>quantity (E)</i>								
<i>value (F)</i>								
Export shipments:								
to the United States: ⁴ <i>quantity (G)</i>								
<i>value (H)</i>								
to the European Union: ⁵ <i>quantity (I)</i>								
<i>value (J)</i>								
to Asia: ⁶ <i>quantity (K)</i>								
<i>value (L)</i>								
to all other markets: ⁷ <i>quantity (M)</i>								
<i>value (N)</i>								
Total exports (<i>quantity</i>) (O)								
Total shipments (<i>quantity</i>) (P)								
End-of-period inventories (Q)								

¹ 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.

² Please estimate the percentage of total production of corrosion-resistant steel in **KOREA** accounted for by your firm's production in 2011: _____ percent

³ Are the home market shipments reported in lines D, E, and F above made to companies (such as trading companies) that subsequently resell the product in export markets?
 No Yes--Please identify the companies, the quantities sold to such companies, and the intended export market for each time period requested above.

⁴ Please estimate the percentage of total exports to the United States of corrosion-resistant steel in **KOREA** accounted for by your firm's exports in 2011: _____ percent

⁵ Identify your principal *European Union* export markets: _____.

⁶ Identify your principal *Asian* export markets: _____.

⁷ Identify your principal *other* export markets: _____.

PART II.--TRADE AND RELATED INFORMATION

II-15. Reconciliation of trade data.—

- (a) The quantities reported in question II-14 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - E - G - I - K - M = Q$ Do these data reconcile? Yes No--Please explain: _____

- (b) Further, the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line Q of year 2006 should equal line B of year 2007). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain:

PART III.--MARKET FACTORS

III-5. **Contract provisions.**-- Please fill out the table with respect to provisions of your typical sales contracts with U.S. customers for corrosion-resistant steel (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

III-6. **Surcharges.**-- If you sell corrosion-resistant steel on a long-term contract basis, were there any provisions for price changes or surcharges during the pendency of the contract?

- No Yes-- Please identify the indices used to determine the amounts of the surcharge or price change, the amounts of the surcharge or price change, the period of time during which it was effective, and the reason for the surcharge or price increase.

III-7. **Lead times.**--What is the average lead time for corrosion-resistant steel to U.S. customers between a customer’s order and the date of delivery for your firm’s sales of corrosion-resistant steel?

<u>Source</u>	<u>Share of 2011 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

PART III.--MARKET FACTORS

III-8. **Just-in-time inventory.**-- Does your firm offer just-in-time or similar inventory services for corrosion-resistant steel customers located in the United States?

- No Yes—Please describe.

III-9. **Raw materials.**--

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for corrosion-resistant steel since 2006?

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

- No Yes--Please explain and identify the time period(s) and factor(s) involved.

III-10. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of German or Korean-produced corrosion-resistant steel in the U.S. market since 2006?

- No Yes-- Please describe.

PART III.--MARKET FACTORS

III-11. Availability of SUBJECT import supply.--

(a) Do you anticipate any changes in terms of the availability of German or Korean-produced corrosion-resistant steel in the U.S. market in the future?

Increase No change Decrease

(b) If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices.

III-12. Product shifting.--Describe how easily your firm can shift its sales of corrosion-resistant steel between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting corrosion-resistant steel between the U.S. and alternative country markets within a 12-month period.

III-13. Product range.--Is the product range, product mix, or marketing of corrosion-resistant steel in your home market different from that of corrosion-resistant steel for export to the United States or to third-country markets?

No Yes—Please explain.

III-14. Product changes.--Have there been any significant changes in the product range, product mix, or marketing of corrosion-resistant steel in your home market, for export to the United States, or for export to third-country markets since 2006? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--MARKET FACTORS

III-15. **Substitutes.**— Can other products be substituted for corrosion-resistant steel?

No Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for corrosion-resistant steel?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for corrosion-resistant steel since 2006? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Interchangeability.**--Is the corrosion-resistant steel produced by your firm and sold in its home market interchangeable (*i.e.*, can be used in the same applications) with your firm's corrosion-resistant steel sold to the United States and/or to third-country markets?

Yes No--Identify the market(s) and any differences in the products.

III-18. **End uses.**--Describe the end uses of the corrosion-resistant steel that you manufacture and sell to your home market. If these end uses differ from those of the corrosion-resistant steel you sell to the U.S. market or to third-country markets, explain.

PART III.--MARKET FACTORS

III-19. **Changes in end uses.**-- Have there been any changes in the end uses of corrosion-resistant steel since 2006? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-20. **Demand trends.**-- Indicate how demand in the following markets for corrosion-resistant steel has changed since January 1, 2006, and how you anticipate demand will change in the future (through 2014). Describe the principal factors that have affected, and that you anticipate will affect, these changes in demand. Please also provide reasons why you think these factors will affect demand in the future.

Market	Increase	No change	Decrease	Fluctuate	Factors/Reasons
Demand since 2006					
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-21. **Price differences.**--Please compare market prices of corrosion-resistant steel in your home market, the United States, and third-country markets. Provide specific information as to time periods and regions for any price comparison

PART III.--MARKET FACTORS

III-22. **Description of home market.**--Describe briefly your home market for corrosion-resistant steel, including the number of, and competition between, producers.

III-23. **Import competition.**--Do you face competition from imports of corrosion-resistant steel in your home market?

No Yes--Please identify the country sources of any imports of corrosion-resistant steel into your home market.

III-24. **Market studies and business plans.**--Please provide as a separate attachment to this request any business plans or internal documents from your firm, and studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss corrosion-resistant 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 Germany and Korea, and (3) the world as a whole. Of particular interest is such data from 2006 to the present and forecasts for the future.