

**U.S. PRODUCERS' 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. 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><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm produced 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"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</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 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

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

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

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

---

---

I-3. **Position regarding continuation of orders.**--Do you support or oppose continuation of the antidumping and countervailing duty orders currently in place for corrosion-resistant steel from the following countries?

<b>Germany</b>	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
<b>Korea</b>	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position

---

---

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

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

No       Yes--List the following information.

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

I-5. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing corrosion-resistant steel from Germany or Korea into the United States or that are engaged in exporting corrosion-resistant steel from Germany or Korea to the United States?

No       Yes--List the following information.

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

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing corrosion-resistant steel from countries other than Germany and Korea into the United States or that are engaged in exporting corrosion-resistant steel from countries other than Germany and Korea to the United States?

No       Yes--List the following information.

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

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

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

No             Yes--List the following information.

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

I-8. If you answered “yes” to Question 1-4, 1-5, 1-6, or 1-7, does your affiliation affect, or will it affect, the character of your firm’s operations relating to the production of corrosion-resistant steel?

No             Yes--Please indicate which affiliation identified in any of those questions affects your operations. Also, for each affiliation that affects, or will affect, the character of your firm’s operations, please discuss how and to what extent your operations are, or will be, affected (e.g., coordination of production and/or supply in terms of volume and/or price). Please provide relevant documentation demonstrating how and to what extent the character of your operations are, or will be, affected.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

I-9. **Business plan.**--In other parts 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 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--Continued**

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 and/or using the same production and related workers employed to produce 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 and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

*(Quantity in short tons)*

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

<sup>1</sup> 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. \_\_\_\_\_

<sup>2</sup> Data reported for production of subject corrosion-resistant steel should equal production data reported in response to item II-8.



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

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.

---

---

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

II-8. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of corrosion-resistant steel in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)								
Item	Calendar year						January-June	
	2006	2007	2008	2009	2010	2011	2011	2012
<b>Average production capacity<sup>1</sup></b> (quantity) (A)								
<b>Beginning-of-period inventories</b> (quantity) (B)								
<b>Production</b> (quantity) (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
quantity (D)								
value (E)								
<b>Internal consumption:<sup>2</sup></b>								
quantity (F)								
value (G)								
<b>Transfers to related firms:<sup>2</sup></b>								
quantity (H)								
value (I)								
<b>Export shipments:<sup>3</sup></b>								
quantity (J)								
value (K)								
<b>End-of-period inventories</b> (quantity) (L)								
<b>Channels of distribution:</b>								
U.S. shipments to automotive end users (quantity) (M)								
U.S. shipments to construction end users (quantity) (N)								
U.S. shipments to other end users (quantity) specify ____ (O)								
U.S. shipments to steel service centers and distributors (quantity) (P)								
<b>Employment data:</b>								
Average number of PRWs (number) (Q)								
Hours worked by PRWs (1,000 hours) (R)								
Wages paid to PRWs (value) (S)								
<p><sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/>								
<p><sup>2</sup> Internal consumption and transfers to related firms should be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:</p> <hr/>								
<p><sup>3</sup> Identify your principal export markets: _____.</p> <hr/>								

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

**II-9. Reconciliation of trade data.--**

- (a) Please note that the quantities reported in question II-8 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

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

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

$D + F + H = M + N + O + P$

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

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

Yes.  No--Please explain.

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

- II-10. **Transfers to related firms.--**If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

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

II-11. **Purchases.**--Other than direct imports, has your firm otherwise purchased corrosion-resistant steel since January 1, 2006? (See definitions in the instruction booklet.)

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

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

<i>(Quantity in short tons, value in \$1,000)</i>								
Item	Calendar year						January-June	
	2006	2007	2008	2009	2010	2011	2011	2012
PURCHASES FROM U.S. IMPORTERS <sup>1</sup> OF CORROSION-RESISTANT STEEL FROM.—								
<b>GERMANY:</b>								
<i>quantity</i>								
<i>value</i>								
<b>KOREA:</b>								
<i>quantity</i>								
<i>value</i>								
All other countries:								
<i>quantity</i>								
<i>value</i>								
PURCHASES FROM DOMESTIC PRODUCERS: <sup>2</sup>								
<i>quantity</i>								
<i>value</i>								
PURCHASES FROM OTHER SOURCES:								
<i>quantity</i>								
<i>value</i>								
<sup>1</sup> Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____								
<sup>2</sup> Please list the name of the domestic producer(s) from which you purchased this product. _____ _____ _____								

II-12. **Toll production.**--Since January 1, 2006, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of corrosion-resistant steel?

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

II-13. **FTZ.**--Does your firm produce corrosion-resistant steel in a foreign trade zone (FTZ)?

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

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

II-14. **Direct imports.**--Since January 1, 2006, has your firm imported corrosion-resistant steel?

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

**For questions II-15 and II-16, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

II-15. **Effect of order.**--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 their effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the orders.

---

---

---

---

II-16. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of 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 III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to David Boyland (202-708-4725, David.Boyland@usitc.gov).

III-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 III.

Name	
Title	
Email	
Telephone	
Fax	

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

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

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

2. Does your firm prepare profit/loss statements for corrosion-resistant steel?  
 Yes       No

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

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

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

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

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

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

III-5. **Other products.**--Please list any other products you produced in the facilities in which you produced corrosion-resistant steel, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

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

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of corrosion-resistant steel from any related firms?

Yes--Continue to question III-7 below.       No--Continue to question III-9 below.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of corrosion-resistant steel that your firm purchases from related parties.

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

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

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

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

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

III-9. **Nonrecurring items (charges and gains) included in reported corrosion-resistant steel financial results.**--For each annual and interim period for which financial results are reported in question III-10, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-10 line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-10; i.e., if an aggregate nonrecurring item has been allocated to table III-10, only the allocated value amount included in table III-10 should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported corrosion-resistant steel financial results in table III-10.

	Fiscal years ended--						January-June	
	_____	_____	_____	_____	_____	_____	2011	2012
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific table III-10 line item where the nonrecurring item is included.	<b>Nonrecurring item:</b> In these columns please report the amount ( <i>in \$1,000</i> ) of the relevant nonrecurring item reported in table III-10.							
1.								
2.								
3.								
4.								
5.								
6.								
7.								



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

III-10. Operations on corrosion-resistant steel.--Report the revenue and related cost information requested below on the corrosion-resistant steel operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

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

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

**III-10. Operations on corrosion-resistant steel.--Continued**

Item	Quantity (in short tons) and value (in \$1,000)	
	January-June 2011	January-June 2012
<b>Net sales quantities:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
<b>Net sales values:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
<b>Cost of goods sold (COGS):</b> <sup>4</sup>		
Raw materials		
Direct labor		
Other factory costs		
Total COGS		
<b>Gross profit or (loss)</b>		
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
<b>Operating income (loss)</b>		
<b>Other income and expenses:</b>		
Interest expense		
All other expense items		
All other income items		
All other income or expenses, net		
<b>Net income or (loss) before income taxes</b>		
<b>Depreciation/amortization included above</b>		
<p><sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.</p> <p><sup>2</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.</p> <p><sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.</p> <p><sup>4</sup> COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.</p>		

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

III-11. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of corrosion-resistant steel. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for corrosion-resistant steel in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

**Note:** Total assets should reflect net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
<b>Total assets (net)</b>						

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on corrosion-resistant steel. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)								
Item	Fiscal years ended--						January-June	
	_____	_____	_____	_____	_____	_____	2011	2012
Capital expenditures								
Research and development expenses								

III-13. **Data consistency and reconciliation.**--Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year:

- Calendar year
- Fiscal year (specify \_\_\_\_\_)

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-8 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-8?

- Yes     No--Please explain \_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Samantha Day (202-205-2088, Samantha.Day@usitc.gov)

**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 IV.

Name	
Title	
Email	
Telephone	
Fax	

**PRICE DATA**

IV-1. This question requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2006 of the following products produced by your firm.

**Product 1**--Hot-dipped galvanized carbon steel sheet, in coils, ASTM A-653, DQSK, minimum spangle, G-40 to G-60 coating weight (Z120 to Z180 in metric coating weight), 40" to 70" in width, 0.018" to under 0.020" in thickness.

**Product 2**--Hot-dipped galvanized carbon steel sheet, in coils, ASTM A-653, Structural Quality, Grade 80, <G60, regular or minimum spangle, not annealed, 40" to 70" in width, 0.018" to under 0.020" in thickness.

**Product 3**--Electrolytically zinc coated carbon steel sheet, in coils, ASTM A-879, 50-90 grams/square meter per side coating, without organic coating, forming steel, 40" to under 60" in width, 0.022" to under 0.044" in thickness.

**Product 4**--Hot-dipped galvanized carbon steel sheet, in coils, bake hardenable, 43" to 73" in width, 0.0232" to 0.0591" in thickness, coating weight 50G to 70G (Z100 to Z140 in metric coating weight).

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

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

IV-1. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm through contract sales. **Please note that value is requested in ACTUAL DOLLARS not \$1,000s dollars.**

<b>Contract Sales</b>								
<i>(Quantity in short tons, value in dollars)</i>								
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2006:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2007:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2008:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2009:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2010:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2011:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2012:</b>								
January-March								
April-June								

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

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

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

IV-1. **Pricing data.**-- Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm through non-contract sales. **Please note that value is requested in ACTUAL DOLLARS not \$1,000s dollars.**

<b>Non-contract Sales</b>								
<i>(Quantity in short tons, value in dollars)</i>								
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2006:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2007:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2008:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2009:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2010:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2011:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2012:</b>								
January-March								
April-June								

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

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

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

IV-2. **Price setting**-- How does your firm determine the prices that it charges for sales of corrosion-resistant steel (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Customer type	Transaction by transaction	Contracts	Set price lists	Other	If other, describe
Automotive end user	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Construction end user	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other end user (specify: _____)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Steel service centers and distributors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-3. **Discount policy**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Customer type	Quantity discounts	Annual total volume discounts	No discount policy	Other	If other, describe
Automotive end user	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Construction end user	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other end user (specify: _____)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Steel service centers and distributors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-4. **Pricing terms for corrosion-resistant steel**--

(a) What are your firm's typical sales terms for its U.S.-produced corrosion-resistant steel?

Customer type	Net 30 days	Net 60 days	2/10 net 30 days	Other (specify)
Automotive end user	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Construction end user	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other end user (specify: _____)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Steel service centers and distributors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your prices of domestic corrosion-resistant steel usually quoted (*check delivered or f.o.b for each applicable end use*)?

Customer type	Delivered	F.o.b.	If f.o.b., specify point
Automotive end user	<input type="checkbox"/>	<input type="checkbox"/>	
Construction end user	<input type="checkbox"/>	<input type="checkbox"/>	
Other end user (specify: _____)	<input type="checkbox"/>	<input type="checkbox"/>	
Steel service centers and distributors	<input type="checkbox"/>	<input type="checkbox"/>	





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

IV-8. **Contract provisions.**-- Please fill out the table with respect to provisions of your typical sales contracts for corrosion-resistant steel (or check "not applicable" if your firm does not sell on a long term and/or short term contract basis).

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short term contracts</b> (multiple deliveries up to and including 12 months)	<b>Long term contracts</b> (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"/>

IV-9. **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.

---



---

IV-10. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced corrosion-resistant steel?

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

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

IV-11. **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.

---

---

IV-12. **Shipping information.**--

(a) What is the approximate percentage of the total delivered cost of corrosion-resistant steel that is accounted for by U.S. inland transportation costs?  
\_\_\_\_\_ %

(b) Who generally arranges the transportation to your customers' locations?  
 your firm     purchaser (*check one*)

(c) Indicate the approximate percentage of your sales of corrosion-resistant steel that are delivered the following distances from your production facility.

<b>Distance from production facility</b>	<b>Share</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b>	<b>100 %</b>

IV-13. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's corrosion-resistant steel? (check all that apply)

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

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

IV-14. **End uses.**--List the three most common end uses of the corrosion-resistant steel that you manufacture. For each end-use product, what percentage of the total cost is accounted for by corrosion-resistant steel and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	Corrosion-resistant steel (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

IV-15. **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"/>	

IV-16. **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"/>	

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

IV-17. **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?

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

IV-18. **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.

---



---

IV-19. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced corrosion-resistant steel in the U.S. market since 2006?

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.

---



---



---

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

IV-20. **Supply constraints.**--Has your firm refused, declined, or been unable to supply corrosion-resistant steel since January 1, 2006 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

- No             Yes-- Please identify the time frame in which this occurred, the specific products involved, and the circumstances in which you were not able to supply the products.

---

---

---

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

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

- Increase             No change             Decrease

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

---

---

---

IV-22. **Availability of supply (nonsubject).**--Has the availability of NONSUBJECT corrosion-resistant steel (*i.e.*, corrosion-resistant steel imported from countries other than Germany and Korea) changed since 2006?

- No             Yes--Please explain.

---

---

---

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

IV-23. **Export constraints.**--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 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.

---



---



---

IV-24. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of corrosion-resistant steel 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"/>	

IV-25. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) 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
<b>Demand since 2006</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated future demand</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-26. **Conditions of competition.--**

a) Is the corrosion-resistant steel market subject to business cycles or conditions of competition (including seasonal business) distinctive to corrosion-resistant steel?

- No (skip to question IV-27.)       Yes-- Please describe and then answer part (b).

---

---

---

(b) If yes, have there been any changes in the business cycles or conditions of competition for corrosion-resistant steel since January 1, 2006?

- No       Yes-- Please describe.

---

---

---

IV-27. **Price comparisons.--**Please compare market prices of corrosion-resistant steel in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

---

---

---

IV-28. **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.

IV-29. **Barriers to trade.--**Are your exports of corrosion-resistant steel subject to any tariff or non-tariff barriers to trade in other countries?

- No       Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2006, or that are expected to occur in the future.

---

---

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

IV-30. **Interchangeability.**--Is corrosion-resistant steel produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	Germany	Korea	Other countries
United States			
Germany	X		
Korea	X	X	
For any country-pair producing corrosion-resistant steel that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/>			



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

IV-31. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between corrosion-resistant steel produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

Country-pair	Germany	Korea	Other countries
United States			
Germany	X		
Korea	X	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of corrosion-resistant steel, identify the country-pair and report the advantages or disadvantages imparted by such factors:  <hr/> <hr/> <hr/> <hr/> <hr/>			