

**U.S. IMPORTERS' 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>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported corrosion-resistant carbon steel flat products ("corrosion-resistant steel") (as defined in the instruction booklet) <i>from any country</i> 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 investigations 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 investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

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

**PART I.—GENERAL INFORMATION**

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

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

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

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

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

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

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

No       Yes--List the following information.

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

**PART I.--GENERAL INFORMATION**

I-4. **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-5. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. **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-7. **Nature of import operations.**--Please indicate the nature of your firm's importing operations on corrosion-resistant steel. More than one answer may be applicable.

- Importer of record
- Takes title to the imported product(s)
- Consignee of the imported products(s)
- Customs broker or freight forwarder

**PART I.--GENERAL INFORMATION**

I-8. **Consignees.**--If your firm is an importer of record of corrosion-resistant steel but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. **FTZs or bonded warehouse.**--Please indicate whether your firm enters corrosion-resistant steel into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

- Foreign trade zones       No       Yes
- Bonded warehouses       No       Yes

I-10. **TIB.**--Please indicate whether your firm imports corrosion-resistant steel under the TIB (temporary importation under bond) program.

- No       Yes

I-11. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for corrosion-resistant steel?

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

\_\_\_\_\_

\_\_\_\_\_

I-12. **Other investigations.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief investigations in the United States or in any other countries?

- No       Yes--Please specify.

\_\_\_\_\_

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Mary Messer (202-205-3193, mary.messer@usitc.gov). **Supply all data requested on a calendar-year basis, unless indicated 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 importation 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)*

- office/warehouse openings..... \_\_\_\_\_  
\_\_\_\_\_
- office/warehouse closings ..... \_\_\_\_\_  
\_\_\_\_\_
- relocations ..... \_\_\_\_\_  
\_\_\_\_\_
- expansions ..... \_\_\_\_\_  
\_\_\_\_\_
- acquisitions..... \_\_\_\_\_  
\_\_\_\_\_
- consolidations..... \_\_\_\_\_  
\_\_\_\_\_
- prolonged shutdowns or  
production curtailments..... \_\_\_\_\_  
\_\_\_\_\_
- revised labor agreements..... \_\_\_\_\_  
\_\_\_\_\_
- other (e.g., technology) ..... \_\_\_\_\_  
\_\_\_\_\_

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

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

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

---



---

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

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of corrosion-resistant steel in the future if 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 that address this issue.

---



---

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of corrosion-resistant steel from Germany or Korea for delivery after June 30, 2012?

- No                       Yes--Indicate when such orders are to be delivered and the quantities involved.

Country	Quantity (in short tons)					
	July-Sept. 2012	Oct.-Dec. 2012	Jan.-Mar. 2013	Apr.-June 2013	July-Sept. 2013	Oct.-Dec. 2013
Germany						
Korea						
All others <sup>1</sup>						

<sup>1</sup> Please specify country(ies) of origin: \_\_\_\_\_

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

---



---

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

II-7a. **Imports from GERMANY.**--Does your firm import corrosion-resistant steel from Germany?

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

**GERMANY**

Quantity (in short tons), value (in \$1,000)								
Item	Calendar year						January-June	
	2006	2007	2008	2009	2010	2011	2011	2012
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/ company transfers:</b>								
Quantity (F)								
Value <sup>1</sup> (G)								
<b>Export shipments:</b> <sup>2</sup>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories</b> (quantity) (J)								
<b>Channels of distribution:</b>								
U.S. shipments to automotive end users (quantity) (K)								
U.S. shipments to construction end users (quantity) (L)								
U.S. shipments to other end users (quantity) specify ____ (M)								
U.S. shipments to steel service centers and distributors (quantity) (N)								
<sup>1</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: _____								
<sup>2</sup> Identify your principal export markets: _____								

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

II-7b. **Imports from KOREA**--Does your firm import corrosion-resistant steel from Korea?

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

## KOREA

Quantity (in short tons), value (in \$1,000)								
Item	Calendar year						January-June	
	2006	2007	2008	2009	2010	2011	2011	2012
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/ company transfers:</b>								
Quantity (F)								
Value <sup>1</sup> (G)								
<b>Export shipments:</b> <sup>2</sup>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories</b> (quantity) (J)								
<b>Channels of distribution:</b>								
U.S. shipments to automotive end users (quantity) (K)								
U.S. shipments to construction end users (quantity) (L)								
U.S. shipments to other end users (quantity) specify ____ (M)								
U.S. shipments to steel service centers and distributors (quantity) (N)								
<sup>1</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:								
<sup>2</sup> Identify your principal export markets: _____								



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

II-7c. **Imports from ALL OTHER SOURCES.**--Does your firm import corrosion-resistant steel from countries other than Germany and Korea?

- No.                       Yes-- Report your firm's imports and your firm's shipments and inventories of corrosion-resistant steel imported from countries other than Germany and Korea by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in short tons), value (in \$1,000)								
Item	Calendar year						January-June	
	2006	2007	2008	2009	2010	2011	2011	2012
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/ company transfers:</b>								
Quantity (F)								
Value <sup>1</sup> (G)								
<b>Export shipments:</b> <sup>2</sup>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories</b> (quantity) (J)								
<b>Channels of distribution:</b>								
U.S. shipments to automotive end users (quantity) (K)								
U.S. shipments to construction end users (quantity) (L)								
U.S. shipments to other end users (quantity) specify ____ (M)								
U.S. shipments to steel service centers and distributors (quantity) (N)								
<sup>1</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:								
<sup>2</sup> Identify your principal export markets: _____								

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

**II-8. Reconciliation of import data.--**

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

Reconciliation

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

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

$D + F = K + L + M + N$

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

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

Yes.  No--Please explain.

---



---

**For questions II-9 and II-10, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

- II-9. **Effect of 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 their effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

---



---



---



---



---

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

II-10. **Likely effect of revocation of orders.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories 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.--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 III.

Name	
Title	
Email	
Telephone	
Fax	

**PRICE DATA**

III-1. This question requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2006 of the following products you imported from Germany and Korea:

**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 III.--PRICING AND MARKET FACTORS**

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

**GERMANY**

<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 III.

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

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

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

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

**GERMANY**

<b>Non-contract Sales</b>								
<i>(Quantity in short tons, value in dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<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 III.

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

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

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

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

## KOREA

<b>Contract Sales</b>								
<i>(Quantity in short tons, value in dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<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 III.

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

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

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

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

## KOREA

<b>Non-contract Sales</b>								
<i>(Quantity in short tons, value in dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<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 III.

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

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



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

III-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"/>	

III-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"/>	

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

(a) What are your firm's typical sales terms for its imported 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 imported 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 III.--PRICING AND MARKET FACTORS**

III-8. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for corrosion-resistant steel from Germany and Korea (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)	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<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	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

III-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.

---



---

III-10. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of corrosion-resistant steel imported from Germany and Korea?

<u>Source</u>	<u>Share of 2011 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
<b>Total</b>	<b>100 %</b>	

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

III-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.

---



---

III-12. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of corrosion-resistant steel imported from Germany and Korea that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ %
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
 your firm     purchaser    (*check one*)
- (c) When you sell corrosion-resistant steel imported from Germany and Korea, from where is it shipped?  
 point of importation     storage facility    (*check one*)
- (d) Indicate the approximate percentage of your sales of corrosion-resistant steel imported from Germany and Korea that are delivered the following distances from your U.S. point of shipment.

<b>Distance from your U.S. point of shipment</b>	<b>Share</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b>	<b>100</b> %

III-13. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of corrosion-resistant steel imported from any source? (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 III.--PRICING AND MARKET FACTORS**

III-14. **End uses.**--List the three most common end uses of the corrosion-resistant steel that you import from Germany and Korea. 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%

III-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"/>	

III-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 III.--PRICING AND MARKET FACTORS**

III-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"/>	

III-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.

---



---

III-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 provide details.

---



---

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

III-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, specific products involved, and the circumstances in which you were not able to supply the products.

---

---

---

III-21. **Availability of “subject” import supply.**--

(a) Do you anticipate any changes in terms of the availability of corrosion-resistant steel imported from Germany and Korea in the U.S. market?

- Increase       No change       Decrease

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

---

---

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

- No       Yes--Please explain.

---

---

---

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

III-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.

---



---



---

III-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"/>	

III-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/Reason
<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 III.--PRICING AND MARKET FACTORS**

**III-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 III-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.

---

---

---

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

---

---

---

**III-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.

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

III-29. **Interchangeability by country-pair.**--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/> <hr/>			

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

III-30. **Differences other than price by country-pair.**--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			
<b>Germany</b>	X		
<b>Korea</b>	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/>			