

U.S. PRODUCERS' QUESTIONNAIRE

HOT-ROLLED STEEL PRODUCTS

This questionnaire must be received by the Commission by **August 25, 2015**

See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping and countervailing duty investigations concerning hot-rolled steel from Australia, Brazil, Japan, Korea, the Netherlands, Turkey, and the United Kingdom (Inv. Nos. 701-TA-545-547 and 731-TA-1291-1297 (Preliminary)). 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 firm's possession (19 U.S.C. § 1333(a)).***

Name of firm	_____
Address	_____
City	_____ State _____ Zip Code _____
Website	_____
Has your firm produced hot-rolled steel (as defined on next page) at any time since January 1, 2012?	
<input type="checkbox"/> NO	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES	(Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/ . (PIN: HRS)	

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 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.

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone:

Fax:

Email address

PART I.—GENERAL INFORMATION

Background.--This proceeding was instituted in response to a petition filed on August 11, 2015, by AK Steel Corporation (West Chester, Ohio), ArcelorMittal USA LLC (Chicago, Illinois), Nucor Corporation (Charlotte, North Carolina), SSAB Enterprises, LLC (Lisle, Illinois), Steel Dynamics, Inc. (Fort Wayne, Indiana), and United States Steel Corporation (Pittsburgh, Pennsylvania). Antidumping and countervailing duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at [LINK](#).

Hot-Rolled Steel.--The products covered by these investigations are certain hot-rolled, flat-rolled steel products, with or without patterns in relief, and that are neither clad, plated, nor coated with metal but whether or not annealed, painted, varnished, or coated with plastics or other non-metallic substances. The products covered include coils that have a width of 12.7 mm or greater, regardless of thickness, and regardless of the form of the coil (e.g., in successively superimposed layers, spirally oscillating, etc.). The products covered also include products not in coils (e.g., in straight lengths) of a thickness of less than 4.75 mm and a width that is 12.7 mm or greater that measures at least 10 times the thickness. The covered products described above may be rectangular, square, circular, or other shapes and include products of either rectangular or non-rectangular cross-section where such cross-section is achieved subsequent to the rolling process, i.e., products which have been “worked after rolling” (e.g., products which have been beveled or rounded at the edges).

For purposes of the width and thickness requirements referenced above:

- (1) where the nominal and actual measurements vary, a product is within the scope if application of either the nominal or actual measurement would place it within the scope based on the definitions set forth above, and
- (2) where the width and thickness vary for a specific product (e.g., the thickness of certain products with non-rectangular cross-section, the width of certain products with non-rectangular shape, etc.), the measurement at its greatest width or thickness applies.

Steel products included in the scope of these investigations are products in which: (1) iron predominates, by weight, over each of the other contained elements; (2) the carbon content is 2 percent or less, by weight; and (3) none of the elements listed below exceeds the quantity, by weight, respectively indicated:

- 2.50 percent of manganese, or
- 3.30 percent of silicon, or
- 1.50 percent of copper, or
- 1.50 percent of aluminum, or
- 1.25 percent of chromium, or
- 0.30 percent of cobalt, or
- 0.40 percent of lead, or
- 2.00 percent of nickel, or
- 0.30 percent of tungsten, or
- 0.80 percent of molybdenum, or
- 0.10 percent of niobium, or
- 0.30 percent of vanadium, or
- 0.30 percent of zirconium.

Hot-Rolled Steel (Continued).--

Unless otherwise specifically excluded, products are included in this scope regardless of levels of boron and titanium. For example, specifically included within the scope of these investigations are vacuum degassed, fully stabilized (commonly referred to as interstitial-free ("IF")) steels, high strength low alloy ("HSLA") steels, and the substrate for motor lamination steels. IF steels are recognized as low carbon steels with micro-alloying levels of elements such as titanium and/or niobium added to stabilize carbon and nitrogen elements. HSLA steels are recognized as steels with micro-alloying levels of elements such as chromium, copper, niobium, titanium, vanadium, and molybdenum. The substrate for motor lamination steels contains micro-alloying levels of elements such as silicon and aluminum.

All products that meet the written physical description, and in which the chemistry quantities do not exceed any one of the noted element levels listed above, are within the scope of these investigations unless specifically excluded.

The following products are outside of and/or specifically excluded from the scope of these investigations:

- Universal mill plates (i.e., hot-rolled, flat-rolled products not in coils that have been rolled on four faces or in a closed box pass, of a width exceeding 150 mm but not exceeding 1250 mm, of a thickness not less than 4.0 mm, and without patterns in relief);
- Products that have been cold-rolled (cold-reduced) after hot-rolling;
- Ball bearing steels, as defined in the HTSUS.
- Tool steels, as defined in the HTSUS.
- Silico-manganese (as defined in the HTSUS) or silicon electrical steel with a silicon level exceeding 3.30 percent.
- USS abrasion-resistant steels (USS AR 400, USS AR 500).
- Non-rectangular shapes, not in coils, which are the result of having been processed by cutting or stamping and which have assumed the character of articles or products classified outside chapter 72 of the HTSUS.

The merchandise subject to these investigations is classified in the HTSUS at subheadings:

7208.10.15.00, 7208.10.30.00, 7208.10.60.00, 7208.25.30.00, 7208.25.60.00, 7208.26.00.30, 7208.26.00.60, 7208.27.00.30, 7208.27.00.60, 7208.36.00.30, 7208.36.00.60, 7208.37.00.30, 7208.37.00.60, 7208.38.00.15, 7208.38.00.30, 7208.38.00.90, 7208.39.00.15, 7208.39.00.30, 7208.39.00.90, 7208.40.60.30, 7208.40.60.60, 7208.53.00.00, 7208.54.00.00, 7208.90.00.00, 7210.70.30.00, 7211.14.00.30, 7211.14.00.90, 7211.19.15.00, 7211.19.20.00, 7211.19.30.00, 7211.19.45.00, 7211.19.60.00, 7211.19.75.30, 7211.19.75.60, 7211.19.75.90, and 7211.90.00.00.

Certain hot-rolled, flat-rolled steel products covered by these investigations also enter under the following tariff numbers: 7225.11.00.00, 7225.19.00.00, 7225.30.30.50, 7225.30.70.00, 7225.40.70.00, 7225.99.00.90, 7226.11.10.00, 7226.11.90.30, 7226.11.90.60, 7226.19.10.00, 7226.19.90.00, 7226.91.50.00, 7226.91.70.00, and 7226.91.80.00. Subject merchandise may also enter under 7210.90.90.00, 7212.40.10.00, 7212.40.50.00, and 7212.50.00.00, and 7226.99.01.80. Although the HTSUS subheadings are provided for convenience and U.S. Customs purposes, the written description of the merchandise under investigation is dispositive.

Reporting of information.-- If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

Confidentiality.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

Verification.--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

Release of information.--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals. In addition, if your firm is a U.S. producer, the information you provide on your production and imports of hot-rolled steel and your responses to the questions in Part I of the producer questionnaire will be provided to the U.S. Department of Commerce, upon its request, for use in connection with (and only in connection with) its requirement pursuant to section 702(c)(4)/732(c)(4) of the Act (19 U.S.C. § 1671a(c)(4)/1673a(c)(4)) to make a determination concerning the extent of industry support for the petition requesting this proceeding. Any information provided to Commerce will be transmitted under the confidentiality and release guidelines set forth above. Your response to these questions constitutes your consent that such information be provided to Commerce under the conditions described above.

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

Hours	Dollars

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, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-1b. **TAA information release.**--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes No

I-2. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

“Establishment”--Each facility of a firm involved in the production of hot-rolled steel, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments covered ¹	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			

¹ Additional discussion on establishments consolidated in this questionnaire: _____.

I-3. **Petition support.**--Does your firm support or oppose the petition?

Country	Support	Oppose	Take no position
Australia (Antidumping)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brazil (Antidumping)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brazil (Countervailing)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Japan (Antidumping)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Korea (Antidumping)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Korea (Countervailing)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Netherlands (Antidumping)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Turkey (Antidumping)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
United Kingdom (Antidumping)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
United Kingdom (Countervailing)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

No Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Justin Enck (justin.enck@usitc.gov, 202-205-3363) or Mary Messer (mary.messer@usitc.gov, 202-205-3193).
Supply all data requested on a calendar-year basis.

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 hot-rolled steel since January 1, 2012.

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	plant openings	
<input type="checkbox"/>	plant closings	
<input type="checkbox"/>	relocations	
<input type="checkbox"/>	expansions	
<input type="checkbox"/>	acquisitions	
<input type="checkbox"/>	consolidations	
<input type="checkbox"/>	prolonged shutdowns or production curtailments	
<input type="checkbox"/>	revised labor agreements	
<input type="checkbox"/>	other (e.g., technology)	

II-3a. **Production using same machinery.**-- Please report your firm's production of products made on the same equipment and machinery used to produce hot-rolled steel, and the combined production capacity on this shared equipment and machinery in the periods indicated.

"Overall production capacity" or "capacity" – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup).

"Production" – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

Quantity (in short tons)					
Item	Calendar years			January-June	
	2012	2013	2014	2014	2015
Overall production capacity					
Production of:					
Hot-Rolled Steel ¹	0	0	0	0	0
Other products ²					
Total	0	0	0	0	0
¹ Data entered for production of hot-rolled steel will populate here once reported in question II-7. ² Please identify these products: _____.					

II-3b. **Operating parameters.**--The production capacity reported in II-3a is based on operating ____ hours per week, ____ weeks per year.

II-3c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-3a, and explain any changes in reported capacity.

II-3d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

II-3e. **Product shifting.**—

- (i) Is your firm able to switch production (capacity) between hot-rolled steel and other products using the same equipment and/or labor?

No

Yes-- (i.e., have produced other products or are able to produce other products). Please identify other actual or potential products: _____.

- (ii) Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

II-4. **Tolling.**--Since January 1, 2012, has your firm been involved in a toll agreement regarding the production of hot-rolled steel?

“Toll agreement”--Agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No Yes--Please describe the toll arrangement(s) and name the firm(s) involved

II-5. **Foreign trade zones.**--

(a) **Firm's FTZ operations.**--Does your firm produce hot-rolled steel in and/or admit hot-rolled steel into a foreign trade zone (FTZ)?

“Foreign trade zone” is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

No Yes--Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).

(b) **Other firms' FTZ operations.**--To your knowledge, do any firms in the United States import hot-rolled steel into a foreign trade zone (FTZ) for use in distribution of hot-rolled steel and/or the production of downstream articles?

No/Don't know Yes--Identify the firms and the FTZs.

II-6. **Importer.**--Since January 1, 2012, has your firm imported hot-rolled steel?

“Importer” – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record.

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

- II-7. **Production, shipment and inventory data.**--Report your firm's production capacity, production, shipments, and inventories related to the production of hot-rolled steel in its U.S. establishment(s) during the specified periods.

"Average production capacity" or "capacity" – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

"Production" – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

"U.S. commercial shipments" –Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

"Internal consumption" – Product consumed internally by your firm.

"Transfers to related firms" –Shipments made to related domestic firms. Such transactions are valued at fair market value.

"Related firm" –A firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

"Export shipments" –Shipments to destinations outside the United States, including shipments to related firms.

"Inventories" – Finished goods inventory, not raw materials or work-in-progress.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

II-7. Production, shipment and inventory data.

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2012	2013	2014	2014	2015
Average production capacity ¹ (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption:					
Quantity (F)					
Value ² (G)					
Transfers to related firms:					
Quantity (H)					
Value ² (I)					
Export shipments: ³					
Quantity (J)					
Value (K)					
End-of-period inventories (quantity) (L)					
<p>¹ The production capacity 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 ____.</p> <p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses 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> <p>³ Identify your firm's principal export markets: ____.</p>					

RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-June	
	2012	2013	2014	2014	2015
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: ____.					

II-8. **Channels of distribution.**—Report your firm's commercial U.S. shipments of hot-rolled steel, by channel of distribution and end use, during the specified periods.

Quantity (in short tons)															
Item	Calendar years			January-June											
	2012	2013	2014	2014	2015										
Channels of distribution:															
Commercial U.S. shipments:															
To <u>steel service centers and distributors</u> (M) ¹															
To <u>end users.</u> —															
Steel mills (N)															
Tubular goods producers (O)															
Automotive and other transportation equipment manufacturers (P)															
Construction/structural end users (Q)															
Appliances, machinery and parts (R)															
Other end uses (S) ²															
<p>¹ In 2014, what estimated share of your firm's reported commercial shipments to steel service centers and/or distributors were in the following likely end use applications:</p> <table border="0" style="width: 100%;"> <tr> <td style="width: 60%;">Distributor/service center likely end use</td> <td style="width: 40%;">Share of total (percent)</td> </tr> <tr> <td>Automotive/transportation applications</td> <td></td> </tr> <tr> <td>Constructions/structural applications</td> <td></td> </tr> <tr> <td>Other applications/end uses/unknown</td> <td></td> </tr> <tr> <td>Total (should sum to 100.0 percent)</td> <td></td> </tr> </table>						Distributor/service center likely end use	Share of total (percent)	Automotive/transportation applications		Constructions/structural applications		Other applications/end uses/unknown		Total (should sum to 100.0 percent)	
Distributor/service center likely end use	Share of total (percent)														
Automotive/transportation applications															
Constructions/structural applications															
Other applications/end uses/unknown															
Total (should sum to 100.0 percent)															
<p>² Identify the other end uses: _____.</p>															

RECONCILIATION OF COMMERCIAL SHIPMENTS.—The sum of the end use data (lines O, P, Q, and R) should equal the commercial U.S. shipment quantity reported in question II-7 (line D) in each period. Revise if the reconciliation below is not returning zeroes.

Reconciliation	Calendar years			January-June	
	2012	2013	2014	2014	2015
M+ N + O + P + Q + R + S – D = zero ("0"), if not revise.	0	0	0	0	0

II-9. **Employment data.**--Report your firm's employment-related data related to the production of hot-rolled steel and provide any explanation for any trends in these data.

"Production Related Workers" (PRWs) includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to June periods, calculate similarly and divide by 6.

"Hours worked" includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

"Wages paid" --Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

Item	Calendar years			January-June	
	2012	2013	2014	2014	2015
Average number of PRWs (<i>number</i>)					
Hours worked by PRWs (<i>1,000 hours</i>)					
Wages paid to PRWs (<i>\$1,000</i>)					

Explanation of trends:

II-10. **Related firms.**--If your firm 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.

II-11. **Purchases**.--Other than direct imports, has your firm otherwise purchased hot-rolled steel since January 1, 2012?

“Purchase” – A transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

“Direct import” –A transaction to buy from a foreign producer where your firm is the importer of record or consignee.

No Yes--Report such purchases below and explain the reasons for your firms' purchases:

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(Quantity in short tons)					
Item	Calendar years			January-June	
	2012	2013	2014	2014	2015
Purchases from U.S. importers¹ of hot-rolled steel from—					
Australia					
Brazil					
Japan					
Korea					
Netherlands					
Turkey					
United Kingdom					
All other sources					
Purchases from domestic producers²					
Purchases from other sources²					
¹ Please list the name of the importer(s) from which your firm purchased this product. If your firm’s import suppliers differ by source, please identify the source for each listed supplier: _____. ² Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.					

II-12. **End use.**—Please report the share of your firm’s 2014 internal consumption, transfers to related firms, and U.S. commercial shipments for the uses identified below. **These data should reconcile with the 2014 quantities reported in question II-7 (lines D + F + H).**

Products	Internal consumption 2014 (short tons)	Transfers to related firms 2014 (short tons)	U.S. commercial shipments 2014 (short tons)
Sold as hot-rolled steel	N/A		
Unusable/not further processed ¹			
Hot-rolled plate (cut to length plate from coil- 4.75 mm and greater in thickness)			
Pipe and tubular products			
Cold-rolled sheet and strip			
Coated steel			
Processed into other products ²			
Total	0	0	0
¹ Please describe these products: _____.			
² Please identify these products: _____.			

RECONCILIATION OF INTERNAL CONSUMPTION, TRANSFERS, AND U.S. COMMERCIAL SHIPMENTS.—The sum of the data reported above should be equal to the 2014 data reported for internal consumption, transfers, and U.S. commercial shipments. Please ensure that the reconciliation checks below are returning zero ("0")

Reconciliation	Calendar years		
	2012	2013	2014
Internal consumption (line F in II-7) reconciliation	 	 	0
Transfers to related parties (line H in II-7) reconciliation	 	 	0
U.S. commercial shipments (line D in II-7) reconciliation	 	 	0

- II-13. **Other explanations.**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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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 firm's financial accounting system.

A. When does your firm's fiscal year end (month and day)? _____
 If your firm's fiscal year changed during the data-collection period, explain below:

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

2. Does your firm prepare profit/loss statements for hot-rolled 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: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes hot-rolled steel, as well as specific statements and worksheets) used to compile these data.

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

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

--

III-5. **Other products.**--Please list the products your firm produced in the facilities in which your firm produced hot-rolled steel, and provide the share of net sales accounted for by these other products in your firm's most recent fiscal year.

Products	Share of sales
Hot-rolled steel (in scope)	%
Hot-rolled steel (out of scope)	%
Cold-rolled steel	%
Coated steel products	%
Tin mill products	%
Other (specify:)	%

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the production of hot-rolled steel from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?

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

III-7. **Inputs from related suppliers.**--Please identify the inputs used in the production of hot-rolled steel that your firm purchases from related suppliers and that are reflected in tables III-9a, III-9b, and III-9c. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in your company's own accounting system, of the purchase cost from the related supplier; e.g., the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input	Related supplier	Share of total COGS
Input valuation as recorded in the firm's accounting books and records		

III-8. **Inputs purchased from related suppliers.**--Please confirm that the inputs purchased from related suppliers, as identified in III-7, were reported in financial results on hot-rolled steel (tables III-9a, III-9b, and III-9c) in a manner consistent with your firm's accounting books and records.

Yes

No--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in tables III-9a, III-9b, and III-9c.

Complete table III-9a (constructed fair market value) and table III-9b (cost plus share of downstream profit) based on the instructions that follow.

III-9a. **Operations on hot-rolled steel with internal consumption and transfers to related parties valued based upon differences in cost (constructed fair market value)** --Report the revenue and related cost information requested below on the hot-rolled steel operations of your U.S. establishment(s).¹ Include both domestic and export sales of the hot-rolled steel your firm produced, but do not report the resale of purchased hot-rolled steel. 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.² Provide data for your firm's 2012-2014 fiscal years in chronological order from left to right, and for the two 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.

With respect to the fair market valuation of internal consumption and transfers to related firms, if there are no differences between the hot-rolled steel sold commercially and the hot-rolled steel internally consumed or transferred to related parties, the fair market value of the per-unit sales values of the internally consumed or transferred hot-rolled steel should be estimated to be the same as the per unit sales value of the commercially sold hot-rolled steel. If there are differences (such as product mix, physical, or quality differences) between the hot-rolled steel sold commercially and the hot-rolled steel either internally consumed or transferred, and these differences result in differences in costs, the per-unit sales values of this internally consumed or transferred hot-rolled steel should be adjusted to compensate for the differences. As an example, assume the cost of goods sold of the hot-rolled steel your firm sold was \$750 per ton, and the selling price was \$800 per ton. If the hot-rolled steel your firm sold commercially was the same as internally consumed or transferred to a related party, its sales price would be \$800 per ton. If, on the other hand, you determine its cost was \$700 per ton (perhaps because it had a different chemistry), a decrease of \$50 per ton from the cost of the hot-rolled steel sold commercially, its sales price should be constructed by proportionally reducing the \$800 per ton commercial sales value by the ratio of the cost of goods sold of the internally consumed or transferred steel (\$700 per ton) to the cost of goods sold of the steel sold commercially (\$750 per ton). Using the example above, the constructed value would be \$700 multiplied by \$800 divided by \$750, or \$747. SG&A expenses should be allocated to these combined commercial and transfer sales proportionally, i.e., using the same per-unit expenses for internal consumption and related party transfers as for commercial sales.

III-9a. Operations on hot-rolled steel with internal consumption and transfers to related parties valued based upon differences in cost (constructed fair market value)--Continued

Quantity (in short tons) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2012	2013	2014	2014	2015
Net sales quantities:²					
Commercial sales ("CS")	0	0	0	0	0
Internal consumption ("IC")	0	0	0	0	0
Transfers to related firms ("Transfers")	0	0	0	0	0
Total net sales quantities	0	0	0	0	0
Net sales values:²					
Commercial sales	0	0	0	0	0
Internal consumption	0	0	0	0	0
Transfers to related firms	0	0	0	0	0
Total net sales values	0	0	0	0	0
Cost of goods sold (COGS):³					
Raw materials	0	0	0	0	0
Direct labor	0	0	0	0	0
Other factory costs	0	0	0	0	0
Total COGS	0	0	0	0	0
Gross profit or (loss)	0	0	0	0	0
Selling, general, and administrative (SG&A) expenses:					
Selling expenses	0	0	0	0	0
General and administrative expenses	0	0	0	0	0
Total SG&A expenses	0	0	0	0	0
Operating income (loss)	0	0	0	0	0
Other expenses and income:					
Interest expense	0	0	0	0	0
All other expense items	0	0	0	0	0
All other income items	0	0	0	0	0
Net income or (loss) before income taxes	0	0	0	0	0
Depreciation/amortization included above	0	0	0	0	0
¹ Include only sales (whether <u>domestic or export</u>) and costs related to your <u>U.S. manufacturing operations</u> . ² 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. ³ COGS (whether for domestic or export sales) should include <u>costs associated with CS, IC, and Transfers</u> . Costs associated with input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records.					

Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.

- III-9b. **Operations on hot-rolled steel with internal consumption and transfers to related parties valued based upon the gross profit of the downstream product (cost plus share of downstream profit)** -- Report the revenue and related cost information requested below on the hot-rolled steel operations of your U.S. establishment(s).¹ Include both domestic and export sales of the hot-rolled steel your firm produced, but do not report the resale of purchased hot-rolled steel. 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.² Provide data for your firm's 2012-2014 fiscal years in chronological order from left to right, and for the two 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.

With respect to the fair market valuation of internal consumption and transfers to related firms, construct a sales value based upon (1) the gross profit margin of the downstream product that was finally sold to an unrelated party, and (2) the cost of goods sold of the hot-rolled steel relative to the cost of goods sold of the downstream product. For example, assume your firm internally consumed hot-rolled steel to produce coated steel, the downstream gross profit margin of coated steel was \$100 per ton, the cost of goods sold of the hot-rolled steel internally consumed to produce coated steel was \$450 per ton, and the cost of goods sold of the coated steel was \$600 per ton. Since the cost of goods sold of the hot-rolled steel accounted for 75 percent of the total cost of goods sold (\$450 divided by \$600), 75 percent of the \$100 profit, or \$75, should be allocated to the hot-rolled steel. Since the cost of the hot-rolled steel internally transferred was \$450, and the assigned gross profit is \$75, the constructed sales value would be \$75 plus \$450, or \$525. SG&A expenses should be allocated to these combined commercial and transfer sales proportionally, i.e., using the same per-unit expenses for internal consumption and related party transfers as for commercial sales.

III-9b. Operations on hot-rolled steel with internal consumption and transfers to related parties valued based upon the gross profit of the downstream product (cost plus share of downstream profit)--Continued

Quantity (in short tons) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2012	2013	2014	2014	2015
Net sales quantities: ^{2 3}					
Commercial sales ("CS")	0	0	0	0	0
Internal consumption ("IC")	0	0	0	0	0
Transfers to related firms ("Transfers")	0	0	0	0	0
Total net sales quantities	0	0	0	0	0
Net sales values: ^{2 3}					
Commercial sales	0	0	0	0	0
Internal consumption	0	0	0	0	0
Transfers to related firms	0	0	0	0	0
Total net sales values	0	0	0	0	0
Cost of goods sold (COGS): ⁴					
Raw materials	0	0	0	0	0
Direct labor	0	0	0	0	0
Other factory costs	0	0	0	0	0
Total COGS	0	0	0	0	0
Gross profit or (loss)	0	0	0	0	0
Selling, general, and administrative (SG&A) expenses:					
Selling expenses	0	0	0	0	0
General and administrative expenses	0	0	0	0	0
Total SG&A expenses	0	0	0	0	0
Operating income (loss)	0	0	0	0	0
Other expenses and income:					
Interest expense	0	0	0	0	0
All other expense items	0	0	0	0	0
All other income items	0	0	0	0	0
Net income or (loss) before income taxes	0	0	0	0	0
Depreciation/amortization included above	0	0	0	0	0
<p>¹ Include only sales (whether <u>domestic or export</u>) and costs related to your <u>U.S. manufacturing operations</u>.</p> <p>² 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>³ Sales quantities (all categories) reported here will be populated from data entered into III-9a. Commercial sales quantities and commercial sales values reported here will be populated from data entered into question III-9a.</p> <p>⁴ COGS (whether for domestic or export sales) should include <u>costs associated with CS, IC, and Transfers</u>. Costs associated with input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records.</p>					

Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.

III-9c. **Operations on hot-rolled steel -- U.S. commercial shipments and exports only (“open market sales”)** -- Report the revenue and related cost information requested below on the hot-rolled steel operations of your U.S. establishment(s).¹ Include both domestic and export commercial sales of the hot-rolled steel your firm produced, but do not report the resale of purchased hot-rolled steel. Provide data for your firm’s 2012-2014 fiscal years in chronological order from left to right, and for the two 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.

Quantity (in short tons) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2012	2013	2014	2014	2015
Net sales quantities: ^{2 3}					
Commercial sales (“CS”)	0	0	0	0	0
Net sales values: ^{2 3}					
Commercial sales (“CS”)	0	0	0	0	0
Cost of goods sold (COGS): ⁴					
Raw materials	0	0	0	0	0
Direct labor	0	0	0	0	0
Other factory costs	0	0	0	0	0
Total COGS	0	0	0	0	0
Gross profit or (loss)	0	0	0	0	0
Selling, general, and administrative (SG&A) expenses:					
Selling expenses	0	0	0	0	0
General and administrative expenses	0	0	0	0	0
Total SG&A expenses	0	0	0	0	0
Operating income (loss)	0	0	0	0	0
Other expenses and income:					
Interest expense	0	0	0	0	0
All other expense items	0	0	0	0	0
All other income items	0	0	0	0	0
Net income or (loss) before income taxes	0	0	0	0	0
Depreciation/amortization included above	0	0	0	0	0
¹ Include only sales (whether <u>domestic</u> or <u>export</u>) and costs related to your <u>U.S. manufacturing operations</u> . ² 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. ³ Commercial sales quantities and commercial sales values reported here will be populated from data entered into question III-9a. ⁴ COGS (whether for domestic or export sales) should include <u>costs associated with open market sales only</u> . Costs associated with input purchases from related suppliers should be consistent with and based on information in the firm’s accounting books and records.					

Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.

III-9d. **Financial data reconciliation.**--The calculable line items in table III-9a, III-9b, and III-9c (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

Yes No--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

III-10. **Nonrecurring items (charges and gains) included in hot-rolled steel financial results.**--For each annual and interim period for which financial results are reported please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific 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 reported financial results; *i.e.*, if an aggregate nonrecurring item has been allocated to reported financial results, only the allocated value amount 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 financial results.

	Fiscal years ended--			January-June	
	2012	2013	2014	2014	2015
Nonrecurring item: In this column please provide a brief description of each nonrecurring item and indicate the specific line item where the nonrecurring item is classified.	Nonrecurring item: In these columns please report the amount of the relevant nonrecurring item reported.				
	Value (\$1,000)				
1. , classified as					
2. , classified as					
3. , classified as					
4. , classified as					
5. , classified as					
6. , classified as					
7. , classified as					

III-11. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.**--If non-recurring items were reported in tables III-9a, III-9b, and III-9c above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., III-10 information designates where these items are classified in reported financial results.

--

III-12. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of hot-rolled steel. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for hot-rolled 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 firm's cost allocations in the previous question. Provide data as of the end of your firm's three most recently completed fiscal years.

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--		
	2012	2013	2014
Total assets (net) ¹			
¹ Describe _____			

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses for hot-rolled steel. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2012	2013	2014	2014	2015
Capital expenditures					
Research and development expenses					
¹ Please indicate the nature, focus, and significance of your firm's capital expenditures on hot-rolled steel.					

III-14. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-9a, III-9b, III-9c, III-12, and III-13 are based on a calendar year or on your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in tables III-9a, III-9b, and, as appropriate, III-9c should reconcile with the data reported in question II-7 (including export shipments and depending on valuation convention adopted in trade section with respect to transfers and internal consumption) as long as they are reported on the same calendar year basis.

Do these data in tables III-9a, III-9b, and III-9c reconcile with data in question II-7?

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-15a. **Effects of imports on investment.**--Since January 1, 2012, has your firm experienced any actual negative effects on its return on investment or the scale of capital investments as a result of imports of hot-rolled steel from Australia, Brazil, Japan, Korea, the Netherlands, Turkey, and the United Kingdom?

No Yes--My firm has experienced actual negative effects as follows:

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Other	

III-15b. Does your firm's response differ by country?

No	Yes	If yes, indicate which country and why:
<input type="checkbox"/>	<input type="checkbox"/>	

III-16a. **Effects of imports on growth and development.**--Since January 1, 2012, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of hot-rolled steel from Australia, Brazil, Japan, Korea, the Netherlands, Turkey, and the United Kingdom?

No Yes--My firm has experienced actual negative effects as follows:

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Rejection of bank loans	
<input type="checkbox"/>	Lowering of credit rating	
<input type="checkbox"/>	Problem related to the issue of stocks or bonds	
<input type="checkbox"/>	Ability to service debt	
<input type="checkbox"/>	Other	

III-16b. Does your firm's response differ by country?

No	Yes	If yes, indicate which country and why:
<input type="checkbox"/>	<input type="checkbox"/>	

III-17a. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of hot-rolled steel from Australia, Brazil, Japan, Korea, the Netherlands, Turkey, and the United Kingdom?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

III-17b. Does your firm's response differ by country?

No	Yes	If yes, indicate which country and why:
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

PART IV.-- PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Lauren Gamache (202-205-3489, lauren.gamache@usitc.gov).

IV-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2012 of the following products produced by your firm.

Product 1.--Hot-rolled carbon steel plate in coils, as-rolled (unprocessed), not pickled or temper-rolled, not high strength, produced to AISI-1006-1025 grade (including, but not limited to, ASTM A36), 0.187" through 0.625" in nominal or actual thickness, 40" through 72" in width.

Product 2.--Hot-rolled carbon steel sheet in coils, commercial quality, SAE 1006-1015 or ASTM A1011 equivalent, not high-strength, not pickled and oiled, not temper-rolled, 0.090" through 0.171" in nominal or actual thickness, 40" to 72" in width.

Product 3.--Hot-rolled carbon steel sheet in coils, commercial quality SAE 1006-1015 or ASTM A1011 equivalent, pickled and oiled, temper-rolled, not high strength, 0.090" through 0.171" in nominal or actual thickness, 40" to 72" in width.

Product 4.--Hot rolled steel plate in coils, high strength low alloy, for conversion to API PSL 2 X70M, 0.250 to 0.750, 50" to 77" in width.

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

During January 2012-June 2015, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	Yes. --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	No. --Skip to question IV-3.

IV-2. **Price data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

Report data in actual short tons and actual dollars (not 1,000s).

(Quantity in short tons, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
January-March								
April-June								
July-September								
October-December								
2015:								
January-March								
April-June								

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

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

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

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

Pricing data methodology.—Please describe the method and the kinds of documents/records that were used to compile your price data.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of hot-rolled steel (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Pricing terms.**--

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

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of domestic hot-rolled steel usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced hot-rolled steel in 2014 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
Share of 2014 sales	%	%	%	%	0.0 %

IV-7. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced hot-rolled steel (or check "not applicable" if your firm does not sell on a long-term, short-term and/or annual contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i># of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-8. **Lead times.**--What is your firm's share of sales from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced hot-rolled steel?

Source	Share of 2014 sales	Lead time (days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

IV-9. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of U.S.-produced hot-rolled steel that is accounted for by U.S. inland transportation costs? _____ percent
- (b) Who generally arranges the transportation to your firm's customers' locations?
 Your firm Purchaser (*check one*)
- (c) Indicate the approximate percentage of your firm's sales of hot-rolled steel that are delivered the following distances from its production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100.0%)	0.0 %

- IV-10. Geographical shipments.--** In which U.S. geographic market area(s) has your firm sold its U.S.-produced hot-rolled steel since January 1, 2012 (check all that apply)?

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

IV-11. **End uses.**—

- (a) List the end uses of the hot-rolled steel that your firm manufactures and sells commercially. For each end-use product, what percentage of the total cost is accounted for by hot-rolled steel and other inputs?

End use product (commercial sales)	Share of total cost of end use product accounted for by		Total (should sum to 100.0% across)
	Hot-rolled steel	Other inputs	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

- (b) For the hot-rolled steel that your firm consumes internally or transfers to related firms, what percentage of the total cost of end use products is accounted for by hot-rolled steel and other inputs?

End use product (internal consumption or transfers to a related firm)	Share of total cost of end use product accounted for by		Total (should sum to 100.0% across)
	Hot-rolled steel	Other inputs	
Hot-rolled plate (CTL plate from coil-4.75 mm and greater in thickness)	%	%	0.0 %
Pipe and tubular products	%	%	0.0 %
Cold-rolled steel	%	%	0.0 %
Coated products	%	%	0.0 %
Tin mill products	%	%	0.0 %
Other products	%	%	0.0 %

IV-12. **Substitutes.**-- Can other products be substituted for hot-rolled steel?

- No Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for hot-rolled 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"/>	

IV-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for hot-rolled steel has changed since January 1, 2012. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of hot-rolled steel since January 1, 2012?

No	Yes	If yes, please describe and quantify if possible.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-15. **Conditions of competition.**--

(a) Is the hot-rolled steel market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to hot-rolled steel? If yes, describe.

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question IV-16.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

(b) If yes, have there been any changes in the business cycles or conditions of competition for hot-rolled steel since January 1, 2012?

No	Yes	If yes, describe.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply hot-rolled steel since January 1, 2012 (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	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-17. **Raw materials.**--How have hot-rolled steel raw materials prices changed since January 1, 2012?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for hot-rolled steel.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-18. Interchangeability.--Is hot-rolled steel produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or O 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

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

Country-pair	Australia	Brazil	Japan	Korea	Netherlands	Turkey	United Kingdom	Other countries
United States								
Australia								
Brazil								
Japan								
Korea								
Netherlands								
Turkey								
United Kingdom								
For any country-pair producing hot-rolled steel that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:								

IV-19. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between hot-rolled steel produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or O 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

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

Country-pair	Australia	Brazil	Japan	Korea	Netherlands	Turkey	United Kingdom	Other countries
United States								
Australia								
Brazil								
Japan								
Korea								
Netherlands								
Turkey								
United Kingdom								
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 hot-rolled steel, identify the country-pair and report the advantages or disadvantages imparted by such factors:								

IV-20. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for hot-rolled steel since January 1, 2012. Indicate the share of the quantity of your firm's total shipments of hot-rolled steel that each of these customers accounted for in 2014.

	Customer's name	Contact person	Email	Telephone	City	State	Share of 2014 sales (%)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

IV-21. Competition from imports

- (a) **Lost revenue.**--Since January 1, 2012: To avoid losing sales to competitors selling hot-rolled steel from Australia, Brazil, Japan, Korea, the Netherlands, Turkey, or the United Kingdom, did your firm:

	No	Yes
Reduce prices	<input type="checkbox"/>	<input type="checkbox"/>
Roll back announced price increases	<input type="checkbox"/>	<input type="checkbox"/>

- (b) **Lost sales.**--Since January 1, 2012: Did your firm lose sales of hot-rolled steel to imports of this product from Australia, Brazil, Japan, Korea, the Netherlands, Turkey, or the United Kingdom?

No	Yes
<input type="checkbox"/>	<input type="checkbox"/>

- (c) **The submission of lost sales/lost revenue allegations is to be completed only by NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.) Please do not resubmit allegations provided previously.**

If your firm indicated “yes” to any of the above, your firm can provide the Commission with additional information by downloading and completing the lost sales/lost revenues worksheet at http://usitc.gov/trade_remedy/question.htm. Note that the Commission may contact the firms named to verify the allegations reported.

Is your firm submitting the lost sales/lost revenues worksheet?

<input type="checkbox"/>	No—Please explain.
<input type="checkbox"/>	Yes—Please complete the worksheet and submit via the Commission dropbox. https://dropbox.usitc.gov/oinv/ . (PIN: HRS)

- IV-22. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at: [LINK](#)

Please do not attempt to modify the format or permissions of the questionnaire document. Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

Web address: <https://dropbox.usitc.gov/oinv/> **Pin:** **HRS**

- **E-mail.**—E-mail the MS Word questionnaire to justin.enck@usitc.gov and mary.messer@usitc.gov; include a scanned copy of the signed certification page (page 1). *Please note that submitting your questionnaire by e-mail may subject your firm’s business proprietary information to transmission over an unsecure environment and to possible disclosure. If you choose this option, the Commission warns you that any risk involving possible disclosure of such information is assumed by the submitter and not by the Commission.*

If your firm does not produce this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

Parties to this proceeding.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.