

**FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE**

**HOT-ROLLED CARBON STEEL FLAT PRODUCTS FROM ARGENTINA, CHINA, INDIA,  
INDONESIA, KAZAKHSTAN, NETHERLANDS, ROMANIA, SOUTH AFRICA, TAIWAN,  
THAILAND, AND UKRAINE**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**

Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than May 23, 2007**

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 orders on hot-rolled steel from Argentina, India, Indonesia, South Africa, and Thailand (inv. Nos. 701-TA-404-408 (Review)) and its reviews of the antidumping duty orders on hot-rolled steel from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine (inv. Nos. 731-TA-898-908 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

Name of firm \_\_\_\_\_

Address \_\_\_\_\_  
\_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm produced or exported hot-rolled steel (as defined in the instruction booklet) at any time since January 1, 2001?

**NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

**YES** (Read the instruction booklet carefully, complete a *separate* questionnaire for each country in which your firm produced or exported hot-rolled steel, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**Please indicate the country for which you are reporting:** \_\_\_\_\_

**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 signing 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 these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout these reviews 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 these reviews 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 and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

(\_\_\_\_) \_\_\_\_\_  
*Phone*

(\_\_\_\_) \_\_\_\_\_  
*Fax*

\_\_\_\_\_  
*E-mail address*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. 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. 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. 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.

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I-3. Please provide the names, street addresses (not P.O. boxes), contacts, telephone numbers, and e-mail addresses of the **FIVE** largest U.S. importers of your firm's hot-rolled steel in 2006.

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**PART I.--GENERAL QUESTIONS--Continued**

I-4. In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for hot-rolled steel (including, by way of example reports or studies relating to contemplated investments, plant closings or shutdowns for maintenance or any other reasons; budgets or forecasts of economic activity)?

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

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I-5. Does your firm or any related firm produce, have the capability to produce, or have any plans to produce hot-rolled steel in the United States or other countries?

- No       Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Mary Messer (202-205-3193 or [mary.messer@usitc.gov](mailto:mary.messer@usitc.gov)) for copies of that questionnaire).

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I-6. Does your firm or any related firm import or have any plans to import hot-rolled steel into the United States?

- No       Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Mary Messer (202-205-3193 or [mary.messer@usitc.gov](mailto:mary.messer@usitc.gov)) for copies of that questionnaire).

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

II-1. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials or other reasons including revision of labor agreements (including pension or health care obligations for retirees or current employees); or any other change in the character of your operations or organization relating to the production of hot-rolled steel since 2001?

No             Yes--Supply details as to the time, nature, and significance of such changes.

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II-2. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of hot-rolled 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. **Include in your response a specific projection of your firm's capacity to produce hot-rolled steel (in short tons) for 2007 and 2008.**

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

II-3. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of hot-rolled steel in the future if the subject countervailing duty orders (Argentina, India, Indonesia, South Africa, and Thailand) and antidumping duty orders (Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine) 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.

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II-4. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of hot-rolled steel in Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and/or Ukraine in the future?

- No                       Yes--Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that addresses this issue.

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II-5. Describe the production technology used in the production of hot-rolled steel in Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and/or Ukraine and identify major production inputs. Also discuss any significant changes in production technology since 2001.

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

II-6. Has your firm since 2001 produced, or does your firm anticipate producing in the future, other products (such as cut-to-length plate or alloy hot-rolled steel) or downstream products (such as cold-rolled or coated steel) on the same equipment and machinery and/or using the same production and related workers employed to produce hot-rolled steel?

No

Yes—P Please provide the answers to (a)- (d) below.

(a) List the basis for allocation of capacity and employment data you report (indicate if allocation is different for capacity and employment).

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(b) Describe the process by which you determine how much of each product to produce.

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(c) What is the approximate time and cost to switch from producing one product to another?

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(d) Describe the factors that have caused or are likely to cause you to adjust the relative shares of the different products produced on the same equipment and machinery (including downstream products) (*e.g.*, change in market demand, change in relative prices of different products, new supply strategy). Provide specific examples in which you adjusted relative shares; list products, quantities and, if relevant, prices.

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

II-7. Please report your firm's capacity and production of the specified products/items for calendar years 2001-2006.

<i>(Quantity in short tons)</i>						
<b>Product/Item</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>
<b>Raw Steel:</b>						
Average Production Capacity						
Production						
<b>Cold-Rolled Steel Sheet and Strip:</b>						
Average Production Capacity						
Production						
<b>Coated Steel Sheet and Strip:</b>						
Average Production Capacity						
Production						
<b>Cut-to-Length Plate:</b>						
Average Production Capacity						
Production						
<b>Alloy/Other Nonsubject Hot-Rolled Steel:</b>						
Average Production Capacity						
Production						

II-8. Please report your firm's 2006 steel melting capacity, steel casting capacity, and total hot-rolling capacity (in short tons); identify bottlenecks in your firm's production of hot-rolled steel; and describe your plans and efforts to alleviate any such bottlenecks.

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

II-9. (a) Has your firm maintained any inventories of hot-rolled steel in the United States (not including inventories held by firms identified in questions I-3, I-5, or I-6 above<sup>1</sup>) since 2001?

No                       Yes--Report the quantity (in short tons) of such end-of-period inventories below.

<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>
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(b) Has any firm related to your firm or an affiliate of your firm or any other entity related to your firm maintained any inventories of hot-rolled steel in the United States (not including inventories held by firms identified in questions I-3, I-5, or I-6 above<sup>1</sup>) since 2001? Please provide the names and addresses of these firms. Please indicate the source(s) of hot-rolled steel (including the country of origin).

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II-10. (a) Are your firm's exports of hot-rolled steel subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

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

Product	Country	Year imposed	Barrier (if tariff, give rate)
<hr style="border: 0.5px solid black;"/>	<hr style="border: 0.5px solid black;"/>	<hr style="border: 0.5px solid black;"/>	<hr style="border: 0.5px solid black;"/>
<hr style="border: 0.5px solid black;"/>	<hr style="border: 0.5px solid black;"/>	<hr style="border: 0.5px solid black;"/>	<hr style="border: 0.5px solid black;"/>
<hr style="border: 0.5px solid black;"/>	<hr style="border: 0.5px solid black;"/>	<hr style="border: 0.5px solid black;"/>	<hr style="border: 0.5px solid black;"/>

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

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

Product	Country	Type of investigation
<hr style="border: 0.5px solid black;"/>	<hr style="border: 0.5px solid black;"/>	<hr style="border: 0.5px solid black;"/>
<hr style="border: 0.5px solid black;"/>	<hr style="border: 0.5px solid black;"/>	<hr style="border: 0.5px solid black;"/>

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<sup>1</sup> Such firms will report inventories in the Commission's importer or producer questionnaire.



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

II-11. Identify and discuss export markets (other than the United States) that you have developed or where you have increased your sales of hot-rolled steel since 2001. Please discuss the factors leading to these export market developments and if possible document.

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II-12. Describe the significance of the existing subject countervailing duty orders (Argentina, India, Indonesia, South Africa, and Thailand) and antidumping duty orders (Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine) on hot-rolled steel in terms of their effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. Please compare your firm's operations before and after the imposition of the orders.

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II-13. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of hot-rolled steel in the future if the subject countervailing duty orders (Argentina, India, Indonesia, South Africa, and Thailand) and antidumping duty orders (Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine) 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.

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I-14. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of hot-rolled steel?

\_\_\_\_\_ Percent

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

II-15a. Please report production capacity, production, shipments, and inventories of hot-rolled steel produced by your firm in Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, or Ukraine in calendar years 2001-2006. **Report separately for each country listed below. Photocopy as many pages as you need and identify the country for which you are reporting.**

<input type="checkbox"/>	Argentina	<input type="checkbox"/>	China	<input type="checkbox"/>	India	<input type="checkbox"/>	Indonesia	<input type="checkbox"/>	Kazakhstan	<input type="checkbox"/>	Netherlands
<input type="checkbox"/>	Romania	<input type="checkbox"/>	South Africa	<input type="checkbox"/>	Taiwan	<input type="checkbox"/>	Thailand	<input type="checkbox"/>	Ukraine		

<i>(Quantity in short tons, value in 1,000 U.S. dollars)</i>						
Item	2001	2002	2003	2004	2005	2006
AVERAGE PRODUCTION CAPACITY <sup>1</sup> ( <i>quantity</i> )						
BEGINNING-OF-PERIOD INVENTORIES <sup>2</sup> ( <i>quantity</i> )						
PRODUCTION <sup>3</sup> ( <i>quantity</i> )						
<b>SHIPMENTS:</b>						
Home market:						
Internal consumption/transfers ( <i>quantity</i> )						
Commercial shipments:						
<i>Quantity</i>						
<i>Value</i>						
Exports to--						
United States: <sup>4</sup>						
<i>Quantity</i>						
<i>Value</i>						
North America (other than the United States): <sup>5</sup>						
<i>Quantity</i>						
<i>Value</i>						
South America: <sup>6</sup>						
<i>Quantity</i>						
<i>Value</i>						
European Union: <sup>7</sup>						
<i>Quantity</i>						
<i>Value</i>						
China:						
<i>Quantity</i>						
<i>Value</i>						
Asia (other than China): <sup>8</sup>						
<i>Quantity</i>						
<i>Value</i>						
Africa: <sup>9</sup>						
<i>Quantity</i>						
<i>Value</i>						
Other: <sup>10</sup>						
<i>Quantity</i>						
<i>Value</i>						
Total exports: <sup>11</sup>						
<i>Quantity</i>						
<i>Value</i>						
Total shipments:						
<i>Quantity</i>						
<i>Value</i>						
END-OF-PERIOD INVENTORIES ( <i>quantity</i> )						

See footnotes on page 14.

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

II-15b. Please report production capacity, production, shipments, and inventories of hot-rolled steel produced by your firm in Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, or Ukraine during the specified periods. **Report separately for each country listed below. Photocopy as many pages as you need and identify the country for which you are reporting.**

<input type="checkbox"/>	Argentina	<input type="checkbox"/>	China	<input type="checkbox"/>	India	<input type="checkbox"/>	Indonesia	<input type="checkbox"/>	Kazakhstan	<input type="checkbox"/>	Netherlands
<input type="checkbox"/>	Romania	<input type="checkbox"/>	South Africa	<input type="checkbox"/>	Taiwan	<input type="checkbox"/>	Thailand	<input type="checkbox"/>	Ukraine		

(Quantity in short tons, value in 1,000 U.S. dollars)	
Item	January-June 2006
AVERAGE PRODUCTION CAPACITY <sup>1</sup> (quantity)	
BEGINNING-OF-PERIOD INVENTORIES <sup>2</sup> (quantity)	
PRODUCTION <sup>3</sup> (quantity)	
<b>SHIPMENTS:</b>	
Home market:	
Internal consumption/transfers (quantity)	
Commercial shipments:	
Quantity	
Value	
Exports to--	
United States: <sup>4</sup>	
Quantity	
Value	
North America (other than the United States): <sup>5</sup>	
Quantity	
Value	
South America: <sup>6</sup>	
Quantity	
Value	
European Union: <sup>7</sup>	
Quantity	
Value	
China:	
Quantity	
Value	
Asia (other than China): <sup>8</sup>	
Quantity	
Value	
Africa: <sup>9</sup>	
Quantity	
Value	
Other: <sup>10</sup>	
Quantity	
Value	
Total exports: <sup>11</sup>	
Quantity	
Value	
Total shipments:	
Quantity	
Value	
END-OF-PERIOD INVENTORIES (quantity)	

See footnotes on page 14.

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

II-15c. Please report production capacity, production, shipments, and inventories of hot-rolled steel produced by your firm in Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, or Ukraine during the specified period. **Report separately for each country listed below. Photocopy as many pages as you need and identify the country for which you are reporting.**

<input type="checkbox"/> Argentina	<input type="checkbox"/> China	<input type="checkbox"/> India	<input type="checkbox"/> Indonesia	<input type="checkbox"/> Kazakhstan	<input type="checkbox"/> Netherlands
<input type="checkbox"/> Romania	<input type="checkbox"/> South Africa	<input type="checkbox"/> Taiwan	<input type="checkbox"/> Thailand	<input type="checkbox"/> Ukraine	

<i>(Quantity in short tons, value in 1,000 U.S. dollars)</i>		
Item		January-June 2007
AVERAGE PRODUCTION CAPACITY <sup>1</sup> ( <i>quantity</i> )		
BEGINNING-OF-PERIOD INVENTORIES <sup>2</sup> ( <i>quantity</i> )		
PRODUCTION <sup>3</sup> ( <i>quantity</i> )		
SHIPMENTS:		
Home market:		
Internal consumption/transfers ( <i>quantity</i> )		
Commercial shipments:		
<i>Quantity</i>		
<i>Value</i>		
Exports to--		
United States: <sup>4</sup>		
<i>Quantity</i>		
<i>Value</i>		
North America (other than the United States): <sup>5</sup>		
<i>Quantity</i>		
<i>Value</i>		
South America: <sup>6</sup>		
<i>Quantity</i>		
<i>Value</i>		
European Union: <sup>7</sup>		
<i>Quantity</i>		
<i>Value</i>		
China:		
<i>Quantity</i>		
<i>Value</i>		
Asia (other than China): <sup>8</sup>		
<i>Quantity</i>		
<i>Value</i>		
Africa: <sup>9</sup>		
<i>Quantity</i>		
<i>Value</i>		
Other: <sup>10</sup>		
<i>Quantity</i>		
<i>Value</i>		
Total exports: <sup>11</sup>		
<i>Quantity</i>		
<i>Value</i>		
Total shipments:		
<i>Quantity</i>		
<i>Value</i>		
END-OF-PERIOD INVENTORIES ( <i>quantity</i> )		

**Data for January-June 2007 reported on this page should be submitted to the Commission *separately* in a supplemental response. These data are due to the Commission by no later than August 3, 2007.**

See footnotes on page 14.

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

II-15d. Please report your firm's **PROJECTIONS (assume the orders remain in effect)** for production capacity, production, shipments, and inventories of hot-rolled steel expected to be produced by your firm in Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, or Ukraine during calendar years 2007-2008. **Report separately for each country listed below. Photocopy as many pages as you need and identify the country for which you are reporting.**

<input type="checkbox"/>	Argentina	<input type="checkbox"/>	China	<input type="checkbox"/>	India	<input type="checkbox"/>	Indonesia	<input type="checkbox"/>	Kazakhstan	<input type="checkbox"/>	Netherlands
<input type="checkbox"/>	Romania	<input type="checkbox"/>	South Africa	<input type="checkbox"/>	Taiwan	<input type="checkbox"/>	Thailand	<input type="checkbox"/>	Ukraine		

<i>(Quantity in short tons, value in 1,000 U.S. dollars)</i>		
Item	If the orders remain in effect	
	2007	2008
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup> (quantity)</b>		
<b>BEGINNING-OF-PERIOD INVENTORIES<sup>2</sup> (quantity)</b>		
<b>PRODUCTION<sup>3</sup> (quantity)</b>		
<b>SHIPMENTS:</b>		
<b>Home market:</b>		
<b>Internal consumption/transfers (quantity)</b>		
<b>Commercial shipments:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Exports to--</b>		
<b>United States:<sup>4</sup></b>		
<i>Quantity</i>		
<i>Value</i>		
<b>North America (other than the United States):<sup>5</sup></b>		
<i>Quantity</i>		
<i>Value</i>		
<b>South America:<sup>6</sup></b>		
<i>Quantity</i>		
<i>Value</i>		
<b>European Union:<sup>7</sup></b>		
<i>Quantity</i>		
<i>Value</i>		
<b>China:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Asia (other than China):<sup>8</sup></b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Africa:<sup>9</sup></b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Other:<sup>10</sup></b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Total exports:<sup>11</sup></b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Total shipments:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>END-OF-PERIOD INVENTORIES (quantity)</b>		

See footnotes on page 14.

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

II-15a-d.--Footnotes continued from pp. 10-13.

<p><sup>1</sup> The production capacity (see definitions in instructions booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please provide documentation supporting the reported capacity figures (e.g., independent studies detailing the rated/actual capacity of hot-rolled steel lines). Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/> <hr/> <p>Please indicate the maximum number of days per week that your firm operated each of its facilities (or part of the facility) during each specified period: _____</p> <p>Please indicate the maximum number of hours per day that your firm operated each of its facilities (or part of a facility) during each specified period: _____</p> <p>Are the capacity data reported for all facilities and all lines?  <input type="checkbox"/> Yes    <input type="checkbox"/> No--Please explain: _____</p> <p>Were the facilities or lines for which capacity data are reported idle at any time during the specified periods?  <input type="checkbox"/> No    <input type="checkbox"/> Yes--Please indicate time period and quantity involved: _____</p> <p><sup>2</sup> <u>Reconciliation of data.</u>--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories.          Do the data reported reconcile?  <input type="checkbox"/> Yes    <input type="checkbox"/> No--Please explain: _____</p> <p><sup>3</sup> Please estimate the percentage of total production of hot-rolled steel in your home market of Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, or Ukraine in 2006 accounted for by your firm's production:          _____ Percent</p> <p><sup>4</sup> Please estimate the percentage of total exports to the United States of hot-rolled steel from your home market of Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, or Ukraine in 2006 accounted for by your firm's exports:          _____ Percent</p> <p><sup>5</sup> Identify principal <i>North America (other than the U.S.)</i> export markets. _____</p> <p><sup>6</sup> Identify principal <i>South America</i> export markets. _____</p> <p><sup>7</sup> Identify principal <i>European Union</i> export markets. _____</p> <p><sup>8</sup> Identify principal <i>Asia</i> export markets. _____</p> <p><sup>9</sup> Identify principal <i>Africa</i> export markets. _____</p> <p><sup>10</sup> Identify principal <i>Other</i> export markets. _____</p> <p><sup>11</sup> Please describe how you determine the share of your exports destined for particular markets.          _____          _____</p>
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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-16. Please provide a narrative indicating whether any of the projected figures reported in II-15d., such as shipments to the United States, would be different if the orders were revoked.

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II-17. Please provide documentary support, such as a business plan, for your projections reported in II-15d.

**PART III.--MARKET FACTORS**

III-1. (a) Approximately what share of your firm's sales of hot-rolled steel to U.S. customers in 2006 were on a (1) long-term contract basis (multiple deliveries for 12 months or more), (2) short-term contract basis (multiple deliveries up to and not including 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

(b) Has the percentage of contract vs. spot sales increased, decreased, or stayed the same since 2001?

Increased                       Unchanged                       Decreased

III-2. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) Do you have existing long-term contracts for hot-rolled steel with U.S. purchasers or U.S. importers?

No                       Yes--Please describe the duration of such contracts and when they are set to expire.

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Are there restrictions in the contracts on the quantity that can be purchased? \_\_\_\_\_

(e) Since 2001, have you imposed any surcharges or other price increases (including price escalation clauses) during the pendency of your contracts? If so, please identify the amounts of the surcharge or price increase, the period of time during which it was effective, and the reason for the surcharge or price increase.

(f) Does the contract have a meet-or-release provision? \_\_\_\_\_



**PART III.--MARKET FACTORS--Continued**

III-3. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) Do you have existing short-term contracts for hot-rolled steel with U.S. purchasers or U.S. importers?

No       Yes--Please describe the duration of such contracts and when they are set to expire.

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(b) What percentage of your short-term contracts is of each of the following durations?

3 months \_\_\_\_\_ 6 months \_\_\_\_\_ 9 months \_\_\_\_\_ up to and not including 12 months \_\_\_\_\_

(c) Can prices be renegotiated during the contract period? \_\_\_\_\_

(d) Does the contract fix quantity, price, or both? \_\_\_\_\_

(e) Are there restrictions in the contracts on the quantity that can be purchased? \_\_\_\_\_

(f) Since 2001, have you imposed any surcharges or other price increases (including price escalation clauses) during the pendency of your contracts? If so, please identify the amounts of the surcharge or price increase, the period of time during which it was effective, and the reason for the surcharge or price increase.

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(g) Does the contract have a meet-or-release provision? \_\_\_\_\_

III-4. (a) What is the average lead time between a customer's order and the date of delivery for your firm's sales of hot-rolled steel?

Source	Share of 2006 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

(b) Has the average lead time increased, decreased, or stayed the same since 2001?

Increased     Unchanged     Decreased

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**PART III.--MARKET FACTORS--Continued**

III-5. To what extent have changes in the availability and prices of basic raw materials (e.g., coke, iron, steel scrap, or slab) affected your firm's production, delivery, inventory and selling prices for hot-rolled steel since 2001? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-6. Have any changes occurred in any other factors affecting supply (e.g., safeguard or other trade actions; 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 Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and/or Ukraine-produced hot-rolled steel in the U.S. market since 2001?

No       Yes--Please note the time period(s) of any such changes, the factors(s) involved, the countries involved, and the impact such changes had on your shipment volumes, prices, and overall operations.

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III-7. (a) Do you anticipate any changes in terms of the availability of Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and/or Ukraine-produced hot-rolled steel in the U.S. market?

Increase       No Change       Decrease

(b) If you anticipate changes in availability, please identify the changes including the time period, the impact of such changes on shipment volumes and prices, and the countries involved. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--MARKET FACTORS--Continued**

III-8. Describe how easily your firm can shift its sales of hot-rolled steel between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting hot-rolled steel between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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(b) Describe any coordination of production or shipments with any affiliated producers and/or importers of hot-rolled steel between the U.S. market and alternative country markets. In your discussion, please identify the company (i.e., producer, importer) and describe the type and level of coordination.

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III-9. Is the product range, product mix, or marketing of hot-rolled steel in your home market significantly different from the product range, product mix, or marketing of hot-rolled steel for export to the United States or to third-country markets? Have there been any significant changes in the product range, product mix, or marketing of hot-rolled steel in your home market, for export to the United States, or for export to third-country markets since 2001?

No       Yes--Please describe and quantify if possible.

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III-10. Please discuss any anticipated changes in terms of the product range, product mix, or marketing of hot-rolled steel in your home market, for export to the United States, or for export to third-country markets in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--MARKET FACTORS--Continued**

III-11. (a) Please list in order of importance any products that may be substituted for hot-rolled steel.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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

(c) Have changes in the prices of these products affected the price for hot-rolled steel?

No       Yes--To what degree do changes in their prices affect the price for hot-rolled steel? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of hot-rolled steel or final end use?

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

III-12. Have there been any changes in the number or types of products that can be substituted for hot-rolled steel since 2001?

No       Yes--Please explain.

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

III-13. Do you anticipate any changes in terms of the substitutability of other products for hot-rolled steel in the future?

No       Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

**PART III.--MARKET FACTORS--Continued**

III-14. Is the hot-rolled steel produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's hot-rolled steel sold to the United States and/or to third-country markets?

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

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III-15. Describe the end uses and end users of the hot-rolled steel that you manufacture and sell to your home market. If these end uses and end users differ from those of the hot-rolled steel you sell to the U.S. market or to third-country markets, explain.

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III-16. Have there been any changes in the end uses of hot-rolled steel since 2001?

No       Yes--Please describe.

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III-17. Do you anticipate any changes in terms of the end uses of hot-rolled steel in the future?

No       Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--MARKET FACTORS--Continued**

III-18. (a) How has demand in your home market changed since 2001?

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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

(b) How has demand within the United States for hot-rolled steel changed since 2001?

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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

(c) How has demand in the rest of the world, if known, for hot-rolled steel changed since 2001? Please identify countries, if applicable.

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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

III-19. Do you anticipate any future changes in hot-rolled steel demand in your home market and the United States and, if known, the rest of the world? Please identify countries, if applicable.

No                       Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

**PART III.--MARKET FACTORS--Continued**

III-20. Please compare market prices of hot-rolled steel in your home market, the United States, and third-country markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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III-21. Describe briefly your home market for hot-rolled steel, including the number of, and competition between, producers.

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III-22. Do you face competition from imports of hot-rolled steel in your home market?

No       Yes--Please identify the country sources of any imports of hot-rolled steel into your home market and indicate how these imports have affected your market share and revenues and prices for hot-rolled steel in your home market.

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III-23. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss hot-rolled steel supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine , and (3) the world as a whole. Of particular interest is such data from 2001 to the present and forecasts for the future.

**PART III.--MARKET FACTORS--Continued**

III-24. Does your firm sell hot-rolled steel over the internet?

- No                       Yes--Please describe, noting the estimated percentage of your firm's total sales of hot-rolled steel in 2006 accounted for by internet sales.

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III-25. Has your firm refused, declined, or been unable to supply hot-rolled steel since 2001? (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, unable to meet timely shipment commitments, etc.)

- No                       Yes--Please note and document the time period(s) (i.e., month and year), country of origin, and the customer involved; and the amount and type of product involved.

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