

**IMPORTERS' 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. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

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

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

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

Has your firm imported hot-rolled steel (as defined in the instruction booklet) from any country 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 all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**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 this review 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*

\_\_\_\_\_  
*Email 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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. 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 pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

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

No  Yes--List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing hot-rolled steel from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and/or Ukraine into the United States or which are engaged in exporting hot-rolled steel from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and/or Ukraine to the United States?

No  Yes--List the following information.

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



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

I-10. Please indicate whether your firm enters hot-rolled steel into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones     No             Yes--list location(s):

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Bonded warehouses     No             Yes--list location(s):

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I-11. Please indicate whether your firm imports hot-rolled steel under the TIB (temporary importation under bond) program.

No             Yes

I-12. 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-13. To your knowledge, have the products subject to this review been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify.

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

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

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
 Name and title

\_\_\_\_\_ Phone No. \_\_\_\_\_ E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of hot-rolled steel since 2001?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation 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.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation 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-5. Has your firm imported or arranged for the importation of hot-rolled steel from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and/or Ukraine for delivery after March 31, 2007?

- No                       Yes--Indicate when such orders are to be delivered and the quantities (in short tons) involved.

Source	Apr. 1-June 30, 2007	July 1-Sept. 30, 2007	Oct. 1-Dec. 31, 2007	Calendar year 2008
Argentina				
China				
India				
Indonesia				
Kazakhstan				
Netherlands				
Romania				
South Africa				
Taiwan				
Thailand				
Ukraine				

II-6. If your firm also produces hot-rolled steel in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of hot-rolled steel imported by your firm during 2001-2006. (See definitions in the instruction booklet.) **Report separately for each country listed below and for all other sources combined.** 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	
<input type="checkbox"/> All other sources combined (identify) _____					

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>IMPORTS:<sup>1</sup></b>						
<i>Quantity</i> of imports						
<i>Value</i> of imports						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
<b>Internal consumption/company transfers:</b>						
<i>Quantity</i> of internal consumption/transfers						
<i>Value</i> <sup>2</sup> of internal consumption/transfers						
<b>Transfers to related firms:</b>						
<i>Quantity</i> of internal consumption/transfers						
<i>Value</i> <sup>2</sup> of internal consumption/transfers						
<b>EXPORT SHIPMENTS:<sup>3</sup></b>						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
<b>END-OF-PERIOD INVENTORIES<sup>4</sup></b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO DISTRIBUTORS, PROCESSORS &amp; SERVICE CENTERS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO MANUFACTURERS OF TUBULAR PRODUCTS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO OTHER END USERS</b> ( <i>quantity</i> )						

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_

<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In addition, please provide value data based on cost for 2001-06:

Internal consumption: \_\_\_\_\_

Transfers to related firms: \_\_\_\_\_

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

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

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

II-7b. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of hot-rolled steel imported by your firm during the specified period. (See definitions in the instruction booklet.) **Report separately for each country listed below and for all other sources combined.** 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	
<input type="checkbox"/> All other sources combined (identify) _____					

(Quantity in short tons, value in \$1,000)	
Item	January-June 2006
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)	
<b>IMPORTS:</b> <sup>1</sup>	
Quantity of imports	
Value of imports	
<b>U.S. SHIPMENTS:</b>	
<b>Commercial shipments:</b>	
Quantity of commercial shipments	
Value of commercial shipments	
<b>Internal consumption/company transfers:</b>	
Quantity of internal consumption/transfers	
Value <sup>2</sup> of internal consumption/transfers	
<b>Transfers to related firms:</b>	
Quantity of internal consumption/transfers	
Value <sup>2</sup> of internal consumption/transfers	
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>	
Quantity of export shipments	
Value of export shipments	
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> (quantity)	
<b>U.S. SHIPMENTS TO DISTRIBUTORS, PROCESSORS &amp; SERVICE CENTERS</b> (quantity)	
<b>U.S. SHIPMENTS TO MANUFACTURERS OF TUBULAR PRODUCTS</b> (quantity)	
<b>U.S. SHIPMENTS TO OTHER END USERS</b> (quantity)	

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_

<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In addition, please provide value data based on cost for the specified period:

Internal consumption: \_\_\_\_\_

Transfers to related firms: \_\_\_\_\_

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

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



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

II-7c. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of hot-rolled steel imported by your firm during the specified period. (See definitions in the instruction booklet.) **Report separately for each country listed below and for all other sources combined.** 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	
<input type="checkbox"/> All other sources combined (identify) _____					

<i>(Quantity in short tons, value in \$1,000)</i>		
Item		January-June 2007
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )	Data for January-June 2007 reported on this page should be submitted to the Commission <u>separately</u> in a supplemental response. These data are due to the Commission by no later than <u>August 3, 2007</u> .	
<b>IMPORTS:</b> <sup>1</sup>		
<i>Quantity</i> of imports		
<i>Value</i> of imports		
<b>U.S. SHIPMENTS:</b>		
<b>Commercial shipments:</b>		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
<b>Internal consumption/company transfers:</b>		
<i>Quantity</i> of internal consumption/transfers		
<i>Value</i> <sup>2</sup> of internal consumption/transfers		
<b>Transfers to related firms:</b>		
<i>Quantity</i> of internal consumption/transfers		
<i>Value</i> <sup>2</sup> of internal consumption/transfers		
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO DISTRIBUTORS, PROCESSORS &amp; SERVICE CENTERS</b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO MANUFACTURERS OF TUBULAR PRODUCTS</b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO OTHER END USERS</b> ( <i>quantity</i> )		

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_

<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In addition, please provide value data based on cost for the specified period:  
 Internal consumption: \_\_\_\_\_  
 Transfers to related firms: \_\_\_\_\_

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?  
 Yes       No--Please explain: \_\_\_\_\_

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

**Report in question II-8. below and continued on the following page your firm's imports of hot-rolled steel products with the following chemistry during the specified periods:**

Certain hot-rolled steel products as defined in the instruction booklet, in which one or more of the elements listed below is present in the quantity, by weight, respectively indicated:

- 1.65 - 1.80 percent of manganese, or 0.60 - 1.50 percent of silicon, or
- 0.40 - 1.00 percent of copper, or 0.30 - 0.50 percent of aluminum, or
- 0.30 - 1.25 percent of chromium, or 0.30 - 1.25 percent of nickel, or
- 0.0008 - 0.012 percent of boron, or 0.08 - 0.10 percent of molybdenum, or
- 0.06 - 0.10 percent of niobium, or 0.05 - 0.41 percent of titanium, or
- 0.10 - 0.15 percent of vanadium, or 0.05 - 0.15 percent of zirconium

You should include imports of vacuum degassed, fully stabilized ("interstitial free") steel, high strength low alloy steel, and the substrate for motor lamination steel with one or more elements present in the ranges noted above.

You should not include alloy steel products in which at least one of the chemical elements exceeds those listed above; SAE/AISI grades of series 2300 and higher; ball bearing steels; tool steels; silicomanganese steels; silicon electrical steel with a silicon level exceeding 1.50%; ASTM Specifications A710 & A736; or USS abrasion-resistant steels (USS AR400 & AR500).

II-8. Report separately for each individual country specified and for all other sources combined. **Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

- |  |                                       |                                 |                                    |                                     |                                      |
|--|---------------------------------------|---------------------------------|------------------------------------|-------------------------------------|--------------------------------------|
| <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    |                                      |
| <input type="checkbox"/> All other sources combined (identify) _____ |                                       |                                 |                                    |                                     |                                      |

<b>(Quantity in short tons, value in \$1,000)</b>						
<b>Item</b>	<b>Calendar Years</b>					
	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>
<b>Imports<sup>1</sup>:</b>						
<b>Quantity of imports</b>						
<b>Value of imports</b>						
<sup>1</sup> Please identify the products, their applications, and the elements present in the specified quantities: <hr/> <hr/>						

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

II-8.--Continued.

Report separately for each individual country specified and for all other sources combined. **Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

<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		
<input type="checkbox"/>	All other sources combined (identify) _____										

<i>(Quantity in short tons, value in \$1,000)</i>	
Item	January-June
	2006
<b>Imports:<sup>1</sup></b>	
<i>Quantity of imports</i>	
<i>Value of imports</i>	
<sup>1</sup> Please identify the products, their applications, and the elements present in the specified quantities: <hr/> <hr/>	

<i>(Value in \$1,000)</i>		
Item	Data for January-June 2007 reported in this table should be submitted to the Commission <i>separately</i> in a supplemental response. These data are due to the Commission by no later than <b>August 3, 2007</b> .	January-June 2007
<b>Imports:<sup>1</sup></b>		
<i>Quantity of imports</i>		
<i>Value of imports</i>		
<sup>1</sup> Please identify the products, their applications, and the elements present in the specified quantities: <hr/> <hr/>		

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

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

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II-10. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories 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) on hot-rolled steel 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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**PART III.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Nancy Bryan, Economist (202-205-2088 or nancy.bryan@usitc.gov).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No. E-mail address

**Section III-A.--PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2001-June 2007 (*Data for January 2001-March 2007 are due to the Commission no later than May 23, 2007. Data for April 2007-June 2007 are due to the Commission no later than August 3, 2007.*) Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits. Values should include all applicable surcharges.

***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 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 carbon steel plate in coils, as-rolled (unprocessed), not pickled or temper-rolled, in high strength low alloy qualities according to SAE J 1392, ASTM A-572/656/1011, 0.187" through 0.625" in nominal or actual thickness 40" through 72" in width.**

Please report separately for your firm's sales of hot rolled steel products imported from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine to unrelated service centers, to unrelated pipe and tube producers, and to other end users. Total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates).

**COPY THE FOLLOWING PAGES AS NECESSARY.** Complete both of the following pages for each of the specified products produced and sold by your firm. Indicate in the space provided at the top of the page the product for which pricing is reported.

**Section III-A.--PRICE DATA--Continued**

**COPY THESE PAGES AS NECESSARY. Complete both pages for each of the specified products imported and sold by your firm. Report separately for each of the countries listed below.**

Product 1     Product 2     Product 3     Product 4

**COUNTRY OF ORIGIN:** (Circle one and copy these pages as necessary)

- |             |         |              |           |            |
|-------------|---------|--------------|-----------|------------|
| Argentina   | China   | India        | Indonesia | Kazakhstan |
| Netherlands | Romania | South Africa | Taiwan    | Thailand   |
| Ukraine     |         |              |           |            |

<i>(Quantity in short tons, Fob value in dollars)</i>				
Period of shipment	SALES TO DISTRIBUTORS, PROCESSORS, AND SERVICE CENTERS		SALES TO MANUFACTURERS OF TUBULAR PRODUCTS	
	Quantity	F.o.b. value	Quantity	F.o.b. value
<b>2001:</b>				
<i>Jan.-Mar.</i>				
<i>Apr.-June</i>				
<i>July-Sept.</i>				
<i>Oct.-Dec.</i>				
<b>2002:</b>				
<i>Jan.-Mar.</i>				
<i>Apr.-June</i>				
<i>July-Sept.</i>				
<i>Oct.-Dec.</i>				
<b>2003:</b>				
<i>Jan.-Mar.</i>				
<i>Apr.-June</i>				
<i>July-Sept.</i>				
<i>Oct.-Dec.</i>				
<b>2004:</b>				
<i>Jan.-Mar.</i>				
<i>Apr.-June</i>				
<i>July-Sept.</i>				
<i>Oct.-Dec.</i>				
Continued on next page.				

**Section III-A.--PRICE DATA--Continued**

**COPY THESE TWO PAGES AS NECESSARY. Complete both pages for each of the specified products produced and sold by your firm.**

Product 1     Product 2     Product 3     Product 4

**COUNTRY OF ORIGIN:** (Circle one and copy these pages as necessary)

- |             |         |              |           |            |
|-------------|---------|--------------|-----------|------------|
| Argentina   | China   | India        | Indonesia | Kazakhstan |
| Netherlands | Romania | South Africa | Taiwan    | Thailand   |
| Ukraine     |         |              |           |            |

<i>(Quantity in short tons, Fob value in dollars)</i>				
Period of shipment	SALES TO DISTRIBUTORS, PROCESSORS, AND SERVICE CENTERS		SALES TO MANUFACTURERS OF TUBULAR PRODUCTS	
	Quantity	F.o.b. value	Quantity	F.o.b. value
<b>2005:</b>				
<i>Jan.-Mar.</i>				
<i>Apr.-June</i>				
<i>July-Sept.</i>				
<i>Oct.-Dec.</i>				
<b>2006:</b>				
<i>Jan.-Mar.</i>				
<i>Apr.-June</i>				
<i>July-Sept.</i>				
<i>Oct.-Dec.</i>				
<b>2007:</b>				
<i>Jan.-Mar.</i>				
<p><i>Data for April-June 2007 reported in this table should be submitted to the Commission <u>separately</u> in a supplemental response. The April-June 2007 data are due to the Commission by no later than <u>August 3, 2007</u>.</i></p>				
<i>Apr.-June</i>				
<p><sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <hr/>				

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS**

**Please note that the questions in this section refer to imports from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine. If your firm imports hot-rolled steel from more than one of the subject countries and your response to any question differs depending on the country of origin, please report separately for each country and note this in your response.**

III-B-1. a) Please describe how your firm determines the prices (including any surcharges) that it charges for sales of hot-rolled steel (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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b) Please submit copies of all price announcements effective after December 31, 2006, that include a proposed change in price for hot-rolled steel products.

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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III-B-3. What are your firm's typical sales terms for hot-rolled steel imported from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and/or Ukraine (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

III-B-4. (a) Approximately what share of your firm's sales of its hot-rolled steel imported from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and/or Ukraine 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	



**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-4. b) Has the percentage of contract vs. spot sales increased, decreased, or stayed the same since 2001?

- Increased       Unchanged       Decreased
- 

(c) Do you have existing contracts for hot-rolled steel with subject foreign producers?

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

III-B-5. 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) Can prices be renegotiated during the contract period? \_\_\_\_\_

(b) Since 2001, approximately what percent of your firm's contracts involved requests for price renegotiation? \_\_\_\_\_

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

(d) What are the standard quantity requirements, if any? \_\_\_\_\_

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

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(f) What is the price premium for sub-minimum shipments? \_\_\_\_ percent

(g) Do prices vary within the duration of a contract in response to changes in spot prices?

- No       Yes--Please describe the relationship of contract prices to spot prices.
- 

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

(i) 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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**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-5. (j) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes \_\_\_\_\_ No \_\_\_\_\_. If yes, please estimate the percentage of your firm's contract sales since 2001 in which a price change took place while the contract was still in place. Please note in your response the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

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III-B-6. 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) 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 \_\_\_\_\_

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

(c) Since 2001, approximately what percent of your firm's contracts involved requests for price renegotiation? \_\_\_\_\_

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

(e) What are the standard quantity requirements, if any? \_\_\_\_\_

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

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(g) What is the price premium for sub-minimum shipments? \_\_\_\_ percent

(h) Do prices vary within the duration of a contract in response to changes in spot prices?

No       Yes--Please describe the relationship of contract prices to spot prices.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-6. (k) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes \_\_\_\_\_ No \_\_\_\_\_. If yes, please estimate the percentage of your firm's contract sales since 2001 in which a price change took place while the contract was still in place. Please note in your response the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

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III-B-7. 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>	

III-B-7. b) Has the average lead time increased, decreased, or stayed the same since 2001?

Increased       Unchanged       Decreased

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III-B-8. (a) What is the approximate percentage of the total delivered cost of hot-rolled steel that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

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

Your firm \_\_\_\_\_

Purchaser \_\_\_\_\_

(c) What proportion of your sales occur:

within 100 miles of your storage or production facility? \_\_\_\_\_ percent

within 101 to 1,000 miles of your storage or production facility? \_\_\_\_\_ percent

over 1,000 miles from your storage or production facility? \_\_\_\_\_ percent

III-B-9. What is the geographic market area in the United States served by your firm's hot-rolled steel?

Northeast       Midwest       Southeast

Central Southwest       Mountains       Pacific Coast

Other (non-contiguous U.S.) – describe: \_\_\_\_\_

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-10. Describe the three most common end uses and end users of the hot-rolled steel that you import from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and/or Ukraine. For each end-use product, what percentage of the total cost is accounted for by hot-rolled steel?

<u>End use</u>	<u>Share of total cost accounted for by hot-rolled steel (percent)</u>
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_____	_____
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_____	_____
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_____	_____
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End users: \_\_\_\_\_

III-B-11. Have there been any changes in the end uses of hot-rolled steel since 2001?

No       Yes--Please describe.

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

III-B-12. 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.

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

III-B-13. (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.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-13 (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 product or final end use?

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III-B-14. 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.

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III-B-15. 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.

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III-B-16. 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 selling prices for hot-rolled steel since 2001? Also discuss any anticipated changes in 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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**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-17. 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 U.S.-produced and/or imported 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, and the impact such changes had on your shipment volumes, prices and overall operations.

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III-B-18. (a) Do you anticipate any changes in terms of the availability of hot-rolled steel imported from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and/or Ukraine in the U.S. market in the future?

- Increase
- No Change
- Decrease

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

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III-B-19. Has the availability of hot-rolled steel imported from NONSUBJECT countries changed since 2001?

- No
- Yes--Please explain (identify source, time period, and price effects).

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

III-B-20. 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 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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III-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of hot-rolled steel since 2001?

No       Yes--Please describe and quantify if possible.

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III-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of hot-rolled steel in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

No       Yes--Please identify, including the time period.

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III-B-23. (a) 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?

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

III-B-23. (b) How has demand outside the United States, if known, for hot-rolled steel changed since 2001?

Increased                       Unchanged                       Decreased

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

What were the principal factors affecting changes in demand?

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

III-B-24. Do you anticipate any future changes in hot-rolled steel demand in the United States and, if known, the rest of the world?

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.

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

III-B-25. Please compare market prices of hot-rolled steel in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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

III-B-26. 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/or 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.--PRICING AND MARKET FACTORS--Continued**

III-B-27. Are exports of hot-rolled steel subject to any tariff or non-tariff barriers to trade in other countries?

- No       Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2001, or that are expected to occur in the future. Please include a discussion of safeguard actions enacted between 2001 and 2006.

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III-B-28. 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-B-29. 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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IV-B-30. 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 below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	Argentina	China	India	Indonesia	Kazakhstan	Netherlands	Romania	South Africa	Taiwan	Thailand	Ukraine	Other Countries
United States												
Argentina												
China												
India												
Indonesia												
Kazakhstan												
Netherlands												
Romania												
South Africa												
Taiwan												
Thailand												
Ukraine												

<sup>1</sup> For any country-pair producing hot-rolled steel which is *sometimes* or *never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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III-B-31. Are differences other than price (i.e., 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 below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "O" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	Argentina	China	India	Indonesia	Kazakhstan	Netherlands	Romania	South Africa	Taiwan	Thailand	Ukraine	Other Countries
United States												
Argentina												
China												
India												
Indonesia												
Kazakhstan												
Netherlands												
Romania												
South Africa												
Taiwan												
Thailand												
Ukraine												

<sup>1</sup> For any country-pair for which factors other than price *always or frequently* 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 the such factors:

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