

FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE

**HOT-ROLLED FLAT-ROLLED CARBON-QUALITY STEEL PRODUCTS
FROM BRAZIL, JAPAN, AND RUSSIA**

This questionnaire must be received by the Commission by no later than January 10, 2011

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its five-year reviews concerning hot-rolled steel from Brazil, Japan, and Russia (inv. Nos. 701-TA-384 and 731-TA-806-808 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

<p>Name of firm _____</p> <p>Address _____</p> <p>_____</p> <p>World Wide Web address _____</p> <p>Has your firm produced or exported hot-rolled steel (as defined in the instruction booklet) at any time since January 1, 2005?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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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 these reviews in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout 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 proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.--GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____hours _____dollars

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

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

I-3. **U.S. importers.**--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 2010 (based upon quantity of hot-rolled steel exported by your firm to the United States).

No.	Importer’s name	Contact person	E-mail address	Area code and telephone number	Share of your 2010 exports (%)
1					
2					
3					
4					
5					

PART I.--GENERAL INFORMATION--Continued

I-4. **U.S. production.**--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 Joshua Kaplan (202-205-3184 or joshua.kaplan@usitc.gov) for copies of that questionnaire).

I-5. **U.S. importation.**--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 Joshua Kaplan (202-205-3184 or joshua.kaplan@usitc.gov) for copies of that questionnaire).

I-6. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for hot-rolled steel?

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Joshua Kaplan (202-205-3184, joshua.kaplan@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part II with questions regarding the submitted confidential information.

E-mail: _____ 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, 2005.

(check as many as appropriate) *(please describe)*

plant openings _____

plant closings..... _____

relocations _____

expansions _____

acquisitions..... _____

consolidations..... _____

prolonged shutdowns or
importation curtailments _____

revised labor agreements..... _____

other (*e.g.*, technology) _____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the 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 2011 and 2012.**

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of hot-rolled steel in the future if the countervailing duty order (Brazil), antidumping duty orders (Brazil and Japan), and/or suspension agreement (Russia) 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 that address this issue.

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

II-5. **Same equipment, machinery, and workers.**—Has your firm since January 1, 2005 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of hot-rolled steel and/or using the same production and related workers employed to produce hot-rolled steel? Examples include hot-rolled alloy steel and discrete plate produced on a Steckel mill. Please do not include downstream products produced from internally consumed hot-rolled steel; these products are addressed below in question II-8.

No Yes--List the following information regarding production of these products.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

II-6. **Production shifting.**--Is your firm able to switch production between hot-rolled steel and other products in response to a relative change in the price of hot-rolled steel vis-a-vis the price of other products, using the same equipment and labor?

No Yes---Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from hot-rolled steel.

II-7. **Constraints on production.**— Please identify bottlenecks in your firm’s production of hot-rolled steel and describe your plans and efforts to alleviate any such bottlenecks.

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

II-8. **Overall production capability.**—Please report your firm’s production capability for slab, hot strip mill products, and downstream products during the periods specified below.

(Quantity in short tons)						
Item	2005	2006	2007	2008	2009	2010
Slab Casting:						Please provide 2010 data on the following page per the instructions found therein.
Average Production Capacity						
Production						
Hot Strip Mill:						
Average Production Capacity						
Subject Production ¹						
Nonsubject Production ²						
Cold-Rolled Steel³:						
Average Production Capacity						
Production						
Coated Steel⁴:						
Average Production Capacity						
Production						
Steel Plate (Cut from Coils):						
Average Production Capacity						
Production						
Tubular Products:						
Average Production Capacity						
Production						

¹ Please note that production reported in this line should match that reported in Table II-15.
² Examples include hot-rolled alloy steel and discrete plate produced on a Steckel mill.
³ Includes steel for further processing into coated products
⁴ All metallic-flat-rolled steel flat products including galvanized and aluminized steel, tin-plate, and terne-coated steel.

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

II-8. Overall production capability.—Continued

(Quantity in short tons)						
Item	2005	2006	2007	2008	2009	2010
Slab Casting:	Data for calendar year 2010 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 February 7, 2011.					
Average Production Capacity						
Production						
Hot Strip Mill:						
Average Production Capacity						
Subject Production ¹						
Nonsubject Production ²						
Cold-Rolled Steel³:						
Average Production Capacity						
Production						
Coated Steel⁴:						
Average Production Capacity						
Production						
Steel Plate (Cut from Coils):						
Average Production Capacity						
Production						
Tubular Products:						
Average Production Capacity						
Production						
¹ Please note that production reported in this line should match that reported in Table II-15. ² Examples include hot-rolled <u>alloy</u> steel and discrete plate produced on a Steckel mill. ³ Includes steel for further processing into coated products ⁴ All metallic-flat-rolled steel flat products including galvanized and aluminized steel, tin-plate, and terne-coated steel.						

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

II-9. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of hot-rolled steel?

_____ Percent

II-10. **Inventories in the United States.**--Did your firm, from January 1, 2005 through 2009, maintain any inventories of hot-rolled steel in the United States (not including inventories held by firms identified in question I-3)?

No Yes--Report the quantity of such end-of-period inventories below.

<i>(Quantity in short tons)</i>						
Item	2005	2006	2007	2008	2009	2010
Inventory						

Did your firm, in 2010, maintain any inventories of hot-rolled steel in the United States (not including inventories held by firms identified in question I-3)?

No Yes--Report the quantity of such end-of-period inventories below.

<i>(Quantity in short tons)</i>						
Item	2005	2006	2007	2008	2009	2010
Inventory	Please provide in supplemental response by February 7, 2011.					

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

II-11. Barriers.--

(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)
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(b) Are your firm's exports of hot-rolled steel subject to current proceedings 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 proceeding.

Product	Country	Type of proceeding
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

II-12. **Other export markets.**--Identify export markets (other than the United States) that you have developed or where you have increased your sales of hot-rolled steel since January 1, 2005. Please identify and discuss below.

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

II-13. **Significance of countervailing duty order and/or antidumping duty orders.**--Describe the significance of the existing countervailing duty order (Brazil), antidumping duty orders (Brazil and Japan), and/or suspension agreement (Russia) covering imports of hot-rolled steel in terms of the effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

II-14. **Anticipated changes if order revoked.**--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 countervailing duty order (Brazil), antidumping duty orders (Brazil and Japan), and/or suspension agreement (Russia) were to be revoked?

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

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

II-15a. **Trade data (Brazil).**-- Report production capacity, production, shipments, and inventories of hot-rolled steel produced by your firm in Brazil **during the 2005-09 period.** (See definitions in the instruction booklet.)

Brazil

Quantity (in short tons) and Value (in 1,000 dollars)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Average production capacity ¹ (A)						Please provide 2010 data on following page per the instructions found therein.
Beginning-of-period inventories (B)						
Production (C)						
Home market shipments:						
Internal consumption/transfers quantity (D)						
Commercial shipments quantity (E)						
value (F)						
Export shipments:						
to the United States: quantity (G)						
value (H)						
to the European Union: ² quantity (I)						
value (J)						
to Asia: ³ quantity (K)						
value (L)						
to all other markets: ⁴ quantity (M)						
value (N)						
Total exports (quantity) (O)						
Total shipments (quantity) (P)						
End-of-period inventories (Q)						
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.</p> <hr/> <p>² Identify your principal <i>European Union</i> export markets: _____.</p> <p>³ Identify your principal <i>Asian</i> export markets: _____.</p> <p>⁴ Identify your principal <i>other</i> export markets: _____.</p>						

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

II-15b. **Trade data (Brazil).**-- Report production capacity, production, shipments, and inventories of hot-rolled steel produced by your firm in Brazil **during 2010**. (See definitions in the instruction booklet.)

Brazil

Quantity (in short tons) and Value (in 1,000 dollars)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Average production capacity¹ (A)	Data for calendar year 2010 reported on this page should be submitted to the Commission separately in a supplemental response. <u>These data are due to the Commission by no later than February 7, 2011.</u>					
Beginning-of-period inventories (B)						
Production² (C)						
Home market shipments:						
Internal consumption/transfers quantity (D)						
Commercial shipments quantity (E)						
value (F)						
Export shipments:						
to the United States: ³ quantity (G)						
value (H)						
to the European Union: ⁴ quantity (I)						
value (J)						
to Asia: ⁵ quantity (K)						
value (L)						
to all other markets: ⁶ quantity (M)						
value (N)						
Total exports (quantity) (O)						
Total shipments (quantity) (P)						
End-of-period inventories (Q)						
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.</p> <hr/> <p>² Please estimate the percentage of total production of hot-rolled steel in Brazil accounted for by your firm's production in 2010: _____ Percent</p> <p>³ Please estimate the percentage of total exports to the United States of hot-rolled steel in Brazil accounted for by your firm's exports in 2010: _____ Percent</p> <p>⁴ Identify your principal <i>European Union</i> export markets: _____.</p> <p>⁵ Identify your principal <i>Asian</i> export markets: _____.</p> <p>⁶ Identify your principal <i>other</i> export markets: _____.</p>						

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

II-15c. **Trade data (Japan).**-- Report production capacity, production, shipments, and inventories of hot-rolled steel produced by your firm in Japan **during the 2005-09 period.** (See definitions in the instruction booklet.)

Japan

Quantity (in short tons) and Value (in 1,000 dollars)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Average production capacity¹ (A)						Please provide 2010 data on following page per the instructions found therein.
Beginning-of-period inventories (B)						
Production (C)						
Home market shipments:						
Internal consumption/transfers quantity (D)						
Commercial shipments quantity (E)						
value (F)						
Export shipments:						
to the United States: quantity (G)						
value (H)						
to the European Union: ² quantity (I)						
value (J)						
to Asia: ³ quantity (K)						
value (L)						
to all other markets: ⁴ quantity (M)						
value (N)						
Total exports (quantity) (O)						
Total shipments (quantity) (P)						
End-of-period inventories (Q)						
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.</p> <hr/> <p>² Identify your principal <i>European Union</i> export markets: _____.</p> <p>³ Identify your principal <i>Asian</i> export markets: _____.</p> <p>⁴ Identify your principal <i>other</i> export markets: _____.</p>						

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

II-15d. **Trade data (Japan).**-- Report production capacity, production, shipments, and inventories of hot-rolled steel produced by your firm in Japan **during 2010**. (See definitions in the instruction booklet.)

Japan

Quantity (in short tons) and Value (in 1,000 dollars)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Average production capacity¹ (A)						
Beginning-of-period inventories (B)						
Production² (C)						
Home market shipments:						
Internal consumption/transfers <i>quantity (D)</i>						
Commercial shipments <i>quantity (E)</i>						
<i>value (F)</i>						
Export shipments:						
to the United States: ³ <i>quantity (G)</i>						
<i>value (H)</i>						
to the European Union: ⁴ <i>quantity (I)</i>						
<i>value (J)</i>						
to Asia: ⁵ <i>quantity (K)</i>						
<i>value (L)</i>						
to all other markets: ⁶ <i>quantity (M)</i>						
<i>value (N)</i>						
Total exports (quantity) (O)						
Total shipments (quantity) (P)						
End-of-period inventories (Q)						

Data for calendar year 2010 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 February 7, 2011.

¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.

² Please estimate the percentage of total production of hot-rolled steel in Japan accounted for by your firm's production in 2010: _____ Percent

³ Please estimate the percentage of total exports to the United States of hot-rolled steel in Japan accounted for by your firm's exports in 2010: _____ Percent

⁴ Identify your principal *European Union* export markets: _____.

⁵ Identify your principal *Asian* export markets: _____.

⁶ Identify your principal *other* export markets: _____.

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

II-15e. **Trade data (Russia).**-- Report production capacity, production, shipments, and inventories of hot-rolled steel produced by your firm in Russia **during the 2005-09 period.** (See definitions in the instruction booklet.)

Russia

Quantity (in short tons) and Value (in 1,000 dollars)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Average production capacity¹ (A)						Please provide 2010 data on following page per the instructions found therein.
Beginning-of-period inventories (B)						
Production (C)						
Home market shipments:						
Internal consumption/transfers quantity (D)						
Commercial shipments quantity (E)						
value (F)						
Export shipments:						
to the United States: quantity (G)						
value (H)						
to the European Union: ² quantity (I)						
value (J)						
to Asia: ³ quantity (K)						
value (L)						
to all other markets: ⁴ quantity (M)						
value (N)						
Total exports (quantity) (O)						
Total shipments (quantity) (P)						
End-of-period inventories (Q)						
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.</p> <hr/> <p>² Identify your principal <i>European Union</i> export markets: _____.</p> <p>³ Identify your principal <i>Asian</i> export markets: _____.</p> <p>⁴ Identify your principal <i>other</i> export markets: _____.</p>						

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

II-15f. **Trade data (Russia).**-- Report production capacity, production, shipments, and inventories of hot-rolled steel produced by your firm in Russia **during 2010**. (See definitions in the instruction booklet.)

Russia

Quantity (in short tons) and Value (in 1,000 dollars)						
Item	Calendar year					
	2005	2006	2007	2008	2009	2010
Average production capacity¹ (A)	Data for calendar year 2010 reported on this page should be submitted to the Commission separately in a supplemental response. <u>These data are due to the Commission by no later than February 7, 2011.</u>					
Beginning-of-period inventories (B)						
Production² (C)						
Home market shipments:						
Internal consumption/transfers quantity (D)						
Commercial shipments quantity (E)						
value (F)						
Export shipments:						
to the United States: ³ quantity (G)						
value (H)						
to the European Union: ⁴ quantity (I)						
value (J)						
to Asia: ⁵ quantity (K)						
value (L)						
to all other markets: ⁶ quantity (M)						
value (N)						
Total exports (quantity) (O)						
Total shipments (quantity) (P)						
End-of-period inventories (Q)						
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.</p> <hr/> <p>² Please estimate the percentage of total production of hot-rolled steel in Russia accounted for by your firm's production in 2010: _____ Percent</p> <p>³ Please estimate the percentage of total exports to the United States of hot-rolled steel in Russia accounted for by your firm's exports in 2010: _____ Percent</p> <p>⁴ Identify your principal <i>European Union</i> export markets: _____.</p> <p>⁵ Identify your principal <i>Asian</i> export markets: _____.</p> <p>⁶ Identify your principal <i>other</i> export markets: _____.</p>						

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

II-16. **Reconciliation of trade data.**—

- (a) The quantities reported in question II-15 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - E - G - I - K - M = Q$ Do these data reconcile? Yes No--Please explain: _____

- (b) Further, the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line Q of year 2005 should equal line B of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain:

PART III.--MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **Craig Thomsen** (202-205-3226, craig.thomsen@usitc.gov).

III-1. Please identify the individual to be contacted regarding the confidential information requested in parts III.

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: _____ Telephone: () _____

Fax: () _____

III-2. **Raw material pricing.--**

(a) What are the major raw materials used by your firm in the production of hot-rolled steel since 2005? If this has changed since 2005, please note when the change(s) occurred.

(b) What is the typical contract length for the raw materials that you purchase?

(c) Has this changed since 2005?

No Yes -- How has it changed and what effect has it had on your purchasing patterns of these raw materials (e.g., availability of material, price levels, etc.)?

PART III.--MARKET FACTORS--Continued

III-3. **Contract versus spot.**--Approximately what share of your firm's sales of hot-rolled steel to U.S. customers in 2010 was on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

III-4. **Long-term contract provisions.**--If you sell hot-rolled steel to U.S. customers on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

III-5. **Short-term contract provisions.**--If you sell hot-rolled steel to U.S. customers on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

PART III.--MARKET FACTORS--Continued

III-6. **Lead times.**--What is the average lead time for hot-rolled steel to U.S. customers between a customer's order and the date of delivery for your firm's sales of hot-rolled steel?

<u>Source</u>	<u>Share of sales in 2010</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

III-7. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for hot-rolled steel since 2005? Also discuss any anticipated changes in your raw material costs.

III-8. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability in the U.S. or other markets of hot-rolled steel produced in Brazil, Japan, and/or Russia since 2005?

No Yes-- Please describe.

PART III.--MARKET FACTORS--Continued

III-9. Availability of SUBJECT import supply.--

(a) Do you anticipate any changes in terms of the availability of Brazil, Japan, and Russia-produced hot-rolled steel in the U.S. market in the future?

Increase No change Decrease

(b) If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices.

III-10. Product shifting.--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.

III-11. Product changes.—(a) Is the product range, product mix, or marketing of hot-rolled steel in your home market different from that of hot-rolled steel for export to the United States or to third-country markets?

No Yes—Please explain.

(b) 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 2005?

No Yes--Please describe.

PART III.--MARKET FACTORS--Continued

III-12. **Anticipated product changes.**--Do you anticipate changes in the product range, product mix, or marketing of hot-rolled steel in your home market, for exports to the United States, or for exports to third-country markets?

No Yes--Please explain.

III-13. **Substitutes.**--Are there any nonsubject products that may be substituted for hot-rolled steel?

No Yes—Please fill in the following table.

Substitute product	Description of applications and end uses in which this substitute can be used	Have changes in the prices of this substitute affected the price of hot-rolled steel since January 1, 2005
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes—Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

PART III.--MARKET FACTORS--Continued

III-14. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for hot-rolled steel since 2005?

No Yes--Please explain.

III-15. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for hot-rolled steel?

No Yes--Please describe.

III-16. **Interchangeability.**--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.

III-17. **End uses.**--Describe the end uses of the hot-rolled steel that you manufacture and sell to your home market. If these end uses differ from those of the hot-rolled steel you sell to the U.S. market or to third-country markets, explain.

PART III.--MARKET FACTORS--Continued

III-18. **Changes in end uses.**--Have there been any changes in the end uses of hot-rolled steel since 2005?

No Yes--Please describe.

III-19. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of hot-rolled steel?

No Yes--Please describe.

III-20. **Demand trends.**--How has the demand for hot-rolled steel changed since January 1, 2005? What principal factors affect changes in demand? If your answer differs for specific markets outside the United States (i.e., specific regions, or developed v. developing markets), please specify.

	<u>Increased</u>	<u>No change</u>	<u>Decreased</u>	<u>Fluctuated</u>
Demand in:				
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART III.--MARKET FACTORS--Continued

III-21. **Anticipated demand trends.**-- How do you anticipate demand will change for hot-rolled steel? What principal factors that are likely to affect demand? If your answer differs for specific markets outside the United States (i.e., specific regions, or developed v. developing markets), please specify.

	<u>Increase</u>	<u>No change</u>	<u>Decrease</u>	<u>Fluctuate</u>
Demand in:				
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-22. **Price differences.**--Please compare market prices of hot-rolled steel in your home market, the United States, and third-country markets.

III-23. **Description of home market.**--Describe briefly your home market for hot-rolled steel, including the number of, and competition between, producers.

III-24. **Import competition.**--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.
