

**PRODUCERS' QUESTIONNAIRE**  
**CERTAIN HOT-ROLLED FLAT-ROLLED CARBON-QUALITY STEEL PRODUCTS**  
**FROM BRAZIL, JAPAN, AND RUSSIA**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, D.C. 20436

**So as to be received by the Commission by no later than January 10, 2005**

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 (invs. Nos. 701-TA-384 and 731-TA-806-808 (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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip code</b> _____
<b>World Wide Web address</b> _____
Has your firm produced hot-rolled steel (as defined in the instruction booklet) since <u>January 1, 1999</u> ?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (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 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*

**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. The public reporting burden for this questionnaire is estimated to average 45 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, D.C. 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 the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

I-3. Do you support or oppose continuation of the subject countervailing duty order (Brazil), antidumping duty orders (Brazil and Japan), and suspension agreement (Russia) on hot-rolled steel currently in place? Please explain.

Position	Brazil	Japan	Russia
Support			
Oppose			
Take no position			

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

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

I-4. 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-5. Does your firm have any related firms, either domestic or foreign, which have, since 1999, imported hot-rolled steel from Brazil, Japan, and/or Russia into the United States or exported hot-rolled steel from Brazil, Japan, and/or Russia to the United States?

No  Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which have, since 1999, imported hot-rolled steel from countries other than Brazil, Japan, and Russia into the United States or exported hot-rolled steel from countries other than Brazil, Japan, and Russia to the United States?

No  Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-7. Does your firm have any related firms, either domestic or foreign, which have, since 1999, been engaged in the production of hot-rolled steel?

No  Yes--List the following information.

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

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

I-8. In Parts II and IV 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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**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Dana Lofgren, Investigator (202-205-3185 or dana.lofgren@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; 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 1999?

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

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

II-3. 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 2005 and 2006.**

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II-4. 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 order (Brazil), antidumping duty orders (Brazil and Japan), and 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.

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

II-5. Has your firm since 1999 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--List the following information and report your firm's production capacity and production of these products in the periods indicated.

Basis for allocation of capacity and employment data (indicate if different):

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<i>(Quantity in short tons)</i>						
<b>Product/Item</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</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-6. Please describe the constraints that limit your production capacity.

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

II-7. Please report your firm's 2004 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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II-8. 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, including downstream 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.

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of hot-rolled steel in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>						
<b>Item</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup></b> <i>(quantity)</i>						
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>						
<b>PRODUCTION</b> <i>(quantity)</i>						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
<b>Internal consumption:</b>						
<i>Quantity</i> of internal consumption						
<i>Value<sup>2</sup></i> of internal consumption						
<b>Transfers to related firms:</b>						
<i>Quantity</i> of transfers to related firms						
<i>Value<sup>2</sup></i> of transfers to related firms						
<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>						
<b>AVERAGE NUMBER OF PRWs</b>						
<b>HOURS WORKED BY PRWs</b> <i>(1,000 hours)</i>						
<b>WAGES PAID TO PRWs</b> <i>(value)</i>						

<sup>1</sup> 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 (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2004 below:

<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 production, 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-11. Report and classify your firm's 2004 *U.S. commercial shipments*, by quantity, of hot-rolled steel products produced in your U.S. establishment(s) by grade, pickling/oiling, temper rolling, and edge trim.

<i>(Share in percent)</i>			
<b>Grade</b>	<b>≤0.080"</b>	<b>&gt;0.080" <u>but</u> ≤0.187"</b>	<b>&gt;0.187"</b>
ASTM A-1011 CS, A-1018 CS (or A-569) <sup>1</sup>			
ASTM A-1011 SS, A-1018 SS (or A-570) <sup>1</sup>			
ASTM A-1011 HSLA, A-1018 HSLA (or A-607) <sup>1</sup>			
All other grades <sup>2</sup>			
Total (sum of <u>all</u> 12 grade cells should = 100)			
<b>Pickling &amp; Oiling</b>	<b>≤0.080"</b>	<b>&gt;0.080" <u>but</u> ≤0.187"</b>	<b>&gt;0.187"</b>
Neither pickled nor oiled			
Pickled and/or oiled			
Total (sum of <u>all</u> 6 pickling & oiling cells should = 100)			
<b>Temper Rolling</b>	<b>≤0.080"</b>	<b>&gt;0.080" <u>but</u> ≤0.187"</b>	<b>&gt;0.187"</b>
Not temper rolled or skin passed			
Temper rolled or skin passed			
Total (sum of <u>all</u> 6 temper rolling cells should = 100)			
<b>Edge Trim</b>	<b>≤0.080"</b>	<b>&gt;0.080" <u>but</u> ≤0.187"</b>	<b>&gt;0.187"</b>
Mill edge (as rolled)			
Trimmed			
Total (sum of <u>all</u> 6 edge trim cells should = 100)			
<sup>1</sup> Or equivalent.			
<sup>2</sup> Please identify your firm's five most common grades constituting "all other grades": _____ _____ _____ _____			

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

II-12. Other than direct imports, has your firm otherwise purchased hot-rolled steel since January 1, 1999? (See definitions in the instruction booklet.)

No

Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>						
<b>Item</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF HOT-ROLLED STEEL FROM--</b>						
<b>BRAZIL:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>JAPAN:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>RUSSIA:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>ALL OTHER COUNTRIES:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/> <hr/>						
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/> <hr/>						

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

II-13. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of hot-rolled steel?

No       Yes--Name firm(s): \_\_\_\_\_

II-14. Does your firm produce hot-rolled steel in a foreign trade zone (FTZ)?

No       Yes--Identify FTZ(s): \_\_\_\_\_

II-15. Since 1999, has your firm imported hot-rolled steel?

No       Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-16. Describe the significance of the existing subject countervailing duty order (Brazil), antidumping duty orders (Brazil and Japan), and suspension agreement (Russia) on hot-rolled steel in terms of their effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. Please compare your firm's operations before and after the imposition of the orders.

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

II-17. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of hot-rolled steel in the future if the subject countervailing duty order (Brazil), antidumping duty orders (Brazil and Japan), and 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, for any trends or projections you may provide.

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

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Justin Jee, Accountant/Auditor (202-205-3186 or justin.jee@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

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

\_\_\_\_\_

Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_

\_\_\_\_\_

E-mail address \_\_\_\_\_ Company web address \_\_\_\_\_

III-2. Briefly describe your financial accounting system.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-2a. When does your fiscal year end (month and day)? \_\_\_\_\_

If your fiscal year changed during the period examined, explain below:

\_\_\_\_\_

\_\_\_\_\_

III-2b. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise.

\_\_\_\_\_

\_\_\_\_\_

III-2c. Does your firm prepare profit/loss statements for the subject merchandise?

No       Yes

III-2d. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.

Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_

Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_

III-2e. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes hot-rolled steel, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

**PART III.--FINANCIAL INFORMATION--Continued**

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

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

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

Product(s)	Share of Sales
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

III-6. The following questions (III-6(a) and (b)) request financial data for 2004. If your fiscal year ends on December 31 and your fiscal year 2004 data are not ready, please provide estimated data for that fiscal year, but supply revised data on or before January 31, 2005.

Unless there are any actual per-unit COGS differences between trade and transfer sales, the per-unit sales value of the transfers should be estimated to be the same as the per-unit sales value of trade sales. If there are indeed any differences in the per-unit COGS between trade and transfer sales, due to any product mix, physical, or quality differences, please explain these differences on a separate page. In that case, the per-unit value of the transfers should be adjusted using these actual COGS differences based on the per-unit value of trade sales. The per-unit COGS of the transfers should be the same as for trade sales when there are no major physical or quality differences between the trade sales and transfers. SG&A expenses should be allocated to these combined trade and transfer sales proportionally, i.e., using the same per-ton expense for transfers as for trade sales.

**PART III.--FINANCIAL INFORMATION--Continued**

III-6a. Operations on hot-rolled steel.--Report the revenue and related cost information requested below on the hot-rolled steel operations (**commercial sales only**) of your U.S. establishment(s).<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>						
<b>Item</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>Commercial net sales quantities:<sup>2</sup></b>						
<b>Commercial net sales values:<sup>2</sup></b>						
<b>Cost of goods sold (excluding internal consumption and transfers to related firms):</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>3</sup> Commonly referred to as the "Byrd Amendment." Please report funds received under this Act for the subject hot-rolled steel (and associated time periods) that are <u>not</u> included in the financial results above: _____ _____ _____ _____						

**PART III.--FINANCIAL INFORMATION--Continued**

III-6b. Operations on hot-rolled steel.--Report the revenue and related cost information requested below on the hot-rolled steel operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of hot-rolled steel. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your six most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee, Auditor (202-205-3186 or justin.jee@usitc.gov), before completing this section of the questionnaire.

<i>(Quantity in short tons, value in \$1,000)</i>						
<b>Item</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>Net sales quantities:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>3</sup> Commonly referred to as the "Byrd Amendment." Please report funds received under this Act for the subject hot-rolled steel (and associated time periods) that are <u>not</u> included in the financial results above: _____						



**PART III.--FINANCIAL INFORMATION--Continued**

III-7. Asset values.--Report the total assets associated with the production, warehousing, and sale of hot-rolled steel produced by your firm. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>						
<b>Value of</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>Assets associated with the production, warehousing, and sale of hot-rolled steel:</b>						
<b>1. Current assets:</b>						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories						
D. Other						
E. Total current assets (lines 1.A. through 1.D.)						
<b>2. Non-current assets:</b>						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Net Book value of property, plant, and equipment						
D. Other						
E. Total non-current assets (lines 2.C. and 2.D.)						
<b>3. Total assets (lines 1.E. and 2.E.)</b>						

III-8. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on hot-rolled steel. Provide data for your six most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>						
<b>Item</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>Capital expenditures</b>						
<b>Research and development expenditures</b>						

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

Further information on this part of the questionnaire can be obtained from Alfred Dennis, Economist (202-205-3316 or alfred.dennis@usitc.gov).

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

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

\_\_\_\_\_

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

**Section IV-A.--PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 1999-December 2004. 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, ASTM 569, or ASTM A1011-CS, not high strength, not pickled and oiled, not temper rolled, 0.090" through 0.171" in nominal or actual thickness, 40" through 60" in width.

**Product 3.**—Hot rolled carbon sheet in coils, commercial quality, SAE 1006-1015, ASTM 569, or ASTM 1011-CS, pickled and oiled, temper rolled, not high strength, 0.090" through 0.171" in nominal or actual thickness, 40" through 60" in width.

**Product 4.**—Hot rolled carbon sheet in coils, commercial quality, SAE 1006-1015, ASTM 569, or ASTM 1011-CS, not pickled and oiled, temper rolled, not high strength, less than 0.090" in nominal or actual thickness, 40" through 84" in width.

**Product 5.**—Hot rolled carbon sheet in coils, high strength low alloy, SAE 1006-1015, ASTM 569, or ASTM 1011 equivalent, not pickled and oiled, not temper rolled, 0.090" through 0.171" in nominal or actual thickness, 40" through 60" in width.

**COPY THE FOLLOWING PAGE AS NECESSARY.** Complete a separate page 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.

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

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

Product 1     
  Product 2     
  Product 3     
  Product 4     
  Product 5

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>1</sup>
<b>1999:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		

<sup>1</sup> Net values (i.e., gross sales values, to include surcharges, less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: \_\_\_\_\_

\_\_\_\_\_

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

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

Please note that the questions in this section refer to the entire period since 1999, unless otherwise specified. If your response to any question differs for different time periods since 1999, please note this in your response (identifying the month/year to which you are referring).

IV-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, 2004, that include a proposed change in price for hot-rolled steel products.

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

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IV-B-3. What are your firm's typical sales terms for its U.S.-produced hot-rolled steel (e.g., 2/10 net 30 days)?

On what basis are your prices of domestic hot-rolled steel usually quoted (e.g., f.o.b. warehouse, or delivered)?

IV-B-4. a) Approximately what share of your firm's sales of its U.S.-produced hot-rolled steel in **2004** were 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)?

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

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

IV-B-4. b) Has the percentage of contract vs. spot sales increased, decreased, or stayed the same since 1999? If the percentage of contract vs. spot sales differed during the period (e.g., increased in 2002 but decreased in 2003), please identify all periods in which the percentage of contract vs. spot sales changed, indicating whether this percentage increased, decreased or stayed the same.

Increased                       Unchanged                       Decreased

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IV-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) What percentage of your long-term contracts is of each of the following durations?

1 year \_\_\_\_\_                      Over 1 year \_\_\_\_\_

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

(c) Since 1999, approximately what percent of your firm's contracts involved requests for price renegotiation? \_\_\_\_\_

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

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

(f) 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 1999 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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**PART IV.--PRICING AND MARKET FACTORS--Continued**

IV-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 \_\_\_\_\_

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

(c) Since 1999, approximately what percent of your firm's contracts involved requests for price renegotiation? \_\_\_\_\_

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

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

(f) 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 1999 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.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

IV-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 your U.S.-produced hot-rolled steel?

Source	Share of 2004 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 1999? If changes in lead times differed during the period (e.g., increased in 2002 but decreased in 2003), please identify all periods in which lead times changed, indicating whether lead times increased, decreased, or stayed the same.

Increased       Unchanged       Decreased

\_\_\_\_\_

\_\_\_\_\_

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

IV-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? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

(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

IV-B-9. a) *Generally*, which of the following major geographic market areas in the United States are served by your firm's hot-rolled steel?

- National (all regions)
- East       Gulf Coast       Great Lakes       West

b) What are the *specific* geographic market areas in the United States served by your firm's hot-rolled steel?

- Mid-Atlantic       Northeast       Rocky Mountains       Southwest
- Midwest       Northwest       Southeast       West Coast
- Other (describe) \_\_\_\_\_

IV-B-10. Describe the three most common end uses and end users of the hot-rolled steel that you manufacture. 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>
_____	_____
_____	_____
_____	_____

End users: \_\_\_\_\_  
\_\_\_\_\_

IV-B-11. Have there been any changes in the end uses of hot-rolled steel since 1999?

- No       Yes--Please describe.

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

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

IV-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.

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IV-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.

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(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?

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IV-B-14. Have there been any changes in the number or types of products that can be substituted for hot-rolled steel since 1999?

- No       Yes--Please explain.

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

IV-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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IV-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 1999? 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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IV-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 1999?

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

IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-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. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-19. Has the availability of hot-rolled steel imported from NONSUBJECT countries changed since 1999?

- No                       Yes--Please explain.

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IV-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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IV-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 1999?

- No                       Yes--Please describe and quantify if possible.

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

IV-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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IV-B-23. (a) How has demand within the United States for hot-rolled steel changed since 1999?

Increased       Unchanged       Decreased

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

What were the principal factors affecting changes in demand?

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(b) How has demand outside the United States, if known, for hot-rolled steel changed since 1999?

Increased       Unchanged       Decreased

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

What were the principal factors affecting changes in demand?

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IV-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.

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

IV-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.

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IV-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 Brazil, Japan, and Russia, and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

IV-B-27. Are your 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 1999, or that are expected to occur in the future. Please include a discussion of safeguard actions enacted between 1999 and 2004.

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IV-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 2004 accounted for by internet sales.

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

IV-B-29. Has your firm refused, declined, or been unable to supply hot-rolled steel since 1999? (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	United States	Brazil	Japan	Russia	Other countries
United States					
Brazil					
Japan					
Russia					

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

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