

**PURCHASERS' 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)). Further information on this questionnaire can be obtained from Alfred Dennis (202-205-3316 or alfred.dennis@usitc.gov.)

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

Address \_\_\_\_\_

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

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

Has your firm purchased hot-rolled steel (as defined in the instruction booklet) from any source (domestic or foreign) since January 1, 1999?

**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 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. Public reporting burden for this questionnaire is estimated to average 20 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 page 6 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 Brazil, Japan and/or Russia into the United States or which are engaged in exporting 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>
_____	_____	_____
_____	_____	_____

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of hot-rolled steel?

No       Yes--List the following information.

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

I-6. In Part 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, facility 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.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART II.--PURCHASES**

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).

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of hot-rolled steel. Report based on delivery date, not order date.

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
<b>PURCHASES OF HOT-ROLLED STEEL PRODUCED IN- -</b>						
<b>UNITED STATES:</b>						
<i>Quantity</i>						
<i>Value</i>						
<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:<sup>1</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<b>TOTAL:</b>						
<i>Quantity</i>						
<i>Value</i>						
<sup>1</sup> Please identify these countries: _____						
_____						

**PART II.--PURCHASES--Continued**

II-2. If the relative shares of your firm's total purchases of hot-rolled steel from different sources (both domestic and foreign) have changed since 1999, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-3. If your firm has purchased hot-rolled steel from only one country, please explain the reasons for doing so.

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II-4. (a) Did your firm purchase hot-rolled steel from Brazil, Japan, and/or Russia before 1999?

No--Skip to (c)                       Yes

(b) If yes, has your pattern of purchasing hot-rolled steel from Brazil, Japan, and Russia changed since 1999?

No, our pattern of purchasing is essentially unchanged.

Yes, we discontinued purchases from  Brazil,  Japan, or  Russia because of the order.

Yes, we reduced purchases from  Brazil,  Japan, or  Russia because of the order.

Yes, but we changed the pattern of purchases from  Brazil,  Japan, or  Russia for reasons other than the order (please explain below).

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**PART II.--PURCHASES--Continued**

II-4. c) Has your pattern of purchasing hot-rolled steel from nonsubject foreign sources changed since 1999 (please check all that apply).

- We did not purchase from nonsubject foreign sources before or after the order.
- No, our pattern of purchasing is essentially unchanged.
- Yes, we increased purchases from nonsubject countries because of the order.
- Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

Please note that the questions in this section refer to the entire period of review (i.e., 1999 to 2004), unless otherwise specified. If your response to any question differs for different time periods within the period of review, please note this in your response (identifying the month/year to which your are referring).

III-1. Which of the following best describes your firm as a purchaser of hot-rolled steel (check all that apply, noting the specific end uses if known)?

- Automotive assembler/supplier (\_\_\_\_\_)
- Transportation (non-automotive) equipment producer (\_\_\_\_\_)
- Machinery and equipment producers (\_\_\_\_\_)
- Construction equipment producer (\_\_\_\_\_)
- Consumer and household goods producer (\_\_\_\_\_)
- Steel products producer (\_\_\_\_\_)
- Processor/service center (\_\_\_\_\_)
- Distributor (\_\_\_\_\_)
- Other (\_\_\_\_\_)

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-2. (a) If your firm is a distributor or reseller of hot-rolled steel, what are the major types of consumers to which you sell hot-rolled steel?

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(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase hot-rolled steel?

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III-3. If your firm is an end user of hot-rolled steel, list in order of quantity of hot-rolled steel consumed, the top 3 products for which your firm purchases hot-rolled steel as a component part or input. Please indicate what percentage of the total cost is accounted for by hot-rolled steel.

<u>Product you produce</u>	<u>Percent of cost accounted for by hot-rolled steel</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

III-4. (a) If your firm is an end user of hot-rolled steel, has the demand for your firm's final products incorporating hot-rolled steel changed since 1999?

Increased       Unchanged       Decreased

(b) Has this had any effect on your firm's demand for hot-rolled steel?

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III-5. Have there been any changes in the end uses of hot-rolled steel since 1999?

No       Yes--Discuss the changes, noting the time period in which they occurred.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-6. Do you anticipate any future changes in the end uses of hot-rolled steel?

- 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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III-7. (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--Please explain.

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III-8. 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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III-9. 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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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-10. (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?  
\_\_\_\_\_  
\_\_\_\_\_

(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?  
\_\_\_\_\_  
\_\_\_\_\_

III-11. 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.

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

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-12. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss hot-rolled steel demand and/or factors affecting hot-rolled steel demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1999 to the present and forecasts of these demand data.

III-13. Have any changes occurred in any factors affecting supply (e.g., safeguard or other trade actions; changes in availability or prices of raw materials, energy (including power outages) 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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III-14. Have any suppliers (U.S. or foreign) refused, declined, or been unable to supply hot-rolled steel since 1999? (Examples include being placed on allocation (or "controlled order entry"), supplier(s) declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)

- No  Yes--Please note and document the time period(s) (i.e., month and year), country of origin, and supplier that refused, declined, or was unable to supply; amount and type of product involved; and the effect on your operations.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-15. Is buying steel that is produced in the United States an important factor in your firm's purchases of hot-rolled steel (please check ALL that apply)?

No

Yes--Purchases of domestic steel are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_\_ percent of all purchases of hot-rolled steel.

Yes--Purchases of domestic steel are not required by law or regulation, but are by your customers. This involves \_\_\_\_\_ percent of all purchases of hot-rolled steel.

Yes--Purchases of domestic steel are required for other reasons (please specify these reasons below). This involves \_\_\_\_\_ percent of all purchases of hot-rolled steel.

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III-16. (a) Is the hot-rolled steel market subject to business cycles or conditions of competition distinctive to hot-rolled steel?

No

Yes--Please explain and provide estimates of the duration of any such cycle.

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(b) Has the emergence of new markets for hot-rolled steel since 1999 affected the business cycles or conditions of competition distinctive to hot-rolled steel?

No

Yes--Please explain any such changes.

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III-17. Who are your major competitors?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-18. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving hot-rolled steel based on the producer of the hot-rolled steel you purchase?

Your firm:  Always  Usually  Sometimes  Never

Your customers:  Always  Usually  Sometimes  Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

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

\_\_\_\_\_

Your customers: \_\_\_\_\_

\_\_\_\_\_

III-19. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving hot-rolled steel based on the country of origin of the hot-rolled steel you purchase?

Your firm:  Always  Usually  Sometimes  Never

Your customers:  Always  Usually  Sometimes  Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

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

\_\_\_\_\_

Your customers: \_\_\_\_\_

\_\_\_\_\_

III-20. (a) How frequently do you make purchases?

Daily  Weekly  Monthly  Quarterly  Annually

Other (specify) \_\_\_\_\_

(b) Do you expect this purchasing pattern to change in the next two years?

No  Yes--How and why do you expect these changes to occur?

\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-21. How many suppliers do you generally contact before making a purchase?

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III-22. Do purchases of hot-rolled steel usually involve negotiations between supplier and purchaser?

No                       Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

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III-23. a) Approximately what share of your firm's purchases of domestic and imported 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)		
	Domestic	Subject imports	Nonsubject imports
Long-term contracts			
Short-term contracts			
Spot sales			
	100%	100%	100%

b) Has the percentage of contract vs. spot purchases 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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c) If your company purchases hot-rolled steel pursuant to long-term contracts to what extent can your company change its purchasing decision based on lower offered prices?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-24. Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No       Yes--Specify the time period.

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III-25. Have you changed suppliers since 1999?

- No       Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

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III-26. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 1999?

- No       Yes--Please identify the firms and indicate how you become aware of them.

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(b) Do you expect new hot-rolled steel suppliers to enter the market in the future?

- No       Yes--Please provide details, noting the specific future time period in your response.

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III-27. a) Do you require your suppliers to become certified or pre-qualified with respect to the quality, chemistry, strength, or other performance characteristics of the hot-rolled steel they sell to your firm?

- No     Yes-- \_\_\_\_ percent of purchases in 2004     Yes--all purchases

b) Do you require your suppliers to have QS, ISO 9000, ASTM or similar certification?

- No     Yes-- list the certification(s) required\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-27 c) Do you require your suppliers to have pre-qualifications other than the certification(s) listed above?

- No       Yes--Please provide a general description of the certification or qualification process.

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d) How long does certification or qualification take? \_\_\_\_\_

III-28. a) Briefly describe any additional factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

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b) Estimate the time it takes to certify or qualify a new supplier: \_\_\_\_\_

III-29. a) Since 1999, have any domestic or foreign producers failed in their attempts to certify or qualify their hot-rolled steel with your firm or have any producers lost their approved status?

- No       Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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b) Since 1999, has any domestic or foreign producer declined either to pursue certification or pre-qualification or to renew such status? If so, please identify the producer(s) and state the reasons for declining.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-30 Indicate in the table below whether you require any of the listed product characteristics in the hot-rolled steel that you purchase and, if so, whether you would consider purchasing hot-rolled steel from the countries listed:

DO YOU REQUIRE (Y or N):		If so, would you purchase from (indicate Y, N, or 0 for "no knowledge"):			
		U.S.	Brazil	Japan	Russia
surface quality (i.e. skin passed)					
tight gauge control					
steel cleanliness					
coil-to-coil and batch-to-batch consistency					
cut-edge					
tight chemistry tolerances (carbon or other elements)					
formability					

III-31. List, in order of importance, the characteristics considered by your firm when determining the quality of a supplier's hot-rolled steel.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

III-32. Please describe any limitations on the uses to which hot-rolled steel from Brazil, Japan, and Russia may be put, even though such products technically satisfy the specifications established for such use.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-33. For the factors listed below, please rate each in terms of its importance in your purchase decision for hot-rolled steel.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Contract with supplier .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Proximity of supplying mill .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Traditional supplier .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-34. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase hot-rolled steel for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

\_\_\_\_\_

III-35. How often does your firm purchase the hot-rolled steel that is offered at the lowest price? If your answer is "sometimes" or "never" please explain why price is not a controlling factor in those situations.

Always

Usually

Sometimes

Never

\_\_\_\_\_

\_\_\_\_\_

III-36. Please list the names of any firms you considered price leaders in the hot-rolled steel market since 1999. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-37. Please describe how the above firm(s) exhibited price leadership.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-38. How frequently does the price of the hot-rolled steel you are purchasing change?

\_\_\_\_\_

\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-39. Does your firm purchase hot-rolled steel over the internet?

- No                       Yes--Please describe, noting the estimated percentage of your firm's total purchases of hot-rolled steel in 2004 accounted for by internet purchases.

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III-40. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. hot-rolled steel industry since 1999 and explain fully, to the extent possible, the factors, including the orders under review, that were responsible for each improvement/change.

(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. hot-rolled steel industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-41. What do you think will be the likely effects of any revocation of the subject countervailing duty order (Brazil), antidumping duty orders (Brazil and Japan), and suspension agreement (Russia) on hot-rolled steel? As appropriate, please discuss any potential effects of revocation of the countervailing duty and antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(2) Entire U.S. market: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT**

IV-1. Please indicate the countries of origin for hot rolled steel for which your firm has actual knowledge of marketing/pricing practices in the United States.

- United States
- Brazil
- Japan
- Russia
- Other countries (Please specify \_\_\_\_\_)

IV-2. Is the hot-rolled steel produced in the United States and in other countries used interchangeably (i.e., can it 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 products which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-3. Do you or your customers ever specifically order hot-rolled steel from one country in particular over other possible sources of supply?

- No             Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why hot-rolled steel from these countries are preferred over products from other countries (please note the specific product in your response).

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IV-4. Are certain grades/types/sizes of hot-rolled steel available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No             Yes--Please identify the source and the grade/type/size.

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IV-5. If you purchased hot-rolled steel from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-6. For the factors listed below, please rate how hot-rolled steel produced in each country you identified in your response to the first question in Part IV compare with hot-rolled steel produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

	compared to		
(specify country)			
	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Contract with supplier .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Low price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Proximity of supplying mill .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Traditional supplier .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Low U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued**

IV-7. (a) How often does domestically produced hot-rolled steel meet minimum quality specifications for your uses or your customers' uses?

- Always
- Usually
- Sometimes
- Rarely or never

(b) How often does imported subject hot-rolled steel meet minimum quality specifications for your uses or your customers' uses?

- Always
- Usually
- Sometimes
- Rarely or never

(c) How often does imported nonsubject hot-rolled steel meet minimum quality specifications for your uses or your customers' uses?

Country \_\_\_\_\_  Always  Usually  Sometimes  Rarely or never

Country \_\_\_\_\_  Always  Usually  Sometimes  Rarely or never

Country \_\_\_\_\_  Always  Usually  Sometimes  Rarely or never

IV-8. Since 1999, has there been a change in the price of hot-rolled steel? If so, has the price of U.S.-produced hot-rolled steel changed more or less than the price of imported hot-rolled steel from Brazil, Japan, and Russia?

- No change in price
- Prices have changed by the same amount
- Price of U.S.-produced hot-rolled steel has **increased** relative to the price of hot-rolled steel from **Brazil**
- Price of U.S.-produced hot-rolled steel has **increased** relative to the price of hot-rolled steel from **Japan**
- Price of U.S.-produced hot-rolled steel has **increased** relative to the price of hot-rolled steel from **Russia**
- Price of U.S.-produced hot-rolled steel has **decreased** relative to the price of hot-rolled steel from **Brazil**
- Price of U.S.-produced hot-rolled steel has **decreased** relative to the price of hot-rolled steel from **Japan**
- Price of U.S.-produced hot-rolled steel has **decreased** relative to the price of hot-rolled steel from **Russia**

**PART V.--SUPPLIER IDENTIFICATION**

Please list the suppliers from which you have purchased hot-rolled steel since 1999 and approximate the percentage of your hot-rolled steel purchases (based on quantity) each accounted for in 2004.

<b>No.</b>	<b>Firm name</b>	<b>Percentage of purchases (based on quantity)</b>
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		