

PRODUCERS' QUESTIONNAIRE

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

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

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

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

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews of the countervailing duty orders on hot-rolled steel from Argentina, India, Indonesia, South Africa, and Thailand (inv. Nos. 701-TA-404-408 (Review)) and its reviews of the antidumping duty orders on hot-rolled steel from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine (inv. Nos. 731-TA-898-908 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

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

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

YES (Read the instruction booklet carefully, complete 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

Email address

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

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

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see 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 countervailing duty orders currently in place for hot-rolled steel from Argentina, India, Indonesia, South Africa, and Thailand and the antidumping duty orders currently in place for hot-rolled steel from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine? Please explain.

	Argentina	China	India	Indonesia	Kazakhstan	Netherlands	Romania	South Africa	Taiwan	Thailand	Ukraine
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 2001, imported hot-rolled steel from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and/or Ukraine into the United States or exported hot-rolled steel from Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and/or Ukraine to the United States?

No Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which have, since 2001, imported hot-rolled steel from countries other than Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine into the United States or exported hot-rolled steel from countries other than Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine 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 2001, 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.

PART II.--TRADE AND RELATED INFORMATION

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

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

Company contact: _____
Name and title

_____ _____
Phone No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials or other reasons including revision of labor agreements (including pension or health care obligations for retirees or current employees); or any other change in the character of your operations or organization relating to the production of hot-rolled steel since 2001?

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

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 2007 and 2008.**

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 orders (Argentina, India, Indonesia, South Africa, and Thailand) and antidumping duty orders (Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine) on hot-rolled steel were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

II-5. Has your firm since 2001 produced, or does your firm anticipate producing in the future, other products (such as cut-to-length plate or alloy hot-rolled steel) or downstream products (such as cold-rolled or coated steel) on the same equipment and machinery and/or using the same production and related workers employed to produce hot-rolled steel?

No

Yes--Please provide the answers to a.- d. below.

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

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

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

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

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

II-6. Please report your firm's capacity and production of the specified products/items for calendar years 2001-2006.

<i>(Quantity in short tons)</i>						
Product/Item	2001	2002	2003	2004	2005	2006
Raw Steel:¹						
Average Production Capacity						
Production						
Cold-Rolled Steel Sheet and Strip:						
Average Production Capacity						
Production						
Coated Steel Sheet and Strip:						
Average Production Capacity						
Production						
Cut-to-Length Plate:						
Average Production Capacity						
Production						
Alloy/Other Nonsubject Hot-Rolled Steel:						
Average Production Capacity						
Production						
¹ If your firm required slab purchases to supplement its raw steel production, please indicate the annual quantities of such purchases for the period 2001-2006. <hr/> <hr/> <hr/>						

II-7. Please report your firm's 2006 steel melting capacity, steel casting capacity, and total hot-rolling capacity (in short tons); identify bottlenecks in your firm's production of hot-rolled steel; and describe your plans and efforts to alleviate any such bottlenecks.

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

II-8a. 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.)

(Quantity in short tons, value in \$1,000)						
Item	2001	2002	2003	2004	2005	2006
AVERAGE PRODUCTION CAPACITY¹ (quantity)						
BEGINNING-OF-PERIOD INVENTORIES (quantity)						
PRODUCTION (quantity)						
U.S. SHIPMENTS:						
Commercial shipments:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
Internal consumption:						
<i>Quantity</i> of internal consumption						
<i>Value²</i> of internal consumption						
Transfers to related firms:						
<i>Quantity</i> of transfers to related firms						
<i>Value²</i> of transfers to related firms						
EXPORT SHIPMENTS:³						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES⁴ (quantity)						
U.S. SHIPMENTS TO DISTRIBUTORS, PROCESSORS, AND SERVICE CENTERS (quantity)						
U.S. SHIPMENTS TO MANUFACTURERS OF TUBULAR PRODUCTS (quantity)						
U.S. SHIPMENTS TO OTHER END USERS (quantity)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (1,000 hours)						
WAGES PAID TO PRWs (value)						
<i>See footnotes on page 11.</i>						

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

II-8b. 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 period. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>	
Item	January-June 2006
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)	
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)	
PRODUCTION (<i>quantity</i>)	
U.S. SHIPMENTS:	
Commercial shipments:	
<i>Quantity</i> of commercial shipments	
<i>Value</i> of commercial shipments	
Internal consumption:	
<i>Quantity</i> of internal consumption	
<i>Value</i> ² of internal consumption	
Transfers to related firms:	
<i>Quantity</i> of transfers to related firms	
<i>Value</i> ² of transfers to related firms	
EXPORT SHIPMENTS: ³	
<i>Quantity</i> of export shipments	
<i>Value</i> of export shipments	
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)	
U.S. SHIPMENTS TO DISTRIBUTORS, PROCESSORS, AND SERVICE CENTERS (<i>quantity</i>)	
U.S. SHIPMENTS TO MANUFACTURERS OF TUBULAR PRODUCTS (<i>quantity</i>)	
U.S. SHIPMENTS TO OTHER END USERS (<i>quantity</i>)	
AVERAGE NUMBER OF PRWs	
HOURS WORKED BY PRWs (<i>1,000 hours</i>)	
WAGES PAID TO PRWs (<i>value</i>)	
<i>See footnotes on page 11.</i>	

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

II-8c. 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 period. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Data for January-June 2007 reported on this page should be submitted to the Commission <i>separately</i> in a supplemental response. These data are due to the Commission by no later than <u>August 3, 2007</u> .	January-June 2007	
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)			
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
PRODUCTION (<i>quantity</i>)			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption:			
<i>Quantity</i> of internal consumption			
<i>Value</i> ² of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> ² of transfers to related firms			
EXPORT SHIPMENTS: ³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)			
U.S. SHIPMENTS TO DISTRIBUTORS, PROCESSORS, AND SERVICE CENTERS (<i>quantity</i>)			
U.S. SHIPMENTS TO MANUFACTURERS OF TUBULAR PRODUCTS (<i>quantity</i>)			
U.S. SHIPMENTS TO OTHER END USERS (<i>quantity</i>)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (<i>1,000 hours</i>)			
WAGES PAID TO PRWs (<i>value</i>)			
<i>See footnotes on page 11.</i>			

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

II-8a-c. --Footnotes continued from pp. 8-10.

¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please provide documentation supporting the reported capacity figures (e.g., independent studies detailing the rated/actual capacity of hot-rolled steel lines). Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

Please indicate the maximum number of days per week that your firm operated each of its facilities (or part of the facility) during each specified period:

Please indicate the maximum number of hours per day that your firm operated each of its facilities (or part of a facility) during each specified period:

Are the capacity data reported for all facilities and all lines?

Yes No--Please explain: _____

Were the facilities or lines for which capacity data are reported idle at any time during the specified periods?

No Yes--Please indicate time period and quantity involved: _____

² Internal consumption and transfers to related firms must be valued at fair market value. In addition, please report the value of such shipments at cost as follows:

Item	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>J-J '06</u>	<u>J-J '07</u>
Internal consumption	_____	_____	_____	_____	_____	_____	_____	_____
Transfers to related firms	_____	_____	_____	_____	_____	_____	_____	_____

³ Identify your principal export markets: _____

⁴ 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-9. If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

Entity	Relationship	Pricing Method	Retain Marketing Rights (Y/N)¹	Use Outside Sources (Y/N)

¹ If your firm markets hot-rolled steel after the product is transferred to the related firm, indicate "Y." If the related firm markets the hot-rolled steel after it is transferred, indicate "N."

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

II-10. Other than direct imports, has your firm otherwise purchased hot-rolled steel since January 1, 2001? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
PURCHASES FROM U.S. IMPORTERS² OF HOT-ROLLED STEEL FROM--						
ARGENTINA:						
<i>Quantity</i>						
<i>Value</i>						
CHINA:						
<i>Quantity</i>						
<i>Value</i>						
INDIA:						
<i>Quantity</i>						
<i>Value</i>						
INDONESIA:						
<i>Quantity</i>						
<i>Value</i>						
KAZAKHSTAN:						
<i>Quantity</i>						
<i>Value</i>						
NETHERLANDS:						
<i>Quantity</i>						
<i>Value</i>						
ROMANIA:						
<i>Quantity</i>						
<i>Value</i>						
SOUTH AFRICA:						
<i>Quantity</i>						
<i>Value</i>						

Continued on following page.

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

II-10.--Continued

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
PURCHASES FROM U.S. IMPORTERS² OF HOT-ROLLED STEEL FROM--Continued						
TAIWAN:						
<i>Quantity</i>						
<i>Value</i>						
THAILAND:						
<i>Quantity</i>						
<i>Value</i>						
UKRAINE:						
<i>Quantity</i>						
<i>Value</i>						
ALL OTHER COUNTRIES:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM DOMESTIC PRODUCERS:²						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM OTHER SOURCES:²						
<i>Quantity</i>						
<i>Value</i>						
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/> <hr/> <hr/>						
² 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/> <hr/>						

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

II-11. Since January 1, 2001, 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-12. Does your firm produce hot-rolled steel in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-13. Since January 1, 2001, has your firm imported hot-rolled steel?

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

II-14. Describe the significance of the existing subject countervailing duty orders (Argentina, India, Indonesia, South Africa, and Thailand) and antidumping duty orders (Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine) on hot-rolled steel in terms of their effect on your firm's production capacity, production, 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-15. 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 orders (Argentina, India, Indonesia, South Africa, and Thailand) and antidumping duty orders (Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine) on hot-rolled steel were to be revoked?

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

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **John Ascienzo** (202-3175 or john.ascienzo@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.).

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

III-5. Other products.--Please list any other products you produced in your hot-rolled mill facilities 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/>

PART III.--FINANCIAL INFORMATION--Continued

III-6. Does the plant receive inputs (raw materials, labor, energy, or any other services) used in the production of hot-rolled steel from any related company?

Yes--Continue to question III-7 below. No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of hot-rolled steel that the plant receives from related parties.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9 below. No--Continue to question III-10 below.

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (Operations on hot-rolled steel); i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No--please contact John Ascienzo at 202-205-3175.

III-10. For each annual and interim period for which financial results are reported in question III-11, please identify below the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs due to restructuring of the plant's hot-rolled steel operations. The above would also include corporate allocations of such charges to the extent that they are included in table III-11.

PART III.--FINANCIAL INFORMATION--Continued

III-11a. 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).¹

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
Commercial net sales quantities:²						
Commercial net sales values:²						
Cost of goods sold (excluding internal consumption and transfers to related firms):						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income or (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ³						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² 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. ³ 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-11b. Operations on hot-rolled steel--Report the revenue and related cost information requested for the specified interim period below on the hot-rolled steel operations (**commercial sales only**) of your U.S. establishment(s).¹

<i>(Quantity in short tons, value in \$1,000)</i>	
Item	January-June 2006
Commercial net sales quantities:²	
Commercial net sales values:²	
Cost of goods sold (excluding internal consumption and transfers to related firms):	
Raw materials	
Direct labor	
Other factory costs	
Total cost of goods sold	
Gross profit or (loss)	
Selling, general, and administrative (SG&A) expenses:	
Selling expenses	
General and administrative expenses	
Total SG&A expenses	
Operating income or (loss)	
Other income and expenses:	
Interest expense	
All other expense items	
Continued Dumping and Subsidy Offset Act funds received ³	
All other income items	
All other income or expenses, net	
Net income or (loss) before income taxes	
Depreciation/amortization included above	

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² 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.

³ 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 not included in the financial results above: _____

PART III.--FINANCIAL INFORMATION--Continued

III-11c. Operations on hot-rolled steel.--Report the revenue and related cost information requested for the specified interim period below on the hot-rolled steel operations (**commercial sales only**) of your U.S. establishment(s).¹

<i>(Quantity in short tons, value in \$1,000)</i>			
Item		January-June 2007	
Commercial net sales quantities: ²	Data for January-June 2007 reported on this page should be submitted to the Commission <u>separately</u> in a supplemental response. These data are due to the Commission by no later than <u>August 3, 2007</u> .		
Commercial net sales values: ²			
Cost of goods sold (excluding internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
Continued Dumping and Subsidy Offset Act funds received ³			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² 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. ³ 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-11d. 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).¹ 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 John Ascienzo, Auditor (202-205-3175 or john.ascienzo@usitc.gov), before completing this section of the questionnaire. *If there are no differences between the hot-rolled steel sold commercially and the hot-rolled steel internally consumed or transferred to related parties, the fair market value of the per-unit sales values of the internally consumed or transferred hot-rolled steel should be estimated to be the same as the per-unit sales value of the commercially sold hot-rolled steel. If there are indeed differences (such as product mix, physical, or quality differences) between the hot-rolled steel sold commercially and the hot-rolled steel either internally consumed or transferred, please attach a schedule explaining and quantifying these differences. Also, the per-unit sales values of this internally consumed or transferred hot-rolled steel may be adjusted to compensate for the differences. SG&A expenses should be allocated to these combined commercial and transfer sales proportionally, i.e., using the same per-unit expenses for transfers as for commercial sales (for questions III-11d-11f).*

(Quantity in short tons, value in \$1,000)						
Item	2001	2002	2003	2004	2005	2006
Net sales quantities:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (including internal consumption and transfers to related firms):						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income or (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² 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. ³ 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-11e. 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).¹ 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 the specified interim period.

(Quantity in short tons, value in \$1,000)	
Item	January-June 2006
Net sales quantities:²	
Commercial sales	
Internal consumption	
Transfers to related firms	
Total net sales quantities	
Net sales values:²	
Commercial sales	
Internal consumption	
Transfers to related firms	
Total net sales values	
Cost of goods sold (including internal consumption and transfers to related firms):	
Raw materials	
Direct labor	
Other factory costs	
Total cost of goods sold	
Gross profit or (loss)	
Selling, general, and administrative (SG&A) expenses:	
Selling expenses	
General and administrative expenses	
Total SG&A expenses	
Operating income or (loss)	
Other income and expenses:	
Interest expense	
All other expense items	
Continued Dumping and Subsidy Offset Act funds received ³	
All other income items	
All other income or expenses, net	
Net income or (loss) before income taxes	
Depreciation/amortization included above	
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² 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. ³ 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-11f. 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).¹ 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 the specified interim period.

(Quantity in short tons, value in \$1,000)		
Item		January-June 2007
Net sales quantities:²		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
Net sales values:²		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
Cost of goods sold (including internal consumption and transfers to related firms):		
Raw materials		
Direct labor		
Other factory costs		
Total cost of goods sold		
Gross profit or (loss)		
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income or (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received ³		
All other income items		
All other income or expenses, net		
Net income or (loss) before income taxes		
Depreciation/amortization included above		

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

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² 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.
³ 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 not included in the financial results above:

PART III.--FINANCIAL INFORMATION--Continued

III-11 g. 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).¹ Do not report resales of hot-rolled steel. For purposes of this table, **internal consumption and transfers to related firms are to be valued at your actual cost**, as are purchases from related firms. Provide data for your six most recently completed fiscal years in chronological order from left to right.

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
Net sales quantities:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (including internal consumption and transfers to related firms):						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income or (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² 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. ³ 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-1 h. 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).¹ Do not report resales of hot-rolled steel. For purposes of this table, **internal consumption and transfers to related firms are to be valued at your actual cost**, as are purchases from related firms. Provide data for the specified interim period.

(Quantity in short tons, value in \$1,000)	
Item	January-June 2006
Net sales quantities:²	
Commercial sales	
Internal consumption	
Transfers to related firms	
Total net sales quantities	
Net sales values:²	
Commercial sales	
Internal consumption	
Transfers to related firms	
Total net sales values	
Cost of goods sold (including internal consumption and transfers to related firms):	
Raw materials	
Direct labor	
Other factory costs	
Total cost of goods sold	
Gross profit or (loss)	
Selling, general, and administrative (SG&A) expenses:	
Selling expenses	
General and administrative expenses	
Total SG&A expenses	
Operating income or (loss)	
Other income and expenses:	
Interest expense	
All other expense items	
Continued Dumping and Subsidy Offset Act funds received ³	
All other income items	
All other income or expenses, net	
Net income or (loss) before income taxes	
Depreciation/amortization included above	
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² 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. ³ 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-1 i. 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).¹ Do not report resales of hot-rolled steel. For purposes of this table, **internal consumption and transfers to related firms are to be valued at your actual cost**, as are purchases from related firms. Provide data for the specified interim period.

<i>(Quantity in short tons, value in \$1,000)</i>		
Item		January-June 2007
Net sales quantities:²		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
Net sales values:²		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
Cost of goods sold (including internal consumption and transfers to related firms):		
Raw materials		
Direct labor		
Other factory costs		
Total cost of goods sold		
Gross profit or (loss)		
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income or (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received ³		
All other income items		
All other income or expenses, net		
Net income or (loss) before income taxes		
Depreciation/amortization included above		

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

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² 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.
³ 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 not included in the financial results above:

PART III.--FINANCIAL INFORMATION--Continued

III-12. 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>						
Value of	2001	2002	2003	2004	2005	2006
Assets associated with the production, warehousing, and sale of hot-rolled steel:						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories						
D. Other						
E. Total current assets (lines 1.A. through 1.D.)						
2. Non-current assets:						
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.)						
3. Total assets (lines 1.E. and 2.E.)						

PART III.--FINANCIAL INFORMATION--Continued

III-13. 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 and for the specified interim periods.

<i>(Value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
Capital expenditures						
Research and development expenditures						

<i>(Value in \$1,000)</i>	
Item	January-June 2006
Capital expenditures	
Research and development expenditures	

<i>(Value in \$1,000)</i>		
Item	Data for January-June 2007 reported in this table should be submitted to the Commission <i>separately</i> in a supplemental response. These data are due to the Commission by no later than <u>August 3, 2007</u> .	January-June 2007
Capital expenditures		
Research and development expenditures		

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Nancy Bryan (202-205-2088).

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 2001-June 2007 (Data for January 2001-March 2007 are due to the Commission no later than May 23, 2007. Data for April 2007-June 2007 are due to the Commission no later than August 3, 2007):

Product 1.—Hot-rolled carbon steel plate in coils, as-rolled (unprocessed), not pickled or temper-rolled, not high strength, produced to AISI-1006-1025 grade (including, but not limited to, ASTM A36), 0.187" through 0.625" in nominal or actual thickness, 40" through 72" in width.

Product 2.—Hot-rolled carbon sheet in coils, commercial quality, SAE 1006-1015 or ASTM A1011 equivalent, not high-strength, not pickled and oiled, not temper-rolled, 0.090" through 0.171" in nominal or actual thickness, 40" to 72" in width.

Product 3.—Hot-rolled carbon steel sheet in coils, commercial quality SAE 1006-1015 or ASTM A1011 equivalent, pickled and oiled, temper-rolled, not high strength, 0.090" through 0.171" in nominal or actual thickness, 40" to 72" in width.

Product 4.—Hot-rolled carbon steel plate in coils, as-rolled (unprocessed), not pickled or temper-rolled, in high strength low alloy qualities according to SAE J 1392, ASTM A-572/656/1011, 0.187" through 0.625" in nominal or actual thickness 40" through 72" in width.

Please report separately for your firm's sales of your U.S.-produced hot rolled steel products to unrelated service centers and to unrelated pipe and tube producers. Total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates).

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

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

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

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

Product 1 Product 2 Product 3 Product 4

<i>(Quantity in short tons, Fob value in dollars)</i>				
	SALES TO DISTRIBUTORS, PROCESSORS, AND SERVICE CENTERS		SALES TO MANUFACTURERS OF TUBULAR PRODUCTS	
	Quantity	F.o.b. value	Quantity	F.o.b. value
Period of shipment				
2001:				
<i>Jan.-Mar.</i>				
<i>Apr.-June</i>				
<i>July-Sept.</i>				
<i>Oct.-Dec.</i>				
2002:				
<i>Jan.-Mar.</i>				
<i>Apr.-June</i>				
<i>July-Sept.</i>				
<i>Oct.-Dec.</i>				
2003:				
<i>Jan.-Mar.</i>				
<i>Apr.-June</i>				
<i>July-Sept.</i>				
<i>Oct.-Dec.</i>				
2004:				
<i>Jan.-Mar.</i>				
<i>Apr.-June</i>				
<i>July-Sept.</i>				
<i>Oct.-Dec.</i>				
2005:				
<i>Jan.-Mar.</i>				
<i>Apr.-June</i>				
<i>July-Sept.</i>				
<i>Oct.-Dec.</i>				
Continued on next page.				

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

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

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

Product 1 Product 2 Product 3 Product 4

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

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. a) Please describe how your firm determines the prices 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.

b) Please describe any announced price changes since December 31, 2006, providing when the announcement was made, its effective date, and the amount of the increase or decrease.

c) Please describe what effect, if any, offers of subject imported steel have had on the price that your firm charges for sales of hot-rolled steel.

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

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 2006 were on a (1) long-term contract basis (multiple deliveries for 12 months or more), (2) short-term contract basis (multiple deliveries up to and not including 12 months), and (3) spot sales basis (for a single delivery)?

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

Section 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 2001?

- Increased
- Unchanged
- Decreased

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) Can prices be renegotiated during the contract period? _____

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

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

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

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

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

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

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

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

(i) Does the contract have a meet-or-release provision? _____

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

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 _____ up to and not including 12 months _____

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

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

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

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

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

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

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

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

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

(j) Does the contract have a meet-or-release provision? _____

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

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

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 2006 sales	Lead time
From inventory		
Produced to order		
Total	100%	

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

- Increased
 Unchanged
 Decreased

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

- Northeast
 Midwest
 Southeast
- Central Southwest
 Mountains
 Pacific Coast
- Other (non-contiguous U.S.) – describe: _____

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: _____

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

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

- No Yes--Please describe.

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.

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.

(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?

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

IV-B-14. Have there been any changes in the number or types of products that can be substituted for hot-rolled steel since 2001?

- No Yes--Please explain.

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.

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 2001? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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 2001?

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

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.

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

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

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.

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 2001?

No Yes--Please describe and quantify if possible.

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.

IV-B-23. (a) How has demand within the United States for hot-rolled steel changed since 2001?

- Increased
- Unchanged
- Decreased
- Other (describe) _____

What were the principal factors affecting changes in demand?

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

- Increased
- Unchanged
- Decreased
- Other (describe) _____

What were the principal factors affecting changes in demand?

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.

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.

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 Argentina, China, India, Indonesia, Kazakhstan, Netherlands, Romania, South Africa, Taiwan, Thailand, and Ukraine, and (3) the world as a whole. Of particular interest is such data from 2001 to the present and forecasts for the future.

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 2001, or that are expected to occur in the future. Please include a discussion of safeguard actions enacted between 2001 and 2006.

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 2006 accounted for by internet sales.

IV-B-29. Has your firm refused, declined, or been unable to supply hot-rolled steel since 2001? (Examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.)

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

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.¹

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

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

IV-B-31. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between hot-rolled steel produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "O" to indicate *no familiarity* with products from a specified country-pair.¹

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

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of hot-rolled steel, identify the country-pair and report the advantages or disadvantages imparted by the such factors:
