FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE

CORROSION-RESISTANT CARBON STEEL FLAT PRODUCTS FROM GERMANY AND KOREA

This questionnaire must be received by the Commission by no later than AUGUST 15, 2012

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews of the countervailing duty order on corrosion-resistant carbon steel flat products from Korea and the antidumping duty orders on corrosion-resistant carbon steel flat products from Germany and Korea (Inv. Nos. 701-TA-350 and 731-TA-616 and 618 (Third Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

Name of fir Address	m
World Wid	e Web address
•	n produced or exported corrosion-resistant carbon steel flat products ("corrosion-resistant steel") (as e instruction booklet) at any time since January 1, 2006?
□ NO □ YES	(Sign the certification below and promptly return only this page of the questionnaire to the Commission) (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

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

PART I.--GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. <u>**OMB statistics.-**</u>-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. <u>**OMB feedback.--**</u>We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.
- I-2. **Establishments covered.--**Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. <u>U.S. importers</u>.--Please provide the names, contacts, e-mail addresses, and telephone numbers of the <u>FIVE</u> largest U.S. importers of your firm's corrosion-resistant steel since 2006.

No.	Importer's name	Contact person	E-mail address	Area code and telephone number	Share of your 2011 exports (%)
1					
2					
3					
4					
5					

Foreign Producers'/Exporters' Questionnaire - CORROSION-RESISTANT STEEL

PART I.--GENERAL INFORMATION

I-4. <u>U.S. production</u>.--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce corrosion-resistant steel in the United States or other countries?

Yes--Please name the firm(s), country(ies), and nature of affiliation below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Mary Messer <u>mary.messer@usitc.gov</u>) for copies of that questionnaire).

Firm name	Country	Nature of affiliation

- I-5. <u>U.S. importation</u>.--Does your firm or any related firm import or have any plans to import corrosion-resistant steel into the United States?
 - No

No

Yes--Please name the firm(s) and nature of affiliation below and ensure that they complete the Commission's importer questionnaire (contact Mary Messer (<u>mary.messer@usitc.gov</u>) for copies of that questionnaire).

Firm name	Nature of affiliation

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

Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

Foreign Producers'/Exporters' Questionnaire – CORROSION-RESISTANT STEEL

PART II.--TRADE AND RELATED INFORMATION

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

II-1. Contact information.--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	
Fax	

II-2. Changes in operations.--Please indicate whether your firm has experienced any of the following changes in relation to the production of corrosion-resistant steel since January 1, 2006.

(che	ck as many as appropriate)	(please supply details as to the time, nature, and significance of any such changes)
	plant openings	
	plant closings	
	relocations	
	expansions	
	acquisitions	
	consolidations	
	prolonged shutdowns or production curtailments	
	revised labor agreements	
	other (<i>e.g.</i> , technology)	

Business Proprietary

Foreign Producers'/Exporters' Questionnaire - CORROSION-RESISTANT STEEL

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PART II.--TRADE AND RELATED INFORMATION

II-3. <u>Anticipated changes in operations</u>.--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of corrosion-resistant steel in the future?

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 corrosion-resistant steel (in short tons) for **2012**, **2013**, and **2014**.

Anticipated change	Facility name and location	Anticipated date of completion	Capacity to be added ("+") or reduced ("-") (<i>Quantity</i> in short tons)	Reason(s) for anticipated change

No

Foreign Producers'/Exporters' Questionnaire - CORROSION-RESISTANT STEEL

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PART II.--TRADE AND RELATED INFORMATION

II-4. <u>Anticipated changes in operations in the event the orders are revoked</u>.--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of corrosion-resistant steel in the future if the countervailing duty order on corrosion-resistant steel from Korea and the antidumping duty orders on corrosion-resistant steel from Germany and Korea 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*. Include in your response a specific projection of your firm's capacity to produce corrosion-resistant steel (in short tons) for 2012, 2013, and 2014.

Anticipated change	Facility name and location	Anticipated date of completion	Capacity to be added ("+") or reduced ("-") (<i>Quantity</i> in short tons)	Reason(s) for anticipated change

Foreign Producers'/Exporters' Questionnaire – CORROSION-RESISTANT STEEL

PART II.--TRADE AND RELATED INFORMATION

- II-5. **Same equipment, machinery, and workers.**--Has your firm since 2006 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of corrosion-resistant steel?
 - No—Complete lines 1-5 and 9 in the tabulation below.
 Yes--List the following information and report your firm's combined production capacity and production of these products and corrosionresistant steel in the periods indicated.

Product	Period	Basis for allocation of capacity data
Corrosion-resistant steel		

(Q <i>uantity</i> in short tons)								
	Calendar year						January-June	
Item	2006	2007	2008	2009	2010	2011	2011	2012
Overall plant capacity								
Production of subject corrosion- resistant steel: Subject electrolytic galvanized corrosion-resistant steel ¹								
Subject hot-dip galvanize corrosion resistant steel (including galvannealed)								
Other subject corrosion-resistant steel (e.g., aluminized, zinc aluminum, electrolytic coatings other than zinc) (specify)								
Subtotal , production of subject corrosion-resistant steel (see footnote 2)								
Production of nonsubject corrosion-resistant steel: Specifically excluded corrosion- resistant steel (see Instruction Booklet)								
Other nonsubject alloy and stainless steel corrosion-resistant steel (specify)								
Subtotal, production of nonsubject corrosion- resistant steel								
Total, production of corrosion- resistant steel								
¹ Please indicate for all time periods coated with an organic Granocoat ZE ² Data reported for production of sub	coating.	_	-		-	-		

PART II.--TRADE AND RELATED INFORMATION

	capacity.
and other pr	<u>shifting</u> Is your firm able to switch production between corrosion-resistant solucts in response to a relative change in the price of corrosion-resistant steel of other products, using the same equipment and/or labor?
🗌 No	YesPlease identify the other products, the approximate time and cos involved in switching, and the minimum relative price change r for your firm to switch production to or from corrosion-resistan

_____ Percent

Business Proprietary

Foreign Producers'/Exporters' Questionnaire - CORROSION-RESISTANT STEEL

PART II.--<u>TRADE AND RELATED INFORMATION</u>

II-9. <u>Inventories in the United States</u>.--Has your firm, since 2006, maintained any inventories of corrosion-resistant steel in the United States (not including inventories held by firms identified in question I-3)?

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

(Quantity in short tons)								
	Calendar year							ry-June
Item	2006	2007	2008	2009	2010	2011	2011	2012
Inventory								

II-10. Barriers.--

- (a) Are your firm's exports of corrosion-resistant steel subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?
 - No Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

Product	Country	Year imposed	Barrier (if tariff, give rate)

(b) Are your firm's exports of corrosion-resistant steel subject to current proceedings in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No Yes--List the products(s), country(ies), and type of proceeding.

Product	Country	Type of proceeding
	<u> </u>	
	<u> </u>	

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PART II.--TRADE AND RELATED INFORMATION

II-11. <u>Other export markets</u>.--Identify export markets (other than the United States) that you have developed or where you have increased your sales of corrosion-resistant steel since 2006. Please identify and discuss below.

II-12. Significance of antidumping and countervailing duty orders.--Describe the significance of the existing countervailing duty order on corrosion-resistant steel from Korea and the antidumping duty orders on corrosion-resistant steel from Germany and Korea in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

<u>Anticipated changes if orders revoked</u> Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other								
countervail	inventories relating to the production of corrosion-resistant steel in the future if the ing duty order on corrosion-resistant steel from Korea and the antidumping duty prosion-resistant steel from Germany and Korea 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 o business plans or other supporting documentation for any trends or projections you may provide.							

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PART II.--TRADE AND RELATED INFORMATION

II-14a. <u>Trade data (GERMANY)</u>.-- Report production capacity, production, shipments, and inventories of corrosion-resistant steel produced by your firm in Germany during the specified periods. (See definitions in the instruction booklet.)

GERMANY

		Calendar year						
Item	2006	2007	2008	2009	2010	2011	2011	y-June 2012
Average production capacity ¹ (A)								
Beginning-of-period inventories (B)								
Production ² (C)								
Home market shipments: ³ Internal consumption/transfers <i>quantity</i> (D)								
Commercial shipments: quantity (E)								
value (F)								
Export shipments: to the United States: ⁴ quantity (G)								
value (H)								
to the European Union: ⁵ <i>quantity</i> (I)								
value (J)								
to Asia: ⁶ <i>quantity</i> (K)								
value (L)								
to all other markets: ⁷ quantity (M)								
value (N)								
otal exports (quantity) (O)								
Total shipments (quantity) (P)								
End-of-period inventories (Q)								
¹ The production capacity (see defini weeks per year. Please describe reported capacity.							hours per plain any ch	
² Please estimate the percentage of production in 2011: percent ³ Are the home market shipments re	ported in li	nes D, E, a				-		
hat subsequently resell the product in e I No I Yes–Please identify the com each time period requested above.			sold to su	ch compan	ies, and th	e intended	export mar	ket for
⁴ Please estimate the percentage of for by your firm's exports in 2011: ⁵ Identify your principal <i>European Un</i> ⁶ Identify your principal <i>Asian</i> export	_ percent nion expor			es of corros	ion-resista	nt steel in (Germany a	ccounted

⁶ Identify your principal Asian export markets: _
 ⁷ Identify your principal other export markets: _

Foreign Producers'/Exporters' Questionnaire - CORROSION-RESISTANT STEEL

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PART II.--TRADE AND RELATED INFORMATION

II-14b. Trade data (KOREA) .-- Report production capacity, production, shipments, and inventories of corrosion-resistant steel produced by your firm in Korea during the specified periods. (See definitions in the instruction booklet.)

KOREA

Qua	Calendar year January-June							
ltem	2006	2007	2008	2009	2010	2011	2011	2012
Average production capacity ¹ (A)								
Beginning-of-period inventories (B)								
Production ² (C)								
Home market shipments: ³ Internal consumption/transfers: <i>quantity</i> (D)								
Commercial shipments: <i>quantity</i> (E)								
value (F)								
Export shipments: to the United States: ⁴ <i>quantity</i> (G)								
value (H)								
to the European Union: ⁵ <i>quantity</i> (I)								
value (J)								
to Asia: ⁶ <i>quantity</i> (K)								
value (L)								
to all other markets: ⁷ quantity (M)								
value (N)								
Total exports (quantity) (O)								
Total shipments (<i>quantity</i>) (P)								
End-of-period inventories (Q)								
¹ The production capacity (see definit weeks per year. Please describe eported capacity.								
² Diagon estimate the research (totol !	vetion -f		internet - t-			al f a a le con	
² Please estimate the percentage of production in 2011: percent ³ Are the home market shipments replicate the product in e market subsequently resell the product in e No Yes-Please identify the compleach time period requested above.	ported in li xport mark	nes D, E, a kets?	ind F abov	e made to	companies	(such as t	rading com	panies)
⁴ Please estimate the percentage of for by your firm's exports in 2011: ⁵ Identify your principal <i>European Ur</i> ⁶ Identify your principal <i>Asian</i> export	_ percent nion export							

⁶ Identify your principal Asian export markets:

⁷ Identify your principal *other* export markets:

PART II.--TRADE AND RELATED INFORMATION

II-15. Reconciliation of trade data.—

(a) The quantities reported in question II-14 should reconcile as follows in each period (*i.e.*, in each column):

```
      Reconciliation

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

(b) Further, the quantities reported for end-of-period inventories should equal the beginningof-period inventories reported in the subsequent calendar year (*i.e.*, line Q of year 2006 should equal line B of year 2007). Do these data reconcile for each adjacent calendar year?

NoPlease explain:
NoPlease explain:

Foreign Producers'/Exporters' Questionnaire – CORROSION-RESISTANT STEEL Page 14

PART III.--MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Samantha Day (202-205-2088, Samantha.Day@usitc.gov).

III-1. <u>Contact information</u>.-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Financing.--** Does your firm offer financing to customers located in the United States?

🗌 No	Yes—Please describe.

III-3. <u>Contract versus spot</u>.--Approximately what share of your firm's sales of corrosion-resistant steel to U.S. customers in 2011 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

		are of 2011 sales	
Type of sale	Automotive end users	Construction end users	Other:
Long-term contracts (multiple deliveries for more than 12 months)	%	%	%
Short-term contracts (multiple deliveries up to and including 12 months)	%	%	%
Spot sales (for a single delivery)	%	% %	%
Total	100 %	. 100 %	100 %

III-4. <u>Contract length</u>.-- Please specify the share of your firm's 2011 sales that fall within each specified category.

	Conti				
0 to 3 months	4 to 6 months	7 to 12 months	Longer than one year	Non-contract sales	Total
%	%	%	%	%	100 %

PART III.--<u>MARKET FACTORS</u>

III-5. <u>Contract provisions</u>.-- Please fill out the table with respect to provisions of your typical sales contracts with U.S. customers for corrosion-resistant steel (or check "not applicable" if your firm does not sell on a long term and/or short term contract basis).

Typical sales contract provisions	ltem	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	Number of days		
Price renegotiation (during the	Yes		
contract period)	No		
	Quantity		
Fixed quantity and/or price	Price		
	Both		
Maat or release provision	Yes		
Meet or release provision	No		
Not applicable			

- III-6. **Surcharges.**-- If you sell corrosion-resistant steel on a long-term contract basis, were there any provisions for price changes or surcharges during the pendency of the contract?
 - No
 ☐ Yes-- Please identify the indices used to determine the amounts of the surcharge or price change, the amounts of the surcharge or price change, the period of time during which it was effective, and the reason for the surcharge or price increase.
- III-7. **Lead times.--**What is the average lead time for corrosion-resistant steel to U.S. customers between a customer's order and the date of delivery for your firm's sales of corrosion-resistant steel?

Source	Share of 2011 sales	Lead time (days)
From inventory	%	
Produced to order	%	
Total	100 %	

Foreign Producers'/Exporters' Questionnaire – CORROSION-RESISTANT STEEL

PART III.--MARKET FACTORS

III-8.	<u>Just-ii</u>	<u>n-time inventory</u>. Does your firm offer just-in-time or similar inventory services for corrosion-resistant steel customers located in the United States?
		No Yes—Please describe.
III-9.	<u>Raw n</u> (a)	naterials To what extent have changes in the prices of raw materials affected your firm's selling prices for corrosion-resistant steel since 2006?
	(b)	Do you anticipate changes in your raw material costs in the foreseeable future? No YesPlease explain and identify the time period(s) and factor(s) involved.
III-10.	supply produc produc resista	<u>ges in factors affecting supply</u> Have any changes occurred in any other factors affecting (e.g., changes in availability or prices of energy or labor; transportation conditions; etion capacity and/or methods of production; technology; export markets; or alternative etion opportunities) that affected the availability of German or Korean-produced corrosion- nt steel in the U.S. market since 2006?
	No	Yes Please describe.

PART III.--MARKET FACTORS

III-11. Availability of SUBJECT import supply.--

- (a) Do you anticipate any changes in terms of the availability of German or Korean-produced corrosion-resistant steel in the U.S. market in the future?
 - Increase No change
- Decrease
- (b) If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices.
- III-12. <u>Product shifting</u>.--Describe how easily your firm can shift its sales of corrosion-resistant steel between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting corrosion-resistant steel between the U.S. and alternative country markets within a 12-month period.

III-13. **Product range.--**Is the product range, product mix, or marketing of corrosion-resistant steel in your home market different from that of corrosion-resistant steel for export to the United States or to third-country markets?

No Y

Yes—Please explain.

III-14. <u>Product changes.</u>--Have there been any significant changes in the product range, product mix, or marketing of corrosion-resistant steel in your home market, for export to the United States, or for export to third-country markets since 2006? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since 2006			
Anticipated changes			

PART III.--MARKET FACTORS

III-15. <u>Substitutes</u>.— Can other products be substituted for corrosion-resistant steel?

 \Box No \Box Yes--Please fill out the table.

		End use in which this	sul	Have changes in the prices of this substitute affected the price for corrosion resistant steel?		
	Substitute	substitute is used	No	Yes	Explanation	
1.						
2.						
3.						

III-16. <u>Changes in substitutes</u>.-- Have there been any changes in the number or types of products that can be substituted for corrosion-resistant steel since 2006? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2006			
Anticipated changes			

III-17. **Interchangeability.--**Is the corrosion-resistant steel produced by your firm and sold in its home market interchangeable (*i.e.*, can be used in the same applications) with your firm's corrosion-resistant steel sold to the United States and/or to third-country markets?

	Yes
--	-----

No--Identify the market(s) and any differences in the products.

III-18. <u>End uses</u>.--Describe the end uses of the corrosion-resistant steel that you manufacture and sell to your home market. If these end uses differ from those of the corrosion-resistant steel you sell to the U.S. market or to third-country markets, explain.

PART III.--<u>MARKET FACTORS</u>

III-19. <u>Changes in end uses</u>.-- Have there been any changes in the end uses of corrosion-resistant steel since 2006? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since 2006			
Anticipated changes			

III-20. <u>Demand trends</u>.--<u>Indicate how demand in the following markets for corrosion-resistant steel has changed since January 1, 2006, and how you anticipate demand will change in the future (through 2014). Describe the principal factors that have affected, and that you anticipate will affect, these changes in demand. Please also provide reasons why you think these factors will affect demand in the future.</u>

Market	Increase	No change	Decrease	Fluctuate	Factors/Reasons
			Dema	nd since 20	06
Your home market					
United States					
Other markets					
			Anticipat	ed future de	emand
Your home market					
United States					
Other markets					

III-21. <u>Price differences</u>.--Please compare market prices of corrosion-resistant steel in your home market, the United States, and third-country markets. Provide specific information as to time periods and regions for any price comparison

PART III.--MARKET FACTORS

III-22.	Description of home market Describe briefly your home market for corrosion-resistant steel, including the number of, and competition between, producers.
III-23.	<u>Import competition</u> Do you face competition from imports of corrosion-resistant steel in your home market?
	No YesPlease identify the country sources of any imports of corrosion-resistant steel into your home market.

III-24. <u>Market studies and business plans</u>.--Please provide as a separate attachment to this request any business plans or internal documents from your firm, and studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss corrosion-resistant 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 Germany and Korea, and (3) the world as a whole. Of particular interest is such data from 2006 to the present and forecasts for the future.