

PRODUCERS' QUESTIONNAIRE
CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM BRAZIL, CANADA,
INDONESIA, MEXICO, MOLDOVA, TRINIDAD AND TOBAGO, 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 February 4, 2008

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews of countervailing duty and antidumping duty orders concerning carbon and certain alloy steel wire rod from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine (inv. Nos. 701-TA-417 and 731-TA-953-954, 957-959, 961 and 962 (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 certain steel wire rod (as defined in the instruction booklet) at any time since January 1, 2002?

- 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 40 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 pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3a. Do you support or oppose continuation of the antidumping and countervailing duty orders currently in place for wire rod from Brazil? Please explain.

Support Oppose Take no position

I-3b. Do you support or oppose continuation of the antidumping duty order currently in place for wire rod from Canada? Please explain.

Support Oppose Take no position

PART I.--GENERAL QUESTIONS--Continued

I-3c. Do you support or oppose continuation of the antidumping duty order currently in place for wire rod from Indonesia? Please explain.

Support Oppose Take no position

I-3d. Do you support or oppose continuation of the antidumping duty order currently in place for wire rod from Mexico? Please explain.

Support Oppose Take no position

I-3e. Do you support or oppose continuation of the antidumping duty order currently in place for wire rod from Moldova? Please explain.

Support Oppose Take no position

I-3f. Do you support or oppose continuation of the antidumping duty order currently in place for wire rod from Trinidad and Tobago? Please explain.

Support Oppose Take no position

I-3g. Do you support or oppose continuation of the antidumping duty order currently in place for wire rod from Ukraine? Please explain.

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 are engaged in importing wire rod from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine into the United States or which are engaged in exporting wire rod from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and 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 are engaged in importing wire rod from countries other than Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine into the United States or which are engaged in exporting wire rod from countries other than Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, 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 are engaged in the production of wire rod?

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 wire rod?

- 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 Olympia Hand (202-205-3182 or olympia.hand@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-2a. Has your firm experienced any change in the character of its operations or organization relating to the production of wire rod since January 1, 2002?

- Plant openings
- Relocations
- Expansions
- Acquisitions
- Consolidations
- Closures
- Prolonged shutdowns¹
- Other (please explain)
- Revised labor agreements²
- Relief from pension obligation by the PBGC (Pension Benefit Guarantee Corporation)

¹ Reasons include strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization.

² Changes in wages, benefits, or work rules; or any other change in labor agreements.

Please supply details as to the time, nature, and significance of any such changes, and provide underlying assumptions, together with relevant portions of business plans, public corporate filings or other internal documentation, that address this issue in the space below.

PART II--TRADE AND RELATED INFORMATION--Continued

II-b. Has your firm added capacity to produce wire rod, announced plans to add wire rod capacity, or made other wire rod-specific investments to improve your operations since 2002?

- No Yes--Provide any analyses or projections prepared in connection with your investment plans that relate to the market for wire rod in the United States or that project ROI levels for the investments.
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II-2c. If since January 1, 2002, your firm has shifted production from industrial quality wire rod (see definition booklet products (1) low and medium-low carbon industrial and standard quality rods and (2) high and medium high carbon industrial and standard quality rods) to higher quality or more specialized wire rod or vice versa, please explain (such shifts may have resulted from company decisions made prior to 2002):

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of wire rod 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 wire rod (in short tons) for 2008 and 2009.**
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For question II-4, if your response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of wire rod in the future if the countervailing duty and antidumping duty orders on wire rod from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine were to be revoked?

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

II-5. Has your firm since 2002 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of wire rod and/or using the same production and related workers employed to produce wire rod?

No Yes--List the following information and report your firm's combined production capacity and production of these products and wire rod in the periods indicated.

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

<i>(Quantity in short tons)</i>						
Item	2002	2003	2004	2005	2006	2007
AVERAGE PRODUCTION CAPACITY						
PRODUCTION						

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

II-7. Is your firm able to switch production between wire rod and other products in response to a relative change in the price of wire rod vis-a-vis the price of other products, using the same equipment and labor?

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

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 wire rod in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2002	2003	2004	2005	2006	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 (<i>quantity</i>)						
U.S. SHIPMENTS TO 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>)						

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

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions for internal accounting (reporting) purposes, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2002-07 below:

³ Identify your principal export markets: _____.

⁴ Reconciliation of data.--Please note that the short tons 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-8b. Report your firm's U.S. shipments of wire rod, by type, during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons)</i>						
Item	2002	2003	2004	2005	2006	2007
U.S. SHIPMENTS:¹						
<i>Quantity of low/medium-low carbon industrial/standard quality wire rod</i>						
<i>Quantity of high/medium-high carbon industrial/standard quality wire rod</i>						
<i>Quantity of tire cord quality wire rod and tire bead quality wire rod</i>						
<i>Quantity of welding quality wire rod</i>						
<i>Quantity of total cold heading quality (CHQ) wire rod</i>						
<i>Quantity of other specialty carbon and alloy quality wire rod</i>						
<i>Quantity of all other shipments¹</i>						
<i>Quantity of total U.S. shipments</i>						
<i>*Quantity of CHQ meeting standard ASTM F2282 wire rod (a subset of total above)</i>						
¹ Identify these types of wire rod and describe their uses: _____						
<p><u>Reconciliation of data.</u>--Please note that the quantity reported above should equal the total quantity of U.S. commercial shipments plus internal consumption/transfers for carbon and certain alloy steel wire rod reported for question II-8a. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>						

II-8c. What are the qualitative differences among the types of wire rod identified above? Estimate the amount of overlap, if any, among these categories and state the specific uses in which the overlap occurs.

II-8d. Explain any significant shifts from one type of wire rod to another as reported in the above table. Note whether the tariff-rate quota (TRQ) safeguard measures in effect until March 1, 2003, resulted in any such shifts.

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

II-9a. 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.

II-9b. Please comment on any differences, including qualities and end uses, of the wire rod that you internally transfer or transfer to related firms, and that which you sell in the merchant market.

II-10. Please comment on the importance of having engineering staff on hand in your operations to handle various technical problems and issues as needed by customers engaged in cold heading operations. Include in your answer whether your firm has engineering staff engaged in providing technical services to purchasers of CHQ.

II-11. Other than direct imports, has your firm otherwise purchased wire rod since January 1, 2002? (See definitions in the instruction booklet.)

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

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

(Quantity in short tons, value in \$1,000)						
Item	2002	2003	2004	2005	2006	2007
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--						
BRAZIL						
<i>Quantity</i>						
<i>Value</i>						
CANADA (OTHER THAN STELCO):						
<i>Quantity</i>						
<i>Value</i>						
INDONESIA:						
<i>Quantity</i>						
<i>Value</i>						
MEXICO:						
<i>Quantity</i>						
<i>Value</i>						
MOLDOVA:						
<i>Quantity</i>						
<i>Value</i>						
TRINIDAD AND TOBAGO:						
<i>Quantity</i>						
<i>Value</i>						
UKRAINE:						
<i>Quantity</i>						
<i>Value</i>						
ALL OTHER COUNTRIES/PRODUCTS:						
<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>						
<p>Note.--Purchases of wire rod produced by Stelco of Canada, as well as grade 1080 tire cord or tire bead quality wire rod, should be reported as "ALL OTHER COUNTRIES/PRODUCTS."</p> <p>¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.</p> <hr/> <hr/> <hr/> <p>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.</p> <hr/> <hr/> <hr/>						

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

II-12. Since January 1, 2002, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of wire rod?

No Yes--Name firm(s): _____

II-13. Does your firm produce wire rod in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-14. Since January 1, 2002, has your firm imported wire rod?

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

For questions II-15 and II-16, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-15. Describe the significance of the existing countervailing duty and antidumping duty orders covering imports of wire rod from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine in terms of its 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. You may wish to compare your firm's operations before and after the imposition of the orders.

II-16. 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 wire rod in the future if the countervailing duty and antidumping duty orders on wire rod from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine 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 David Boyland (202-708-4725 or david.boyland@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.

- A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below:

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ___ No ___
3. 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 ___
4. 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 wire rod, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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 the facilities in which you produced wire rod, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of wire rod 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 wire rod that your firm receives from related parties.

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

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

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 wire rod); i.e., costs reported in table 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 David Boyland at 202-708-4725.

III-10. For each annual and interim period for which financial results are reported in question III-11, please identify 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 and accelerated depreciation due to restructuring of the company's wire rod operations.

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on wire rod--Report the revenue and related cost information requested below on the wire rod operations of your U.S. establishment(s).¹ Do not report resales of product. 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.² 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 David Boyland at (202) 708-4725 before completing this section of the questionnaire.

(Quantity in short tons, value in \$1,000)						
Item	Fiscal years ended –					
	_____	_____	_____	_____	_____	_____
Net sales quantities:³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values:³						
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 ⁴						
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 Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.

³ 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.

⁴ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of wire rod. Please estimate total period-specific asset value based upon a rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your six most recently completed fiscal years.

(Value in \$1,000)						
Value of	Fiscal years ended –					
	_____	_____	_____	_____	_____	_____
Assets associated with the production, warehousing, and sale of wire rod:						
1. Total current assets						
2. Property, plant, and equipment (PP&E)						
A. Original cost of PP&E						
B. Less: Accumulated depreciation						
C. Equals: Book value of PP&E						
3. Other long-term assets						
4. Total current and long term assets (lines 1, 2C, and 3)						

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on wire rod. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)						
Item	Fiscal years ended –					
	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenditures						

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250).

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 2002-December 2007. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

Product 1.--Industrial quality wire rod, grade C1006, 5.5 mm (7/32 inch) through 12 mm (15/32 inch) in diameter, for hangers, chain link fencing, collated nails and staples, grates, and other formed products (in green condition, e.g., NOT cleaned, coated, etc).

Product 2.--Industrial quality wire rod, grades C1008 through C1010, 5.5 mm (7/32 inch) through 12 mm (15/32 inch) in diameter, for hangers, chain link fencing, collated nails and staples, grates, and other formed products (in green condition, e.g., NOT cleaned, coated, etc).

Product 3.--Mesh quality wire rod, grades C1006 through C1015, 5.5 mm (7/32 inch) through 14 mm (9/16 inch) in diameter, for the manufacturing of concrete reinforcement products such as wire for A-82 applications (in green condition, e.g., NOT cleaned, coated, etc).

Product 4.--Grades C1050 through C1070, 5.5 mm (7/32 inch) through 6.5 mm (1/4 inch) in diameter, for spring applications excluding valve spring (in green condition, e.g., NOT cleaned, coated, etc).

Product 5.--Cold-heading quality wire rod, grades C1006 through C1008, 5.5 mm (7/32 inch) through 14 mm (9/16 inch) in diameter, for the manufacturing of mechanical fasteners (in green condition, e.g., NOT cleaned, coated, etc).

Product 6.--Welding quality wire rod, grades ER70S-3, 5.5 mm (7/32 inch) in diameter, for solid mig wire (in green condition, e.g., NOT cleaned, coated, etc).

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm.

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

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

Product 1
 Product 2
 Product 3
 Product 4
 Product 5
 Product 6

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	Value ¹
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
January-March		
April-June		
July-September		
October-December		
2007:		
January-March		
April-June		
July-September		
October-December		

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment (do not include U.S.-inland transportation costs).

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

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

Section IV-B.--PRICE-RELATED QUESTIONS

Note.--If the answers to any of the questions in this section differ by country or product type (e.g., low and medium-low carbon industrial and standard quality, high and medium-high carbon industrial and standard quality, tire cord and tire bead quality, welding quality, cold-heading quality and other specialty carbon and alloy quality, and all other carbon and certain alloy steel wire rod), please explain the differences.

IV-B-1. Please describe how your firm determines the prices (including any surcharges) that it charges for sales of wire rod (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.

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 wire rod (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic wire rod usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced wire rod in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

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

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

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

(e) 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 2002 in which a price change took place while the contract was still in place. Please note 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

Section IV-B.--PRICE-RELATED QUESTIONS

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 is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) 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 2002 in which a price change took place while the contract was still in place. Please note the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

IV-B-7. 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 wire rod?

Source	Share of 2007 sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of wire rod 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). Who generally pays the transportation costs? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's wire rod?

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

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

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

IV-B-10. Describe the end uses of the wire rod that you manufacture. For each end-use product, what percentage of the total cost is accounted for by wire rod?

<u>End use</u>	<u>Share of total cost accounted for by wire rod (percent)</u>
_____	_____
_____	_____
_____	_____

IV-B-11. Have there been any changes in the end uses of wire rod since 2002?

No Yes--Please describe.

IV-B-12. Do you anticipate any changes in terms of the end uses of wire rod 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 wire rod.

(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 wire rod?

No Yes--To what degree do changes in their prices affect the price for wire rod? 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 wire rod or final end use?

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

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

IV-B-14. Have there been any changes in the number or types of products that can be substituted for wire rod since 2002?

- No Yes--Please explain.

IV-B-15. Do you anticipate any changes in terms of the substitutability of other products for wire rod 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 prices of raw materials affected your firm's selling prices for wire rod during January 2002-December 2007? 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., 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 wire rod in the U.S. market since 2002?

- 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 and prices.

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced wire rod 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 wire rod imported from NONSUBJECT countries changed since 2002?

- No Yes--Please explain.

IV-B-20. Describe how easily your firm can shift its sales of wire rod 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 wire rod 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 wire rod since 2002?

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

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

Section IV-B.--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 wire rod 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 wire rod changed since 2002?

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

What were the principal factors affecting changes in demand?

b). How has demand **outside** the United States for wire rod changed since 2002?

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

What were the principal factors affecting changes in demand?

IV-B-24. Do you anticipate any future changes in wire rod 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

Section IV-B.--MARKET FACTORS--Continued

IV-B-25. Please compare market prices of wire rod 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 wire rod supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine, and (3) the world as a whole. Of particular interest is such data from 2002 to the present and forecasts for the future.

IV-B-27. Are your exports of wire rod 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 2002, or that are expected to occur in the future.

IV-B-28. Does your firm sell wire rod over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of wire rod in 2007 accounted for by internet sales.

IV-B-29. Does your firm provide technical services/support to your customers for the wire rod that they purchase? Yes ____ No _____. If yes, please describe these services, noting the specific type of wire rod for which technical services are provided.

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

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

IV-B-30. Is wire rod 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 "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	Brazil	Canada*	Indonesia	Mexico	Moldova	Trinidad and Tobago	Ukraine	Other countries
United States								
Brazil								
Canada*								
Indonesia								
Mexico								
Moldova								
Trinidad and Tobago								
Ukraine								

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

*Excluding wire rod produced by Stelco.

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

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

IV-B-31. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between wire rod 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 "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	Brazil	Canada*	Indonesia	Mexico	Moldova	Trinidad and Tobago	Ukraine	Other countries
United States								
Brazil								
Canada*								
Indonesia								
Mexico								
Moldova								
Trinidad and Tobago								
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 wire rod, identify the country-pair and report the advantages or disadvantages imparted by such factors:

*Excluding wire rod produced by Stelco.