

**IMPORTERS' QUESTIONNAIRE**  
**CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM**  
**CHINA, GERMANY, AND TURKEY**

*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 November 23, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning carbon and certain alloy steel wire rod from China, Germany, and Turkey (inv. Nos. 731-TA-1099-1101 (Preliminary)). 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported carbon and certain alloy steel wire rod (as defined in the instruction booklet) from any country at any time since January 1, 2002?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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**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 investigations in any other import-injury investigations 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 investigations 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 investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I. GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form. \_\_\_\_\_ hours \_\_\_\_\_ dollars

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

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

I-3. Is your firm owned, in whole or in part, by any other firm?

No  Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing carbon and certain alloy steel wire rod from China, Germany, and Turkey carbon and certain alloy steel wire rod into the United States or which are engaged in exporting carbon and certain alloy steel wire rod from China, Germany, and Turkey to the United States?

No  Yes—List the following information.

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

**PART I. GENERAL QUESTIONS—Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of carbon and certain alloy steel wire rod?

No  Yes—List the following information.

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

I-6. Please indicate the nature of your firm's importing operations on Carbon and certain alloy steel wire rod. More than one answer may be applicable.

Importer of record  Takes title to the imported product(s)

Consignee of the imported product(s)  Customs broker or freight forwarder

I-7. If your firm is an importer of record of carbon and certain alloy steel wire rod but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

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I-8. Please indicate whether your firm enters carbon and certain alloy steel wire rod into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones  No  Yes

Bonded warehouses  No  Yes

I-9. Please indicate whether your firm imports carbon and certain alloy steel wire rod under the TIB (temporary importation under bond) program.

No  Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

No  Yes—Please specify. \_\_\_\_\_

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**PART II. TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Michael Szustakowski (202-205-3188). **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 change in the character of its operations or organization relating to the production of carbon and certain alloy steel wire rod steel since 2002.

- |                                  |                          |                        |                          |
|----------------------------------|--------------------------|------------------------|--------------------------|
| Plant openings                   | <input type="checkbox"/> | Relocations            | <input type="checkbox"/> |
| Expansions                       | <input type="checkbox"/> | Acquisitions           | <input type="checkbox"/> |
| Consolidations                   | <input type="checkbox"/> | Closures               | <input type="checkbox"/> |
| Prolonged shutdowns <sup>1</sup> | <input type="checkbox"/> | Other (please explain) | <input type="checkbox"/> |
| Revised labor agreements         | <input type="checkbox"/> |                        |                          |

<sup>1</sup> 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.

Please supply details as to the time, nature, and significance of any such changes in the space below.

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

II-3. Has your firm imported or arranged for the importation of carbon and certain alloy steel wire rod from China, Germany, and Turkey for delivery after September 31, 2005?

No       Yes—Indicate when such orders are to be delivered and the quantities involved.

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II-4. If your firm also produces carbon and certain alloy steel wire rod in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of carbon and certain alloy steel wire rod imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed below and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

China   
  Germany   
  Turkey   
  All other sources combined<sup>1</sup>

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-September	
	2002	2003	2004	2004	2005
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>IMPORTS:</b> <sup>2</sup>					
Quantity of imports					
Value of imports					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>3</sup> of internal consumption/transfers					
<b>EXPORT SHIPMENTS:</b> <sup>4</sup>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>5</sup> (quantity)					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> (quantity)					
<b>U.S. SHIPMENTS TO END USERS</b> (quantity)					
<sup>1</sup> Please identify these sources: _____ _____					
<sup>2</sup> Identify the foreign producers, if known: _____ _____					
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2002, 2003, 2004, and January-September 2005 below: _____ _____					
<sup>4</sup> Identify your principal export markets: _____ _____					
<sup>5</sup> Reconciliation of data.—Note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____					

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

II-6. Shipments of carbon and certain alloy steel wire rod, by type.—Report your firm's U.S. shipments (commercial shipments plus internal consumption/transfers) of the following types of carbon and certain alloy steel wire rod imported from any of the countries listed below during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed below and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

China   
  Germany   
  Turkey   
  All other sources combined<sup>1</sup>

(Quantity in short tons)					
Item	Calendar years			January-September	
	2002	2003	2004	2004	2005
U.S. shipments of-- Low and medium-low carbon industrial and standard quality rods					
High and medium-high carbon industrial and standard quality rods (other than tire cord and tire bead)					
Tire cord wire rod and tire bead wire rod					
Welding quality rods					
Cold heading and other specialty carbon and alloy quality rods					
All other carbon and certain alloy steel wire rod <sup>1</sup>					
Total					

<sup>1</sup> Identify these types of wire rod and describe their uses: \_\_\_\_\_

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Reconciliation of data.--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-10. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_

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II-7. What are the qualitative and functional 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.

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

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**PART III.-PRICING AND RELATED INFORMATION**

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 price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2002-September 2005:

***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, grade 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 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.).

Please note that 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). See instruction booklet.

Please complete a separate page for each of the specified products imported from the subject countries and sold by your firm to unrelated U.S. customers. At the top of the following page, please check the product for which pricing is reported; also complete a separate page for each subject country you import from. Photocopy the page as necessary.



**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-A. PRICE DATA—Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> imported from China, Germany, and Turkey and sold by your firm to unrelated U.S. customers. Please complete a separate page for each subject country from which you import and photocopy this page as necessary.

Product 1  Product 2  Product 3  Product 4  Product 5   
 China  Germany  Turkey

<i>(Quantity in tons, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>2</sup>
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		
July-September		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:  <hr/>		
<sup>2</sup> 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.		

**PART III.--PRICING AND RELATED INFORMATION--Continued**

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

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

III-B-1. Please describe how your firm determines the prices that it charges for sales of carbon and certain alloy steel 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.

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

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III-B-3. What are your firm's typical sales terms for carbon and certain alloy steel wire rod imported from China, Germany, and/or Turkey (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

III-B-4. Approximately what share of your firm's sales of its carbon and certain alloy steel wire rod imported from China, Germany, and/or Turkey in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

III-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? \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

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

III-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? \_\_\_\_\_

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of carbon and certain alloy steel wire rod?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

III-B-8. (a) What is the approximate percentage of the total delivered cost of carbon and certain alloy steel 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).

(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.

III-B-9. What is the geographic market area in the United States served by your firm's carbon and certain alloy steel wire rod?

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

**PART III.--PRICING AND RELATED INFORMATION--Continued**

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

III-B-10. Describe the end uses of the carbon and certain alloy steel wire rod that you import from China, Germany, and/or Turkey. For each end-use product, what percentage of the total cost is accounted for by carbon and certain alloy steel wire rod?

<u>End use</u>	<u>Share of total cost accounted for by carbon and certain alloy steel wire rod (percent)</u>
_____	_____
_____	_____
_____	_____

III-B-11. (a) Please list in order of importance any products that may be substituted for carbon and certain alloy steel 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 carbon and certain alloy steel wire rod?

No  Yes--To what degree do changes in their prices affect the price for carbon and certain alloy steel 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 carbon and certain alloy steel wire rod or by final end use?

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

III-B-12. a) How has the demand **within** the United States for carbon and certain alloy steel wire rod changed since January 1, 2002? What principal factors affect changes in demand?

Increased  Unchanged  Decreased

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

**PART III.--PRICING AND RELATED INFORMATION--Continued**

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

III-12. b) How has the demand **outside** the United States for carbon and certain alloy steel wire rod changed since January 1, 2002? What principal factors affect changes in demand?

- Increased       Unchanged       Decreased

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III-B-13. Have there been any significant changes in the product range or marketing of carbon and certain alloy steel wire rod since January 1, 2002?

- No     Yes--Please describe.

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III-B-14. Does your firm sell carbon and certain alloy steel wire rod over the internet?

- No     Yes--Please describe, noting the estimated percentage of your firm's total sales of carbon and certain alloy steel wire rod in 2004 accounted for by internet sales.

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III-B-15. Has your firm refused, declined, or been unable to supply carbon and certain alloy steel wire rod since 2002? (Examples include placing customers on allocation, declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.)

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

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

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

III-B-16. Is carbon and certain alloy steel 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 "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Germany	Turkey	Other countries
United States					
China					
Germany					
Turkey					

<sup>1</sup> For any country-pair producing carbon and certain alloy steel wire rod which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for carbon and certain alloy steel wire rod imported from China, Germany, and/or Turkey during January 2002-September 2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of carbon and certain alloy steel wire rod from China, Germany, and/or Turkey that each of these customers accounted for in 2004.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					