

**Importer Quotes  
(Mr. Hendricks of Global Steel)**

**“My wife can call seven different manufacturers on their cell phone in half an hour. . . . We don’t want to pay more than \$700. Before she’s done, one of them will agree to sell it to us for \$700.” Tr. at 124.**

## Importer Quotes

(Mr. Hendricks of Global Steel)

**“{W}e call it ‘dialing for dollars.’ She’ll start calling the manufacturers to see who is interested in having that order.” Tr. at 133.**

## Importer Quotes

(Mr. Hendricks of Global Steel)

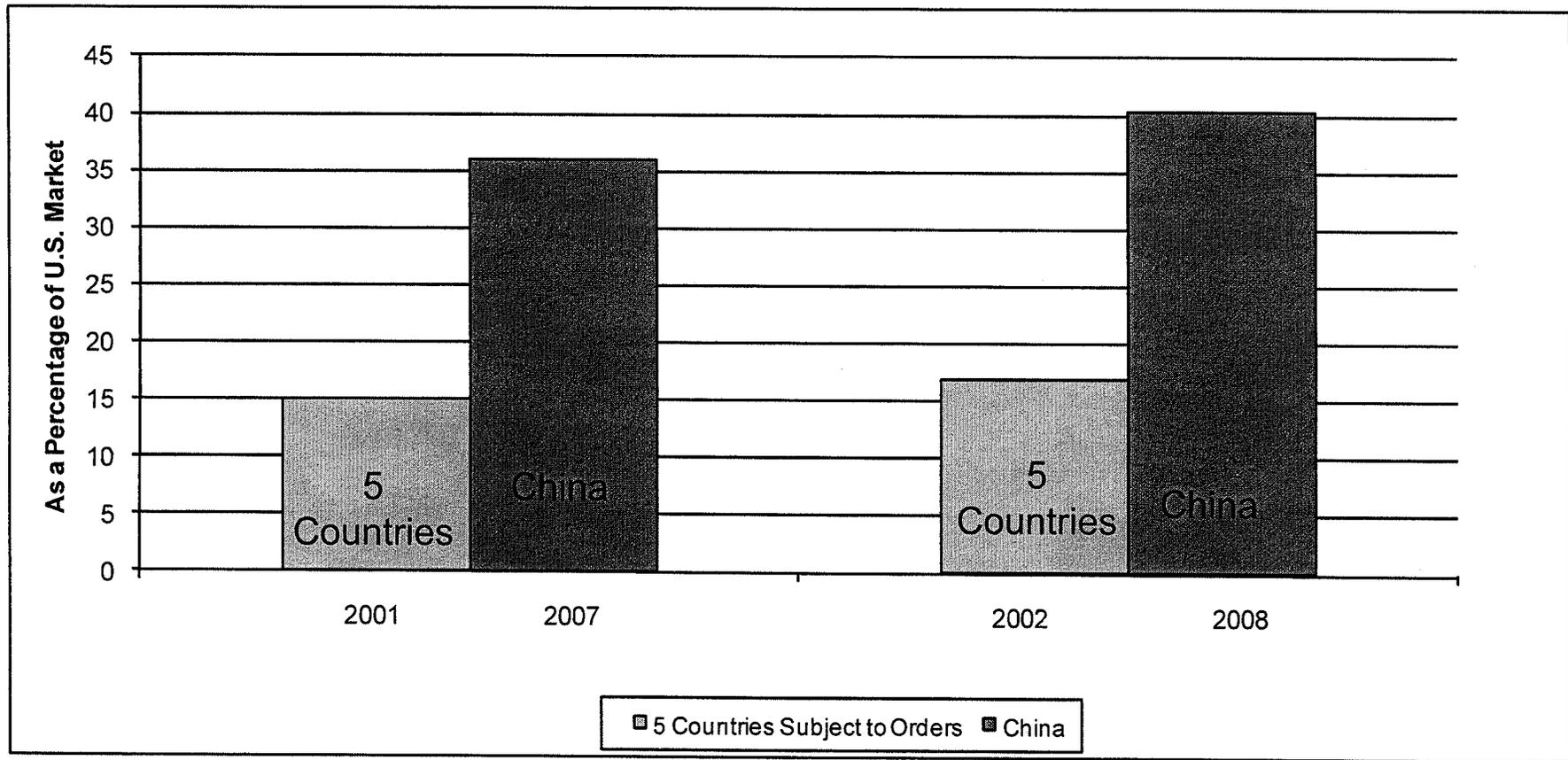
**“In my opinion, I did my job. I got the best price I possibly could. . . .”**  
**Tr. at 124.**

**“I can’t imagine any of my customers buying strand at a higher price than they have to . . . .”** Tr. at 99.

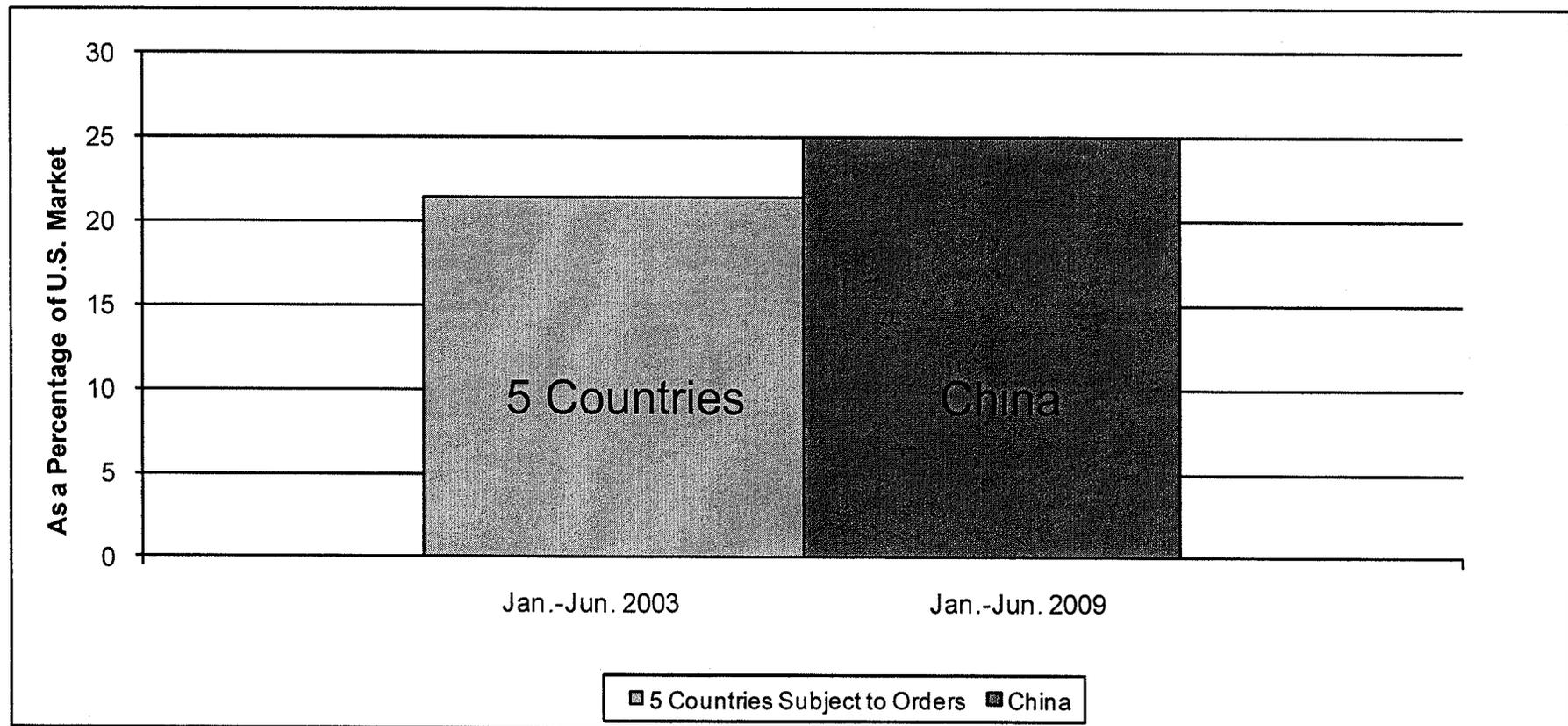
# Importer Quotes (Mr. Hendricks of Global Steel)

"So, if anybody is guilty of pushing prices down, it's me." Tr. at 125.

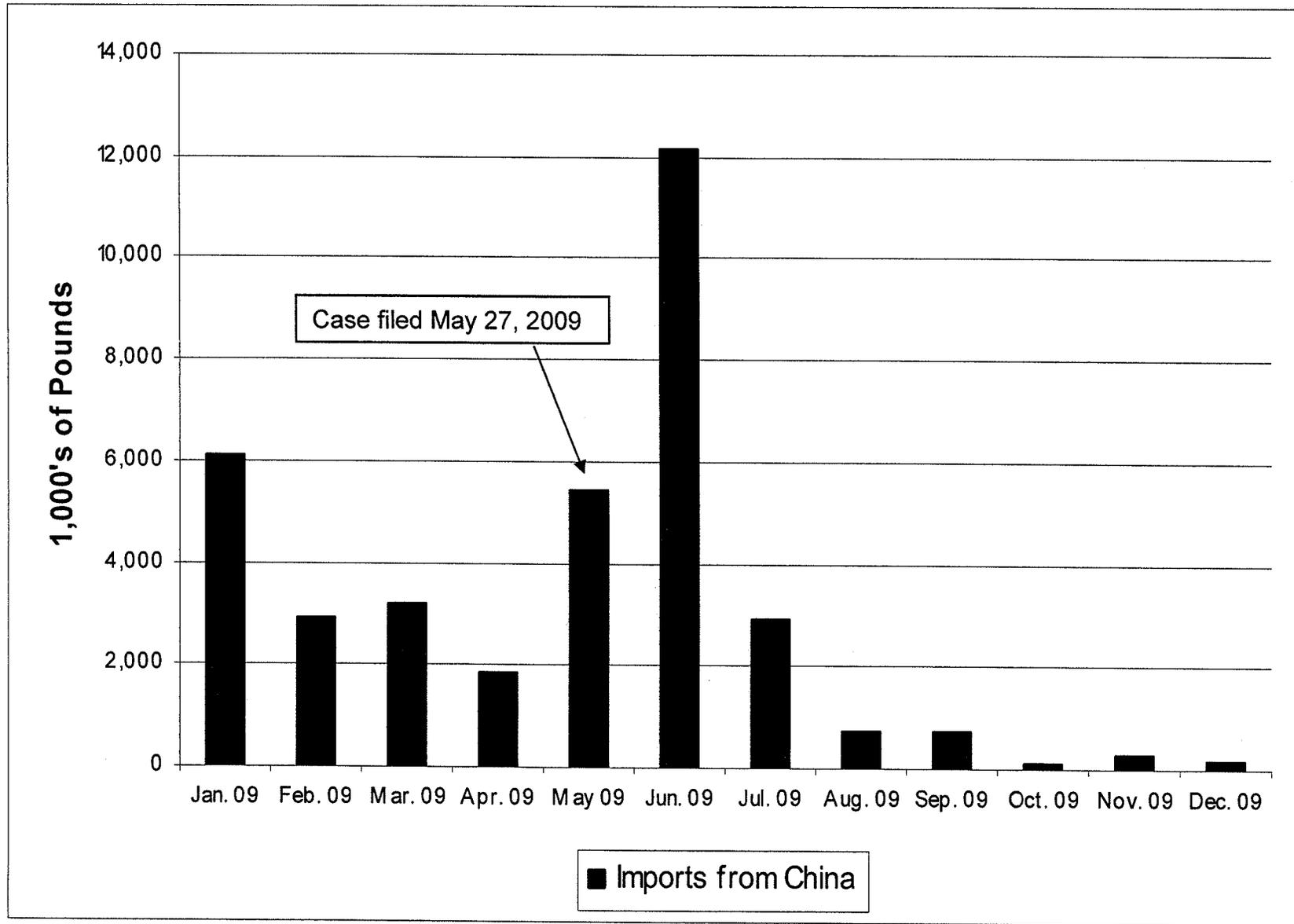
# PC Strand Import Market Share of China vs. Five Countries Subject to Orders



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# Monthly Imports from China, 2009



Source: ITC Prehrg. Rep. at IV-13 (Table IV-5).  
Prepared by Georgetown Economic Services

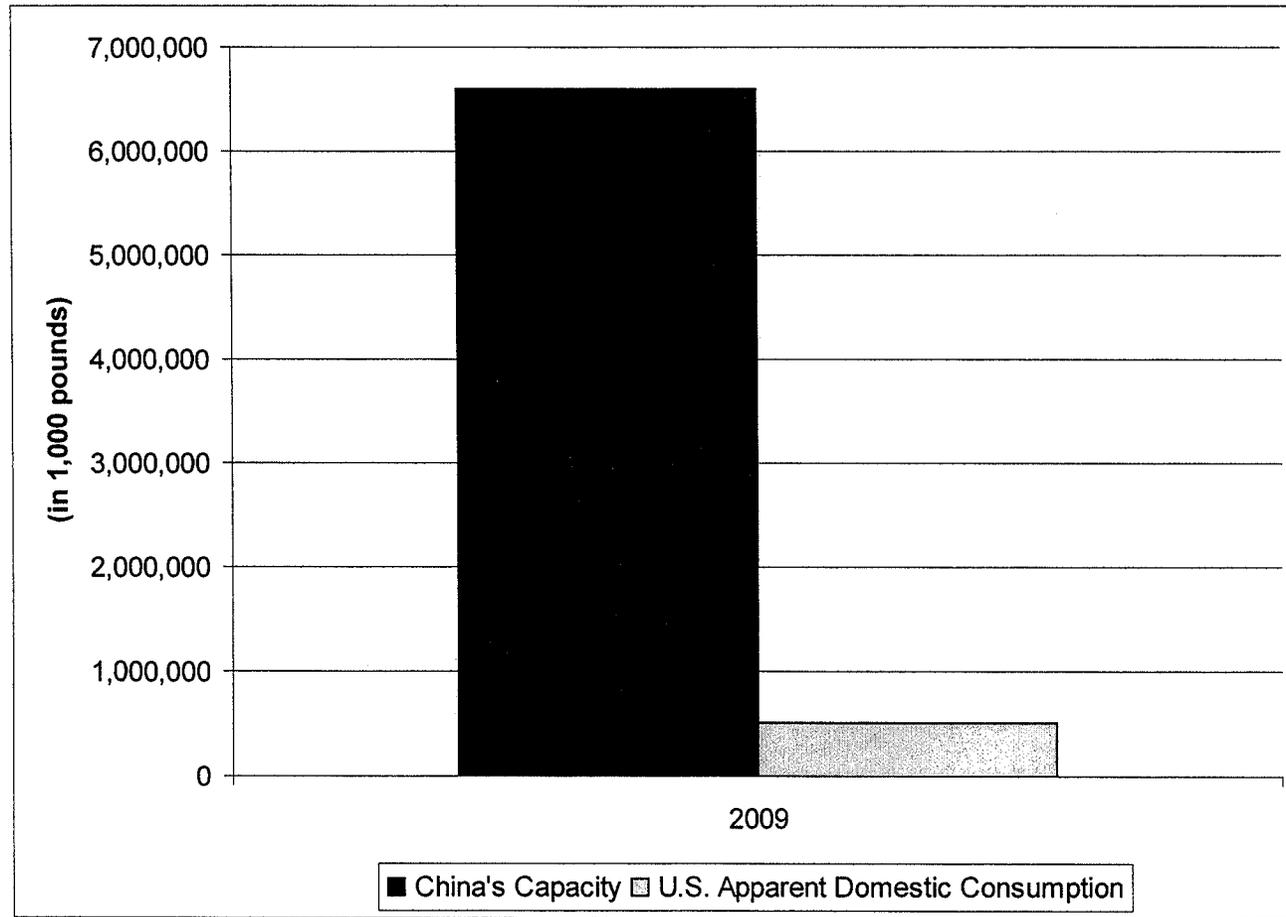
## Underselling by Imports from China

| Product: ½ inch, 270 K, low-relaxation, uncovered PC strand | Instances of Underselling by Imports from China          |
|---|--|
| All customers   | 12 of 12 (underselling margins from 4.2 to 25.2 percent) |
| Pretension customers  | 12 of 12   |
| Post-tension customers                                      | 7 of 12  |
| Source: ITC Prehrg. Rep. at V-9 n. 7 and V-11.              |  |

## Declines in Trade and Financial Indicia 2007-2009

- Production down by 34%
- Capacity Utilization down to an anemic 43.8%
- U.S. Shipments (quantity) down by 32%
- Production Workers down by 28%
- Wages down by 28%
- Hours down by 22%
- Net Sales (value) down by 26%
- Operating Profit plummeted to a Loss of 1.8%

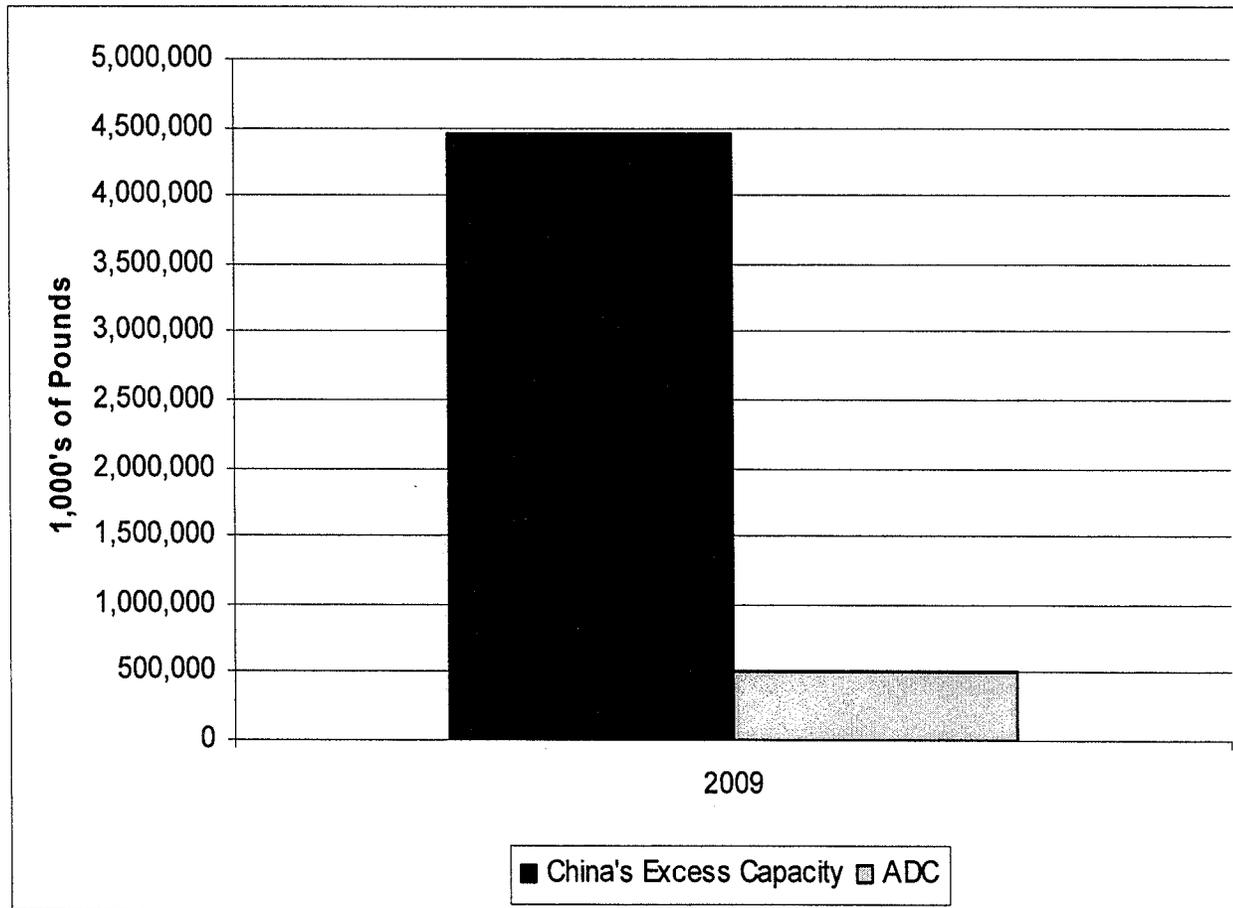
## China's PC Strand Capacity vs. PC Strand U.S. Apparent Domestic Consumption, 2009



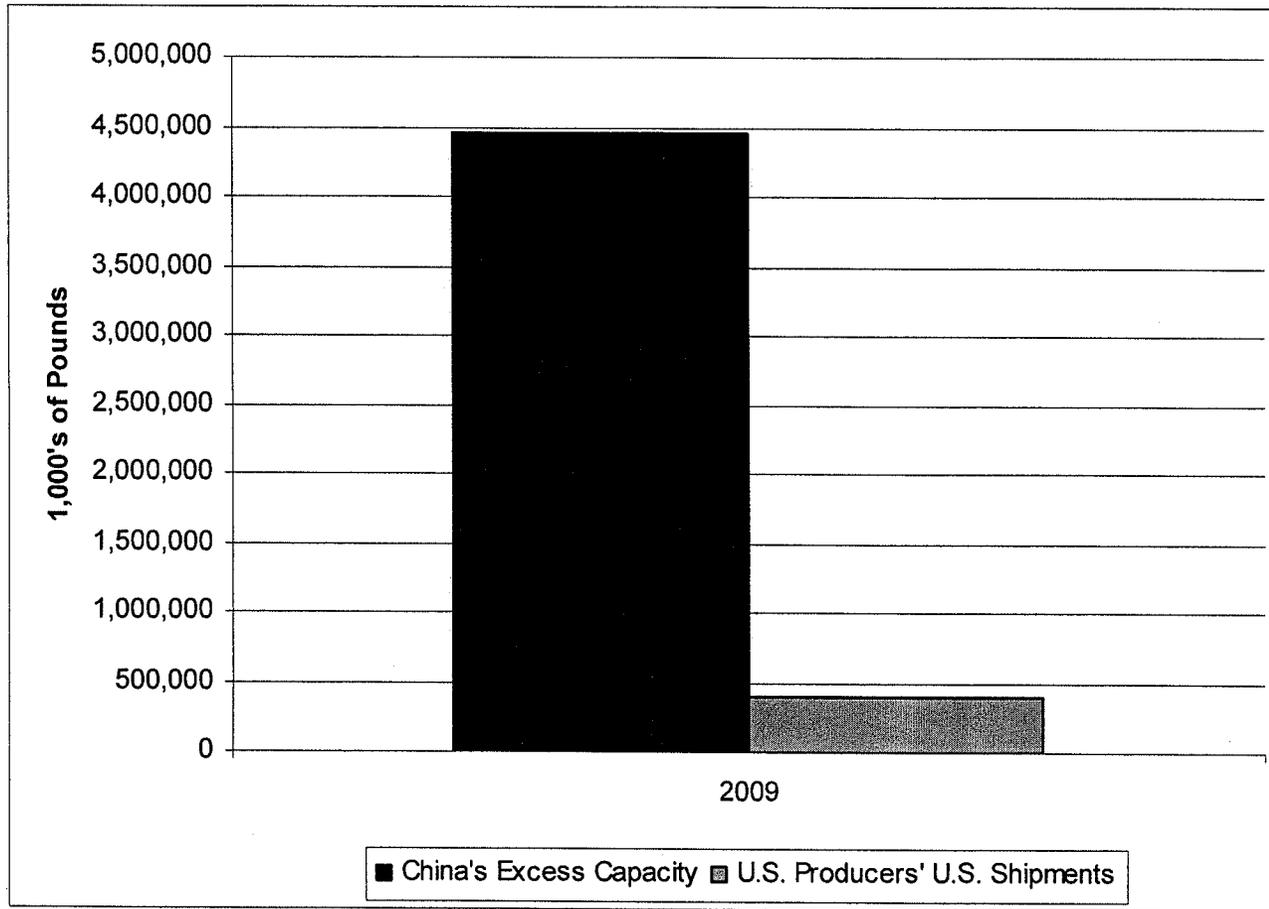
Source: Petitioners' Prehrg. Brief at 69 and ITC Prehrg. Rep. at C-3 (Table C-1).

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## China's Excess PC Strand Capacity vs. Apparent Domestic Consumption, 2009



## China's Excess PC Strand Capacity vs. U.S. Producers' Shipments, 2009



Source: Petitioners' Prehrg. Brief at 81 and ITC Prehrg. Rep. at C-3 (Table C-1).

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**“The Chinese have all the capacity they need to supply all the strand that this market could possibly buy.”**

**(Mr. Hendricks, Global Steel, Conf. Tr. at 120.)**

## Chinese PC Strand Producers' Quotes Regarding Circumvention

- “The products will be freighted the port of destination. Of course, all documents include country of origin will be supplied by that factory from that country, not China.”
- “So through this way, we can avoid the antidumping, we export the goods to Malaysia, and you import the goods from Malaysia which should be allowed both of us.”