

PRODUCERS' 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)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____
Has your firm produced carbon and certain alloy steel wire rod (as defined in the instruction booklet) at any time since January 1, 2002?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> 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 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 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 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. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No, I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. 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 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>
_____	_____	_____
_____	_____	_____

I-6. 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>
_____	_____	_____
_____	_____	_____

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 ¹ | <input type="checkbox"/> | Other (please explain) | <input type="checkbox"/> |
| Revised labor agreements | <input type="checkbox"/> | | |

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.

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

II-3. If since January 1, 2002, you shifted production from industrial quality wire rod 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):

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

II-4. Does your firm produce other products on the same equipment and machinery used in the production of carbon and certain alloy steel wire rod?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced on same equipment and share of total production in 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Carbon and certain alloy steel wire rod	_____	_____	_____
_____	_____	_____	_____

II-5. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-6. Does your firm produce other products using the same production and related workers employed to produce carbon and certain alloy steel wire rod?

No Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Carbon and certain alloy steel wire rod	_____	_____	_____
_____	_____	_____	_____

II-7. Since January 1, 2002, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of carbon and certain alloy steel wire rod?

No Yes--Name firm: _____

II-8. Does your firm produce carbon and certain alloy steel wire rod in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-9. Since January 1, 2002, has your firm imported carbon and certain alloy steel wire rod?

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

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

II-10. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of carbon and certain alloy steel 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	Calendar years			January-September	
	2002	2003	2004	2004	2005
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, 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:

³ Identify your principal export markets: _____.

⁴ Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____.

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

II-11. If you reported transfers to related firms in question II-10, 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-12. Please comment on any differences, including qualities and end uses, of the carbon and certain alloy steel wire rod that you internally transfer or transfer to related firms, and that which you sell in the merchant market.

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

II-13. Other than direct imports, has your firm otherwise purchased carbon and certain alloy steel wire rod since January 1, 2002? (See definitions in the instruction booklet.)

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

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2002	2003	2004	2004	2005
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
CHINA:					
<i>Quantity</i>					
<i>Value</i>					
GERMANY:					
<i>Quantity</i>					
<i>Value</i>					
TURKEY:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>					

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

II-14. 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 produced in your U.S. establishment(s) during the specified periods. (See definitions on the instruction booklet.)

(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 ¹					
Total					

¹ Identify these types of wire rod and describe their uses: _____

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: _____

II-15. 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-16. 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 III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725 or e-mail david.boyland@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?
List the names, titles, and phone numbers (including extensions) of the people who actually prepared and/or have actual knowledge of this response.

Company contact: _____
Name and title
_____ Ext. _____
Phone No. _____ Fax No. _____ E-mail address _____

Your company's World Wide Website: _____

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 periods 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, 10K's)? Please check relevant items below.
Audited___ unaudited___ annual reports___ 10K's___ 10Q's___
Monthly___ quarterly___ semi-annually___ annually___
Accounting basis: GAAP___ cash___ tax___ other comprehensive (specify)_____

Note: The Commission may request your company to submit copies of your financial statements including internal profit/loss statements.

III-3. Briefly describe your Cost Accounting system (e.g., standard cost, job order cost, ABC, etc.).

III-4. Describe briefly your submission methodology including allocation basis if any, especially 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 carbon and certain alloy steel 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. Operations on carbon and certain alloy steel wire rod.--Report the revenue and related cost information requested below on the carbon and certain alloy steel wire rod operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years and identified interim periods, in chronological order from left to right.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item				January-September	
	_____	_____	_____	2004	2005
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

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

² Less discounts, returns, and allowances. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-7. **RAW MATERIALS used in your operations on carbon and certain alloy steel wire rod.**—This section seeks to identify the general source of changes in raw material costs reported in question III-6. Report below your firm's purchases of primary raw material for the specified calendar quarters. Check the box below to identify the principle raw material reported. If more than one identified raw material is relevant, please copy this page as necessary **and separately report** each identified raw material.

Scrap Pig Iron Purchased Billets DRI

Period	Quantity purchased (short tons)	Purchase cost (\$1,000)
2002: Jan.-Mar.		
Apr.-Jun.		
Jul.-Sept.		
Oct.-Dec.		
2003: Jan.-Mar.		
Apr.-Jun.		
Jul.-Sept.		
Oct.-Dec.		
2004: Jan.-Mar.		
Apr.-Jun.		
Jul.-Sept.		
Oct.-Dec.		
2005: Jan.-Mar.		
Apr.-Jun.		
Jul.-Sept.		

III-8. On average what is the time lag between the purchase of raw materials, as shown in table III-7, and the sale of finished goods (produced from those raw materials and having been held in finished goods inventory for some period of time) – 1 week, 1 month, or other period? If this cycle time changed appreciably during the period (accelerated or decelerated), please explain and provide average cycle times which are representative of specific time periods.

III-9. Please identify which inventory valuation method is used for the input identified in table III-7. If more than one input has been identified in response to table III-7, please indicate whether or not the same inventory valuation method applies to both inputs.

FIFO LIFO Other (describe) _____

III-10. Please explain whether or not the cost of goods sold reported in table III-6 (specifically the raw material cost line item) reflects the inventory valuation method or methods identified in response to question III-9.

PART III.--FINANCIAL INFORMATION--Continued

III-11. Capital expenditures, research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on carbon and certain alloy steel wire rod used in the production of carbon and certain alloy steel wire rod. Provide data for your three most recently completed fiscal years and identified interim periods, in chronological order from left to right.

(Value in \$1,000)					
Item				January-September	
	_____	_____	_____	2004	2005
Capital expenditures					
Research and development expenditures					

III-12. Since January 1, 2002, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of carbon and certain alloy steel wire rod from China?

No Yes--My firm has experienced actual negative effects as follows:

- Cancellation or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds

Other (specify) _____

III-13. Does your firm anticipate any negative impact of imports of carbon and certain alloy steel wire rod from China?

No Yes--My firm anticipates negative effects as follows:

PART III.--FINANCIAL INFORMATION--Continued

III-14. Asset values.--Report the total assets associated with the production, warehousing, and sale of carbon and certain alloy steel wire rod. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years and identified interim periods, in chronological order from left to right.

(Value in \$1,000)					
Value of	_____	_____	_____	January-September	
				<u>2004</u>	<u>2005</u>
Assets associated with the production, warehousing, and sale of product:					
1. Current assets:					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (finished goods)					
D. Inventories (raw materials and work in process)					
E. Other current assets					
F. Total current assets (lines 1.A. through 1.E.)					
2. Long-term investments					
3. Property, plant, and equipment:					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
4. Other					
5. Total assets (lines 1.F., 2, 3, and 4)					

PART IV.--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.

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced and sold by your firm to unrelated customers.

Product 1 Product 2 Product 3 Product 4 Product 5

<i>(Quantity in tons, value in dollars)</i>		
Period of shipment	Quantity	Value ²
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		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² 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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-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.

IV-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.

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 carbon and certain alloy steel wire rod (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic carbon and certain alloy steel 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 carbon and certain alloy steel wire rod 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	

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? _____

PART IV.--PRICING AND RELATED INFORMATION--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? _____

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 carbon and certain alloy steel wire rod?

Source	Share of 2004 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 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.

IV-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) _____

IV-B-10. Describe the end uses of the carbon and certain alloy steel wire rod that you manufacture. 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>
_____	_____
_____	_____
_____	_____

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-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 final end use?

IV-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

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

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-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.

IV-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.

IV-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.

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-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.¹

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

¹ 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:

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-B-17. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between carbon and certain alloy steel 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	United States	China	Germany	Turkey	Other countries
United States					
China					
Germany					
Turkey					

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

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for carbon and certain alloy steel wire rod 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 shipments of carbon and certain alloy steel wire rod 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					

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2002: Did your firm lose sales of carbon and certain alloy steel wire rod to imports of these products from China, Germany, or Turkey?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (tons)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)