

U.S. PURCHASERS' QUESTIONNAIRE

STAINLESS STEEL WIRE ROD FROM ITALY, JAPAN, KOREA, SPAIN, AND TAIWAN

This questionnaire must be received by the Commission by no later than February 10, 2010

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty orders concerning stainless steel wire rod from Italy, Japan, Korea, Spain, and Taiwan (Inv. Nos. 731-TA-770-773 and 775 (Second 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 purchased stainless steel wire rod (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) at any time since January 1, 2004?
<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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

CERTIFICATION

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

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

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.

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

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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. Further information on this questionnaire can be obtained from John Benedetto (202-205-3270, john.benedetto@usitc.gov).

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

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

I-3. **Ownership.**--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. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing stainless steel wire rod from Italy, Japan, Korea, Spain, and Taiwan into the United States or which are engaged in exporting stainless steel wire rod from Italy, Japan, Korea, Spain, and Taiwan to the United States?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing stainless steel wire rod from countries other than Italy, Japan, Korea, Spain, and Taiwan into the United States or which are engaged in exporting stainless steel wire rod from countries other than Italy, Japan, Korea, Spain, and Taiwan to the United States?

No Yes--List the following information.

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

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of stainless steel wire rod?

No Yes--List the following information.

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

I-7. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for stainless steel wire rod?

No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

PART II.--PURCHASES AND RELATED INFORMATION

II-1. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of stainless steel wire rod. Report based on delivery date, not order date.

Quantity (in short tons) and value (in \$1,000)						
Item	2004	2005	2006	2007	2008	2009
Purchases of stainless steel wire rod produced in--						
The United States:						
Quantity						
Value						
Italy:						
Quantity						
Value						
Japan:						
Quantity						
Value						
Korea:						
Quantity						
Value						
Spain:						
Quantity						
Value						
Taiwan:						
Quantity						
Value						
All other countries:¹						
Quantity						
Value						
¹ Please identify these countries: _____						

II-2. **Purchases before and after the order.**--

(a) Did your firm purchase stainless steel wire rod from Italy, Japan, Korea, Spain, and/or Taiwan before 1998 (check all that apply)?

- No--skip to (c)
 Yes—Italy
 Yes—Japan
 Yes—Korea
 Yes—Spain
 Yes—Taiwan

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

II-2. **Purchases before and after the order.**—*Continued.*

- (b) If yes, has your pattern of purchasing stainless steel wire rod from Italy, Japan, Korea, Spain, and/or Taiwan changed since 1998?
- No, our pattern of purchasing is essentially unchanged.
 - Yes, we discontinued purchases from Italy, Japan, Korea, Spain, and/or Taiwan because of the order (specify countries _____).
 - Yes, we reduced purchases from Italy, Japan, Korea, Spain, and/or Taiwan because of the order (specify countries _____).
 - Yes, but we changed the pattern of purchases from Italy, Japan, Korea, Spain, and/or Taiwan for reasons other than the order (please explain below).

- (c) Has your pattern of purchasing stainless steel wire rod from nonsubject foreign sources (i.e., countries other than Italy, Japan, Korea, Spain, and Taiwan) changed since 1998.
- We did not purchase from nonsubject foreign sources before or after the order.
 - No, our pattern of purchasing is essentially unchanged.
 - Yes, we increased purchases from nonsubject countries because of the order.
 - Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

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

II-3. **Changes in purchasing patterns.**--If the relative levels of your firm's purchases of stainless steel wire rod from different sources (both domestic and foreign) have changed since 2004 (the year the antidumping duty orders were last reviewed), please list the relative share from that country has increased or decreased, and state the reason.

Source of purchases	Trend	Explanation for trend
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Italy	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Japan	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Korea	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Spain	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Taiwan	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>

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

II-4. **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for stainless steel wire rod since 2004. 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 stainless steel wire rod that each of these customers accounted for in 2009.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2009 purchases (%)
1					
2					
3					
4					
5					

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of stainless steel wire rod (check all that apply, noting the specific end uses if known)?

- End user
- Wire drawer
- Distributor
- Other (Describe: _____)

III-2. **Competition of sales.**--If you are a distributor or reseller of stainless steel wire rod, do you compete for sales to your customers with the manufacturers or importers from which you purchase stainless steel wire rod?

- No Yes--Please describe

III-3. **Types of customers.**--If your firm is a distributor or reseller of stainless steel wire rod, what are the major types of consumers to which you sell stainless steel wire rod?

III-4. **End uses.**--If your firm is an end user of stainless steel wire rod, list in order of quantity of stainless steel wire rod consumed, the top 3 products for which your firm purchases stainless steel wire rod as a component part or input. Please indicate what percentage of the total cost is accounted for by stainless steel wire rod (and NOTE: this percentage should not add to 100 percent).

Product(s) you produce	Share of cost accounted for by stainless steel wire rod (<i>percent</i>)
1.	
2.	
3.	

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-5. Demand for end use products.--

(a) If your firm is an end user of stainless steel wire rod, has the demand for your firm's final products incorporating stainless steel wire rod changed since 2004?

- Increased Decreased Fluctuated No change

(b) Has this had any effect on your firm's demand for stainless steel wire rod?

- No Yes--Please describe.

III-6. Changes in end uses.--Have there been any changes in the end uses of stainless steel wire rod since 2004?

- No Yes--Please describe.

III-7. Anticipated changes in end uses.--Do you anticipate any changes in terms of the end uses of stainless steel 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.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-8. **Substitutes.**--Please list in order of importance any products that may be substituted for stainless steel wire rod. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for stainless steel wire rod, and to what degree, and the length of any time lag of such an effect.

Substitute	Description	Have changes in the prices of this substitute affected the price for stainless steel wire rod?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

III-9. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for stainless steel wire rod since 2004?

No Yes--Please explain.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-10. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for stainless steel wire rod in the future?

- No Yes--Please describe and provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

III-11. **Demand trends.**--

(a) How has the demand within the United States for stainless steel wire rod changed since January 1, 2004? What principal factors affect changes in demand?

- Increased Decreased Fluctuated No change

(b) How has the demand outside the United States (if known) for stainless steel wire rod changed since January 1, 2004? What principal factors affect changes in demand?

- Increased Decreased Fluctuated No change

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-12. Anticipated demand trends.--

(a) How do you anticipate demand will change within the United States for stainless steel wire rod in the future? What principal factors that will affect these changes in demand?

- Increase Decrease Fluctuate No change

(b) How do you anticipate demand will change outside the United States for stainless steel wire rod in the future? What principal factors that will affect these changes in demand?

- Increase Decrease Fluctuate No change

III-13. **Market studies.--**Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss stainless steel 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 Italy, Japan, Korea, Spain, and Taiwan, and (3) the world as a whole. Of particular interest is such data from 2004 to the present and forecasts for the future.

III-14. **Changes in factors affecting supply.--**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 stainless steel wire rod in the U.S. market since 2004?

- 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 III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-15. Is buying a product that is produced in the United States an important factor in your firm's purchases of stainless steel wire rod (please check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of stainless steel wire rod.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of stainless steel wire rod.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of stainless steel wire rod.

III-16. **Conditions of competition.--**

(a) Is the stainless steel wire rod market subject to business cycles or conditions of competition distinctive to stainless steel wire rod?

- No
- Yes--Please explain and provide estimates of the duration of any such cycle.

(b) Has the emergence of new markets for stainless steel wire rod since 2004 affected the business cycles or conditions of competition distinctive to stainless steel wire rod?

- No
- Yes--Please explain any such changes.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-17. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving stainless steel wire rod based on the producer of the stainless steel wire rod you purchase?

Your firm: Always Usually Sometimes Never
Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

III-18. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving stainless steel wire rod based on the country of origin of the stainless steel wire rod you purchase?

Your firm: Always Usually Sometimes Never
Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-19. Purchasing frequency.--

(a) How frequently do you make purchases?

- Daily
- Weekly
- Monthly
- Quarterly
- Annually
- Other (specify) _____

(b) Do you expect this purchasing pattern to change in the next two years?

- No Yes-- How and why do you expect these changes to occur?

III-20. Number of suppliers contacted.--How many suppliers do you generally contact before making a purchase?

III-21. Supplier negotiations.--

(a) Do purchases of stainless steel wire rod usually involve negotiations between supplier and purchaser?

- No Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No Yes--Specify the time period.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-22. **Change in suppliers.**--Have you changed suppliers since 2004?

- No Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-23. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2004?

- No Yes--Please identify the firms and indicate how you became aware of them.

(b) Do you expect new stainless steel wire rod suppliers to enter the market in the future?

- No Yes--Please provide details, noting the specific future time period in your response.

III-24. **Supplier qualification.**--Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the stainless steel wire rod they sell to your firm?

- No Yes-- _____ percent of purchases in 2009 Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-25. **Factors considered vis-à-vis suppliers.**--Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-26. **Failure to certify.**--Since 2004, have any domestic or foreign producers failed in their attempts to certify or qualify their stainless steel wire rod with your firm or have any producers lost their approved status?

No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.

III-27. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for stainless steel wire rod.

	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-28. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase stainless steel wire rod for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-29. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of stainless steel wire rod?

III-30. **Choice of product not based on price.**--If you purchased stainless steel wire rod from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

III-31. **Frequency of decisions based on price.**--How often does your firm purchase the stainless steel wire rod that is offered at the lowest price?

Always

Usually

Sometimes

Never

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-32. **Price leaders.**--Please list the names of any firms you considered price leaders in the stainless steel wire rod market since 2004. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-33. **Frequency of price changes.**--How frequently does the price of the stainless steel wire rod you are purchasing change?

III-34. **Business cycles.**--

(a) Are the markets for stainless steel wire rod subject to business cycles or conditions of competition (including seasonal business) distinctive to stainless steel wire rod?

No (skip to question III-35) Yes-- Please describe below, and then answer part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for stainless steel wire rod since January 1, 2004?

No Yes-- Please describe changes.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-35. **Changes in U.S. industry.--**

- (a) Please identify and discuss any improvements/changes in the U.S. stainless steel wire rod industry since 2004 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

- (b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. stainless steel wire rod industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-36. **Effect of revocation.**--What do you think will be the likely effects of any revocation of the antidumping duty order for imports of stainless steel wire rod from Italy, Japan, Korea, Spain, and Taiwan? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.-- PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for stainless steel wire rod for which your firm has actual marketing/pricing knowledge.

- United States Italy Japan Korea Spain
 Taiwan Other countries (Please specify _____)

IV-2. **Interchangeability by country-pair.**--Is stainless 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	Italy	Japan	Korea	Spain	Taiwan	Other countries ²
United States						
Italy						
Japan						
Korea						
Spain						
Taiwan						

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

² List the countries. _____

PART IV.-- PRODUCT COMPARISONS--Continued

IV-3. **Differences other than price by country-pair**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between stainless steel wire rod produced in the United States and in other countries a significant factor in your firm's purchases 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	Italy	Japan	Korea	Spain	Taiwan	Other countries ²
United States						
Italy						
Japan						
Korea						
Spain						
Taiwan						

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

² List the countries. _____

PART IV.-- PRODUCT COMPARISONS--Continued

IV-4. **Country preferences.**--Do you or your customers ever specifically order stainless steel wire rod from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why stainless steel wire rod from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. **Availability of merchandise.**--Are certain grades/types/sizes of stainless steel wire rod available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the grade/type/size.

PART IV.-- PRODUCT COMPARISONS--Continued

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how stainless steel wire rod produced in each country you identified in your response to the first question in Part IV compares with stainless steel wire rod produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

	product from <u>United States</u>			product from			product from		
	compared to product from			compared to product from			compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Quality									
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART IV.-- PRODUCT COMPARISONS--Continued

IV-7. **Minimum quality**--

(a) How often does domestically produced stainless steel wire rod meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(b) How often does imported subject stainless steel wire rod meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never
Italy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Japan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Korea	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Spain	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Taiwan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) How often does imported nonsubject stainless steel wire rod (*i.e.*, stainless steel wire rod from countries other than Italy, Japan, Korea, Spain, and Taiwan) meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART IV.-- PRODUCT COMPARISONS--Continued

IV-8. **Change in price.--**

(a) Since 2004, has there been a change in the price of stainless steel wire rod? If so, has the price of U.S.-produced stainless steel wire rod changed more or less than the price of imported stainless steel wire rod from Italy, Japan, Korea, Spain, and Taiwan?

- No change in price
- Prices have changed by the same amount
- Price of U.S.-produced stainless steel wire rod has changed relative to the price of stainless steel wire rod from Italy
- Price of U.S.-produced stainless steel wire rod has changed relative to the price of stainless steel wire rod from Japan
- Price of U.S.-produced stainless steel wire rod has changed relative to the price of stainless steel wire rod from Korea
- Price of U.S.-produced stainless steel wire rod has changed relative to the price of stainless steel wire rod from Spain
- Price of U.S.-produced stainless steel wire rod has changed relative to the price of stainless steel wire rod from Taiwan

(b) If the price of U.S.-produced stainless steel wire rod has changed relative to the price of stainless steel wire rod from Italy, Japan, Korea, Spain, and/or Taiwan, the price of U.S.-produced stainless steel wire rod is now relatively--

- | | | |
|---------|---------------------------------|--------------------------------|
| Italy: | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower |
| Japan: | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower |
| Korea: | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower |
| Spain: | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower |
| Taiwan: | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower |