

**PRODUCERS' QUESTIONNAIRE**  
**STAINLESS STEEL WIRE ROD FROM**  
**ITALY, JAPAN, KOREA, SPAIN, SWEDEN, AND TAIWAN**

*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 March 24, 2004**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty review investigation concerning stainless steel wire rod from Italy and its antidumping review investigations concerning stainless steel wire rod from Italy, Japan, Korea, Spain, Sweden, and Taiwan (invs. Nos. 701-TA-373 (Review) and 731-TA-770-775 (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced <b>stainless steel wire rod</b> (as defined in the instruction booklet) at any time since January 1, 1998?</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 reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout these reviews may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these reviews or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

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

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

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

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

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

I-3. Do you support or oppose continuation of the countervailing duty order in place for stainless steel wire rod from Italy and/or antidumping duty orders currently in place for stainless steel wire rod from Italy, Japan, Korea, Spain, Sweden, and/or Taiwan? Please explain.

- Support all orders
- Oppose all orders
- Take no position on all orders
- Other

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

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 stainless steel wire rod from Italy, Japan, Korea, Spain, Sweden, and/or Taiwan into the United States or which are engaged in exporting stainless steel wire rod from Italy, Japan, Korea, Spain, Sweden, and/or Taiwan to the United States?

No  Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing stainless steel wire rod from countries other than Italy, Japan, Korea, Spain, Sweden, and Taiwan into the United States or which are engaged in exporting stainless steel wire rod from countries other than Italy, Japan, Korea, Spain, Sweden, and Taiwan to the United States?

No  Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of stainless steel wire rod?

No  Yes--List the following information.

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

I-8. In Parts II, III, and IV of this questionnaire we request copies of your company's business plan. Does your company or any related firms that produce stainless steel wire rod have a business plan or any internal document(s) that describes, discusses, or analyzes expected future market conditions?

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

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

Further information on this part of the questionnaire can be obtained from D.J. Na (202-708-4727).  
**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 plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of stainless steel wire rod since September 15, 1998 (the date on which the countervailing duty and antidumping duty orders under review became effective)?

No       Yes--Supply details as to the time, nature, and significance of such changes.

\_\_\_\_\_

\_\_\_\_\_

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of stainless steel wire rod in the future?

No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce stainless steel wire rod (in short tons) for 2004 and 2005.**

\_\_\_\_\_

\_\_\_\_\_

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of stainless steel wire rod in the future if the countervailing duty order on stainless steel wire from Italy and antidumping duty orders on stainless steel wire rod from Italy, Japan, Korea, Spain, Sweden, and Taiwan were to be revoked?

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

\_\_\_\_\_

\_\_\_\_\_

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

II-5. Has your firm since 1998 (the year the countervailing duty and antidumping duty orders under review became effective) produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of stainless steel wire rod and/or using the same production and related workers employed to produce stainless steel wire rod?

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

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

<i>(Quantity in short tons)</i>						
<b>Item</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>
<b>AVERAGE PRODUCTION CAPACITY</b>						
<b>PRODUCTION</b>						

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

\_\_\_\_\_

\_\_\_\_\_

II-7. Is your firm able to switch production between stainless steel wire rod and other products?

- No       Yes--Please identify the other products, the approximate time and cost involved in switching, and factors that cause your firm to switch production between stainless steel wire rod and these other products

\_\_\_\_\_

\_\_\_\_\_

If changes in relative price between stainless steel wire rod and other products produced on the same equipment is a factor that would cause your firm to switch production, report the minimum relative price change required for your firm to switch production to or from stainless steel wire rod. If changes in relative price are not a factor, explain why not.

\_\_\_\_\_

\_\_\_\_\_

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

II-8. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of stainless 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	1998	1999	2000	2001	2002	2003
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> ( <i>quantity</i> )						
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>PRODUCTION</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
<b>Internal consumption:</b> <sup>2</sup>						
<i>Quantity</i> of internal consumption						
<i>Value</i> <sup>1</sup> of internal consumption						
<b>Transfers to related firms:</b> <sup>2</sup>						
<i>Quantity</i> of transfers to related firms						
<i>Value</i> <sup>1</sup> of transfers to related firms						
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )						
<b>AVERAGE NUMBER OF PRWs</b>						
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )						
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )						

<sup>1</sup> Report capacity net of any losses to your hot rolling capacity due to yield losses, such as losses in processing or finishing operations. Capacity is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year.

<sup>2</sup> Internal consumption must be valued at fair market value in the table. In the event that you use a different basis for valuing these transactions for internal recordkeeping, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1998-2003 below:

Likewise, transfers to related firms must be valued at fair market value in the table. If you use a different basis for valuing these transactions for internal recordkeeping, please specify that basis and provide value data using that basis for 1998-2003 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> **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-9. Shipments of stainless steel wire rod, by type.--Report your firm's U.S. shipments (commercial shipments plus internal consumption plus transfers to related firms) of the following types of stainless steel wire rod produced in your U.S. establishment(s) during **2003** by quantity. These data should sum to the total U.S. shipments reported for 2003 on the previous page.

<i>(Quantity in short tons)</i>				
Country	Type of stainless steel wire rod			
	Austenitic	Ferritic	Martensitic	All other types
<b>Commercial shipments:<sup>1</sup></b>				
<b>Internal consumption:<sup>2</sup></b>				
<b>Transfers to related firms:<sup>3</sup></b>				
<p>Reconciliation of data.--Please note that the quantities reported above should equal the total quantity of U.S. commercial shipments plus internal consumption plus transfers to related firms for stainless steel wire rod reported for 2003 in question II-8. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p> <p><sup>1</sup> List the top three grades (e.g., grade 302) of commercially sold stainless steel wire rod by type.</p> <p>Austenitic: _____</p> <p>Ferritic: _____</p> <p>Martensitic: _____</p> <p><sup>2</sup> List the top three grades (e.g., grade 302) of internally consumed stainless steel wire rod by type.</p> <p>Austenitic: _____</p> <p>Ferritic: _____</p> <p>Martensitic: _____</p> <p><sup>3</sup> List the top three grades (e.g., grade 302) of stainless steel wire rod (by type) transferred to related firms.</p> <p>Austenitic: _____</p> <p>Ferritic: _____</p> <p>Martensitic: _____</p>				

II-10. If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

II-11. Are there any types of stainless steel wire rod customers (e.g., independent stainless bar producers) that your firm does not supply?

No

Yes--Identify and explain: \_\_\_\_\_

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

II-12. What is the heaviest coil of stainless steel wire rod (*in pounds*) that your firm is capable of producing?

\_\_\_\_\_ pounds



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

II-13. Other than direct imports, has your firm otherwise purchased stainless steel wire rod since January 1, 1998? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	1998	1999	2000	2001	2002	2003
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>						
<b>ITALY:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>JAPAN:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>KOREA:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>SPAIN:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>SWEDEN:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>TAIWAN:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>ALL OTHER COUNTRIES:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.  <hr/> <hr/>						
<sup>2</sup> 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/>						

II-14. Since January 1, 1998, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of stainless steel wire rod?

No  Yes--Name firm(s): \_\_\_\_\_

II-15. Does your firm produce stainless steel wire rod in a foreign trade zone (FTZ)?

No  Yes--Identify FTZ(s): \_\_\_\_\_

II-16. Since January 1, 1998, has your firm imported stainless steel wire rod?

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

II-17. Describe the significance of the existing countervailing duty order covering imports of stainless steel wire rod from Italy and antidumping duty orders covering imports of stainless steel wire rod from Italy, Japan, Korea, Spain, Sweden, and Taiwan in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the orders.

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

II-18. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of stainless steel wire rod in the future if the countervailing duty order on stainless steel wire rod from Italy and antidumping duty orders on stainless steel wire rod from Italy, Japan, Korea, Spain, Sweden, and Taiwan were to be revoked?

No  Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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



**PART III.--FINANCIAL INFORMATION--Continued**

III-6. Operations on stainless steel wire rod.--Report the revenue and related cost information requested below on the stainless steel wire rod operations of your U.S. establishment(s).<sup>1</sup> 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 calendar years 1998-2003.

<b>(Quantity in short tons, value in \$1,000)</b>						
<b>Item</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>
<b>Net sales quantities:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Act funds received <sup>3</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.  
<sup>3</sup> Please report funds received under this act (and associated time periods) that are not included in the financial results above:

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

**Section IV-A.--PRICE DATA**

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

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>1</sup>
<b>1998:</b>		
January-March		
April-June		
July-September		
October-December		
<b>1999:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</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.  Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		

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

**Section IV-B.--MARKET FACTORS**

IV-B-1. How does your firm determine the prices that it charges for sales of stainless steel wire rod (check all that apply)?

- Transaction by transaction                       Contracts                       Set price lists  
 Other (describe) \_\_\_\_\_

IV-B-2. Please describe your firm's discount policy (check all that apply).

- Quantity discounts       Annual total volume discounts       No discount policy  
 Other (describe) \_\_\_\_\_

IV-B-3. On what basis are your prices of stainless steel wire rod usually quoted?

- F.o.b. (specify point) \_\_\_\_\_                       Delivered

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced stainless steel wire rod are on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) How frequently are contracts renegotiated? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet-or-release provision? \_\_\_\_\_
- (e) How often are meet-or-release provisions invoked? \_\_\_\_\_
- (f) What are the standard quantity requirements, if any? \_\_\_\_\_
- (g) What is the price premium for sub-minimum shipments? \_\_\_ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of stainless steel wire rod? \_\_\_\_\_

IV-B-6. What is the approximate percentage of the total delivered cost of stainless steel wire rod that is accounted for by transportation costs? \_\_\_ percent. Who generally arranges the transportation to your customers' locations? Your firm \_\_\_ or purchaser \_\_\_ (check one). 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.



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

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

IV-B-7. What is the geographic market area in the United States served by your firm's stainless steel wire rod (check all that apply)? Note any changes in market area since 1998 (the year the countervailing duty/antidumping duty orders under review became effective) and any anticipated changes for the future.

- Continental U.S.       U.S., including Alaska and Hawaii
- Northeast               Northwest               Midwest
- Southeast               Southwest               Other (describe) \_\_\_\_\_

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IV-B-8. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of stainless steel wire rod influenced the U.S. wholesale market price of stainless steel wire rod since 1998?

- No               Yes--Please identify any such firm(s) and note the time period when the firm(s) influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

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IV-B-9. To what extent have changes in the prices of raw materials affected your firm's selling prices for stainless steel wire rod during January 1998-December 2003? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-10. Does your firm change prices of stainless steel wire rod to its customers based on an alloy surcharge formula? Yes \_\_\_\_\_ No \_\_\_\_\_. If yes, please report the following information.

a) The actual surcharge formulas for each stainless steel wire rod product to which a surcharge formula applied. If the formula changed over the 1998-2003 period, please report the relevant surcharge formula for each period when it applied.

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b) Please report the source of the prices for nickel, chrome, and molybdenum used in the surcharge formula.

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

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

IV-B-11. 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 1998?

- 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.

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IV-B-12. (a) Do you anticipate any changes in terms of the availability of U.S.-produced stainless steel wire rod in the U.S. market in the future?

- No change                       Increase                       Decrease

(b) If you anticipate changes in supply, please identify the changes (including the time period), and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-13. Describe how easily your firm can shift its sales of stainless steel wire rod between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting stainless steel wire rod between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-14. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of stainless steel wire rod since 1998?

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

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

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

IV-B-15. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of stainless steel wire rod in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- No       Yes--Please identify, including the time period.

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IV-B-16. Are there other products that may be substitutes for stainless steel wire rod?

- No       Yes--Please describe the products and note how frequently such substitutions occur.

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IV-B-17. Have there been any changes in the number or types of products that can be substituted for stainless steel wire rod since 1998?

- No       Yes--Please explain.

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IV-B-18. 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. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-19. Describe the end uses of the stainless steel wire rod that you manufacture.

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

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

IV-B-20. Have there been any changes in the end uses of stainless steel wire rod since 1998?

- No       Yes--Please describe.

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IV-B-21. 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.

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IV-B-22. How has demand within the United States (and outside the United States, if known) for stainless steel wire rod changed since 1998?

- Unchanged       Increased       Decreased  
 Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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IV-B-23. Do you anticipate any future changes in stainless steel wire rod demand in the United States and, if known, the rest of the world?

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

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IV-B-24. Please compare market prices of stainless steel wire rod in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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

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

IV-B-25. Is stainless steel wire rod produced in the United States and in other countries used interchangeably (i.e., are they physically 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	Italy	Japan	Korea	Spain	Sweden	Taiwan	Nonsubject countries
United States							
Italy							
Japan							
Korea							
Spain							
Sweden							
Taiwan							
Nonsubject							
<sup>1</sup> For any country-pair producing stainless steel wire rod which is sometimes or never used interchangeably, please explain the factors that limit or preclude interchangeable use.							
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**PART IV.--PRICING AND MARKET FACTORS--Continued**

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

IV-B-26. Are differences in price between stainless 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 price differences are always significant, "F" to indicate that such price differences are frequently significant, "S" to indicate that such price differences are sometimes significant, "N" to indicate that such price differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair. <sup>1</sup>							
Country-pair	Italy	Japan	Korea	Spain	Sweden	Taiwan	Nonsubject countries
United States							
Italy							
Japan							
Korea							
Spain							
Sweden							
Taiwan							
Nonsubject							
<p><sup>1</sup> For any country-pair producing stainless steel wire rod where differences in 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 differences.</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>							

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

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

IV-B-27. 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 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 "O" to indicate no familiarity with products from a specified country-pair. <sup>1</sup>							
Country-pair	Italy	Japan	Korea	Spain	Sweden	Taiwan	Nonsubject countries
United States							
Italy							
Japan							
Korea							
Spain							
Sweden							
Taiwan							
Nonsubject							
<sup>1</sup> For any country-pair producing stainless steel wire rod where differences 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 differences. <hr/> <hr/>							

IV-B-28. Has the availability of NONSUBJECT imported stainless steel wire rod changed since 1998?

No                       Yes--Please explain.

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IV-B-29. 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, Sweden, and Taiwan, and (3) the world as a whole. Of particular interest are such data from 1998 to the present and forecasts for the future.

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

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

IV-B-30. Are your exports of stainless steel wire rod subject to any tariff or non-tariff barriers to trade in other countries?

- No       Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1998, or that are expected to occur in the future.

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IV-B-31. Does your firm sell stainless steel wire rod over the internet?

- No       Yes--Please describe, noting the estimated percentage of your firm's total sales of stainless steel wire rod in 2003 accounted for by internet sales.

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