

PURCHASERS' 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/antidumping review investigations concerning stainless steel wire rod from Italy, Japan, Korea, Spain, Sweden, and Taiwan (invs. Nos. 701-TA-373 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)). Further information on this questionnaire can be obtained from James Fetzer (202-708-5403).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased stainless steel wire rod (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 1998?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</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

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 20 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-1. 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-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. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing stainless steel wire rod from Italy, Japan, Korea, Spain, Sweden, and Taiwan into the United States or which are engaged in exporting stainless steel wire rod from Italy, Japan, Korea, Spain, Sweden, or Taiwan to the United States?

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

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

No Yes--List the following information.

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

I-6. In Part III of this questionnaire we request copies of your company's business plan. Does your company have a business plan?

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

PART II.--PURCHASES

Please note that stainless steel wire rod from Taiwan that was produced by Yieh Hsing and stainless steel wire rod from Japan that was produced by Hitachi are not subject to antidumping duties; therefore, if your firm purchased product produced by either Hitachi in Japan or Yieh Hsing in Taiwan, please note this in your response.

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of stainless steel wire rod.

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	1998	1999	2000	2001	2002	2003
PURCHASES FROM U.S. PRODUCERS:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM ITALY:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM JAPAN (excluding product produced by Hitachi in Japan):						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM KOREA:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM SPAIN:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM SWEDEN:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM TAIWAN (excluding product produced by Yieh Hsing in Taiwan):						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM ALL OTHER COUNTRIES:¹						
<i>Quantity</i>						
<i>Value</i>						
¹ Please identify these countries: _____						

PART II.--PURCHASES--Continued

II-2. If the relative levels of your firm's purchases of stainless steel wire rod from different country sources (both domestic and foreign) have changed since 1998 (the year the countervailing duty/antidumping duty orders under review became effective), please explain the reason(s), noting the country of origin of the product in your response.

II-3. (a) Did your firm purchase stainless steel wire rod from Italy, Japan, Korea, Spain, Sweden, or Taiwan before 1998?

No--Skip to (c) Yes

(b) If yes, has your pattern of purchasing stainless steel wire rod from Italy, Japan, Korea, Spain, Sweden, and Taiwan changed since 1998? (Indicate whether your answer differs depending on the country of origin).

No, our pattern of purchasing is essentially unchanged.

Yes, we discontinued purchases from Italy, Japan, Korea, Spain, Sweden, and Taiwan because of the order(s).

Yes, we reduced purchases from Italy, Japan, Korea, Spain, Sweden, and Taiwan because of the order(s).

Yes, but we changed the pattern of purchases from Italy, Japan, Korea, Spain, Sweden, and Taiwan for reasons other than the order(s) (please explain below).

(c) Has your pattern of purchasing stainless steel wire rod from nonsubject foreign sources changed since 1998 (please check all that apply).

We did not purchase from nonsubject foreign sources before or after the order(s).

No, our pattern of purchasing is essentially unchanged.

Yes, we increased purchases from nonsubject countries because of the order(s).

Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

Please note that stainless steel wire rod from Taiwan that was produced by Yieh Hsing and stainless steel wire rod from Japan that was produced by Hitachi are not subject to antidumping duties; therefore, if your firm purchased product produced by either Hitachi in Japan or Yieh Hsing in Taiwan, please note this in your response.

III-1. 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 (_____)

III-2. 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-3. List, in order of quantity of stainless steel wire rod consumed, the top 3 end-use products for which your firm purchases stainless steel wire rod as a component part or material input. Please indicate what percentage of the total cost is accounted for by stainless steel wire rod.

<u>End-use product</u>	<u>Percent of total purchases</u>	<u>Percent of cost accounted for by stainless steel wire rod</u>
1. _____	1. _____	1. _____
2. _____	2. _____	2. _____
3. _____	3. _____	3. _____

III-4. Have there been any changes in the end uses of stainless steel wire rod since 1998?

No Yes--Discuss the changes, noting the time period in which they occurred.

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

III-5. 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 1998?

- No Yes--Please indicate the direction of change and identify the major factors that have contributed to this change and describe the ways in which any changes in demand for your firm's final products have affected your firm's purchases.

III-6. Do substitutes exist for the end-use products listed previously?

- No Yes--Please identify any such substitutes and explain the effect of any such substitutes on your sales of the listed end-use products and on your purchases of stainless steel wire rod.

III-7. 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?

III-8. 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.

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

III-9. Please identify any supply factor(s) (e.g., changes in availability or prices of raw materials, 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. Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

III-10. What do you think will be the likely effects of any revocation of the countervailing duty order/antidumping duty orders for imports of stainless steel wire rod from Italy, Japan, Korea, Spain, Sweden, and Taiwan? As appropriate, please discuss any potential effects of revocation of the countervailing duty order/antidumping duty orders 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: _____

III-11. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss stainless steel wire rod demand and/or factors affecting stainless steel wire rod demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1998 to the present and forecasts of these demand data.

III-12. (a) Are there other products that could be substituted for stainless steel wire rod in its end uses?

No Yes--Please identify such substitutes. If multiple end uses exist for stainless steel wire rod, please discuss potential substitutes for each.

(b) Have there been any changes in the number or type of products that can be substituted for stainless steel wire rod since 1998 concerning imports from Italy, Japan, Korea, Spain, Sweden, and Taiwan?

No Yes--Please explain.

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

(c) Since 1998, have prices for these substitute products increased, decreased, or remained the same relative to those for stainless steel wire rod? Have changes in these relative prices caused your firm to shift purchases from stainless steel wire rod to the substitute products or vice versa?

III-13. 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-14. (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 1998 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-15. Who are your major competitors?

III-16. 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-17. 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: _____

III-18. (a) How frequently do you make purchases?

Daily Weekly Monthly Quarterly Annually

Other (specify) _____)

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

(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-19. How many suppliers do you generally contact before making a purchase?

III-20. (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.

III-21. Have you changed suppliers in the last 5 years?

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-22. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

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

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

(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-23. 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 of product, range of supplier's product line, traditional supplier, etc.).

1. _____
2. _____
3. _____

III-24. What characteristics does your firm consider when determining the quality of stainless steel wire rod?

III-25. How often does your firm purchase stainless steel wire rod that is offered at the lowest price?

Always Usually Sometimes Never

III-26. (a) Are U.S.-inland transportation costs a major factor in your firm's consideration of which suppliers to source its stainless steel wire rod requirements?

No Yes

(b) Of the total cost of the stainless steel wire rod that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?

Source _____ percent
Source _____ percent
Source _____ percent

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

III-27. 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 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.

III-28. How frequently does the price of the stainless steel wire rod you are purchasing change?

III-29. (a) Do you require your suppliers to become certified or pre-qualified with respect to the quality, chemistry, strength, or other performance characteristic of stainless steel wire rod they sell to your firm?

- No Yes--Approximately ____ percent of your firm's total 2003 purchases of stainless steel wire rod required some form of certification or pre-qualification.

(b) Explain why your firm requires supplier certification or pre-qualification.

(c) Briefly describe the factors that are considered when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier.

(d) Since 1998, have any domestic or foreign producers ever failed in their attempts to 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 qualification process.

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

III-30. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. stainless steel wire rod industry since 1998 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.

III-31. Does your firm purchase stainless steel wire rod over the internet?

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

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

Please note that stainless steel wire rod from Taiwan that was produced by Yieh Hsing and stainless steel wire rod from Japan that was produced by Hitachi are not subject to antidumping duties; therefore, if your firm purchased product produced by either Hitachi in Japan or Yieh Hsing in Taiwan, please note this in your response.

IV-1. 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
 Sweden Taiwan Other countries (specify _____)

IV-2. Do the specifications of stainless steel wire rod vary depending on the end-use application?

No Yes--Please list the specifications of the material for each end-use application. If the specifications vary based on the supplier, please list the product specifications for each supplier, noting the country of origin in your response.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-3. Is stainless steel wire rod produced in the United States and in other countries used in the same applications?

Please indicate below, using "A" to indicate that the products from a specified country-pair are always used in the same applications, "F" to indicate that the products are frequently used in the same applications, "S" to indicate that the products are sometimes used in the same applications, "N" to indicate that the products are never used in the same applications, and "0" to indicate no familiarity with products from a specified country-pair. ¹							
Country-pair	Italy	Japan	Korea	Spain	Sweden	Taiwan	Nonsubject countries
United States							
Italy							
Japan							
Korea							
Spain							
Sweden							
Taiwan							
Nonsubject							
¹ For any country-pair producing stainless steel wire rod which is sometimes or never used in the same applications, please explain the factors that limit or preclude such use. <hr/> <hr/> <hr/> <hr/> <hr/>							

IV-4. 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).

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-5. 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.

IV-6. Please indicate whether prices of stainless steel wire rod from different sources have generally been higher, lower, or about the same as those of product from other sources. Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

_____ Higher Lower Same priced than from _____
(country) (country)

_____ Higher Lower Same priced than from _____
(country) (country)

_____ Higher Lower Same priced than from _____
(country) (country)

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-7. (a) Since 1998, 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, Sweden, 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 Sweden
- 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, Sweden, and 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 |
| Sweden: | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower |
| Taiwan: | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower |

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-8. For the factors listed below, please rate how stainless steel wire rod produced in each country you identified in your response to question IV-1 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). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	compared to	_____	
(specify country)		(specify country)	
	SUPERIOR	COMPARABLE	INFERIOR
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"/>
Lower 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"/>
Lower 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"/>

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-9. 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 V.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased stainless steel wire rod since 1998 and approximate the percentage of your stainless steel wire rod purchases each accounted for in 2003.

No.	Firm name	Percentage of purchases	No.	Firm name	Percentage of purchases
1			6		
2			7		
3			8		
4			9		
5			10		