

U.S. PRODUCERS' QUESTIONNAIRE

PRESTRESSED CONCRETE STEEL WIRE STRAND ("PC STRAND") FROM CHINA

This questionnaire must be received by the Commission by no later than **June 10, 2009**

See 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 antidumping and countervailing duty investigations concerning PC strand from China (Inv. Nos. 701-TA-464 and 731-TA-1160 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<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 PC strand (as defined in the instruction booklet) at any time since January 1, 2006?</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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</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 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 investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.

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

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone: ()

E-mail address

Fax ()

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 50 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 the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose the petition?

Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

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>
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing PC strand from China into the United States or which are engaged in exporting PC strand from China 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 PC strand from countries *other* than China into the United States or which are engaged in exporting PC strand from countries *other* than China to the United States?

No Yes--List the following information.

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

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

No Yes--List the following information

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Mary Messer** (202-205-3193, mary.messer@usitc.gov). **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 number E-mail address

II-2. Please indicate whether your firm has experienced any of the following changes in relation to the production of PC strand since January 1, 2006?

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> plant openings	_____ _____
<input type="checkbox"/> plant closings.....	_____ _____
<input type="checkbox"/> relocations	_____ _____
<input type="checkbox"/> expansions	_____ _____
<input type="checkbox"/> acquisitions.....	_____ _____
<input type="checkbox"/> consolidations.....	_____ _____
<input type="checkbox"/> prolonged shutdowns or production curtailments	_____ _____
<input type="checkbox"/> revised labor agreements	_____ _____
<input type="checkbox"/> other (<i>e.g.</i> , technology)	_____ _____

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of PC strand and/or using the same production and related workers employed to produce PC strand?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and PC strand in the periods indicated.

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

Item	2006	2007	2008	Jan.-March	
				2008	2009
Overall Production Capacity					
Production of: PC strand					

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity.

II-5. Is your firm able to switch production between PC strand and other products in response to a relative change in the price of PC strand vis-a-vis the price of other products, using the same equipment and labor?

- No Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from PC strand.

II-6. Does your firm produce PC strand in a foreign trade zone (FTZ)?

- No Yes--Identify FTZ(s): _____.

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

II-7. Since January 1, 2006, has your firm imported PC strand?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

II-8. Since January 1, 2006, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of PC strand?

No Yes

If yes, for all such toll agreements entered into by your firm, please indicate below whether your firm was the toller or the tollee (see definition for toll agreement in the instruction booklet) and provide the information requested below.

Tollee--Please identify the toller(s): _____.

Toller--Please identify the tollee(s): _____.

Indicate the percentage of your firm's quantity of U.S. shipments of PC strand during 2008 that was produced under a toll agreement. _____.

Please specify your toll agreement(s) in some detail (e.g., the nature of the agreement, whether it is on a contract basis, what materials are transferred between the tollee and the toller, what services does the toller provide, etc.)

II-9. Does your firm cover and/or coat or is it capable of covering and/or coating bare PC strand (either in-house or through a tolling arrangement)?

No Yes-- Please answer the questions below.

(a) Describe in some detail your firm's process involved in covering and/or coating the bare PC strand, indicating the specific type(s) of covering and/or coating and the type and level of technical expertise, and the type and cost of equipment, required to cover and/or coat the bare PC strand. Indicate whether your firm coats the PC strand with epoxy and/or covers the PC strand with a plastic sleeve, coats it with grease, cuts it to length, packages it, or performs any other specific operations in the preparation and shipping of the product.

(b) Of the total value of the covered and/or coated PC strand that your firm shipped in 2008, what percentage was accounted for by the value of the uncovered PC strand? If your answer differs by type of covering or coating, please explain. _____ percent.

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

II-9.--Continued

(c) Of the total value of your cost of goods sold of the covered and/or coated PC strand that your firm shipped in 2008, what percentage was accounted for by its purchases of uncovered PC strand? If your answer differs by type of covering or coating, please explain. _____ percent.

d) Of the uncovered PC strand that your firm purchased in 2008 for covering and/or coating by your firm, how much consisted of U.S.-produced uncovered PC strand, how much consisted of uncovered PC strand produced in China and how much consisted of uncovered PC strand produced in all other countries?

Produced in the United States _____ pounds

Produced in China..... _____ pounds

Produced in all other countries _____ pounds

Total _____ pounds

(e) Describe in detail how important your firm's covering and/or coating of PC strand is in its overall operations. What share (in percent) of your firm's total sales in 2008 was accounted for by the PC strand that it covered and/or coated? If your answer differs by type of covering or coating, please explain. Does your firm perform any other operations, such as post-tensioned design engineering services?

II-10. Does your firm produce or is it capable of producing indented PC strand?

- No Yes--Please describe below the process involved and technical expertise required in producing indented PC strand and indicate the percentage of the total value of indented PC strand that was accounted for by unprocessed PC strand in 2008.

II-11. Is your firm engaged in post-tensioning services?

- No Yes--Please describe the nature of your business structure, the services your firm provides, and the relationship among all of your firm's activities.

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

II-12. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of PC strand in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-March	
	2006	2007	2008	2008	2009
Average production capacity¹ (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments (D)					
Value of commercial shipments (E)					
Internal consumption:					
Quantity of internal consumption (F)					
Value ² of internal consumption (G)					
Transfers to related firms:					
Quantity of transfers (H)					
Value ² of transfers (I)					
Export shipments:³					
Quantity of export shipments (J)					
Value of export shipments (K)					
End-of-period inventories (quantity) (L)					
Channels of distribution:					
U.S. shipments to distributors that convert or post-tension PC strand (quantity) (M)					
U.S. shipments to other distributors (quantity) (N)					
U.S. shipments to end users that convert or post-tension PC strand (quantity) (O)					
U.S. shipments to other end users (quantity) (P)					
Employment data:					
Average number of PRWs (number) (Q)					
Hours worked by PRWs (1,000 hours) (R)					
Wages paid to PRWs (value) (S)					
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).					
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:					
³ Identify your principal export markets: _____					

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

II-13. Reconciliation of trade data.--

- (a) Please note that the quantities reported in question II-12 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile? Yes No--Please explain _____

$D + F + H = M + N + O + P$

Do these data reconcile? Yes No--Please explain _____

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2006 should equal line B of year 2007). Do these data reconcile for each adjacent calendar year?

Yes.

No--Please explain.

- II-14. If you reported transfers to related firms in question II-12, 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-15. Provide the quantities and values of your firm's total U.S. shipments (i.e., commercial shipments plus internal consumption plus transfers to related U.S. firms as reported in II-12) of PC strand produced by your firm, by type, as specified below. Data are requested for PC strand destined for pre-tensioned (or pre-cast) applications and uncovered and covered/coated PC strand destined for post-tensioned applications. For each of these two categories, please provide the quantities and values of your firm's total U.S. shipments destined for applications subject to "Buy America(n)" restrictions (see instruction booklet for definitions).

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar year			January-March	
	2006	2007	2008	2008	2009
U.S. SHIPMENTS OF PC STRAND FOR PRE-TENSIONED APPLICATIONS:					
Subject to "Buy America(n)" restrictions:					
Quantity (T)					
Value (U)					
NOT subject to "Buy America(n)" restrictions:					
Quantity (V)					
Value (W)					
U.S. SHIPMENTS OF UNCOVERED PC STRAND FOR POST-TENSIONED APPLICATIONS:					
Subject to "Buy America(n)" restrictions:					
Quantity (X)					
Value (Y)					
NOT subject to "Buy America(n)" restrictions:					
Quantity (Z)					
Value (AA)					
U.S. SHIPMENTS OF COVERED/COATED STRAND FOR POST-TENSIONED APPLICATIONS:					
Subject to "Buy America(n)" restrictions:					
Quantity (BB)					
Value (CC)					
NOT subject to "Buy America(n)" restrictions:					
Quantity (DD)					
Value (EE)					

Please note that the U.S. shipment data reported in question II-15 should reconcile with the data reported in question II-12 as follows in each period (i.e., in each column):

Reconciliation

D + F + H = T + V + X + Z + BB + DD Do these data reconcile? Yes No--Please explain _____

E + G + I = U + W + Y + AA + CC + EE Do these data reconcile? Yes No--Please explain _____

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

II-16. Other than direct imports, has your firm otherwise purchased PC strand since January 1, 2006?
(See definitions in the instruction booklet.)

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

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2006	2007	2008	2008	2009
PURCHASES FROM U.S. IMPORTERS²					
OF PRODUCT FROM--					
China:					
<i>Quantity</i>					
<i>Value</i>					
All other countries:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **Mary Klir** (202-205-3247, mary.klir@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise:

2. Does your firm prepare profit/loss statements for the subject merchandise:
 Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes PC strand, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-5. Other products.--Please list any other products you produced in the facilities in which you produced PC strand, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of PC strand from any related company whose financial statements are ultimately consolidated with the financial statements of your firm?

Yes—Continue to question III-7 below. No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of PC strand that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes—Continue to question III-9 below. No--Continue to question III-10 below.

PART III.--FINANCIAL INFORMATION--Continued

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No

III-10. Nonrecurring charges.--For each annual and interim period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's PC strand operations.

Item	Fiscal years ended--			January-March	
	_____	_____	_____	2008	2009
Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)					
1.					
2.					
3.					
4.					
5.					
6.					
7.					

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Operations on PC STRAND.**--Report the revenue and related cost information requested below on the PC strand operations of your U.S. establishment(s).¹ **Do not report resales of products. 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.**² Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact **Mary Klir** at (202) 205-3247 before completing this section of the questionnaire.

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2008	2009
Net sales quantities: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
Continued Dumping and Subsidy Offset Act funds received ⁵					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-8: Year 1 _____ Year 2 _____ Year 3 _____ ³ 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. ⁴ COGS should include costs associated with internal consumption and transfers to related firms. ⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.					

PART III.--FINANCIAL INFORMATION--Continued

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of PC strand. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Item	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe: _____)			
F. Total current assets (lines 1.A. through 1.E.)			
2. Property, plant, and equipment			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
3. Other (describe: _____)			
4. Other (describe: _____)			
5. Total assets (lines 1.F., 2.C., 3 and 4)			

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on PC strand. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-March	
	_____	_____	_____	2008	2009
Capital expenditures					
Research and development expenditures					

PART III.--FINANCIAL INFORMATION--Continued

III-14. Since January 1, 2006, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of PC strand from China?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-15. Does your firm anticipate any negative impact of imports of PC strand from China?

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Joshua Levy** (202-205-3236, joshua.levy@usitc.gov)

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact:

Name and title

() _____

Phone number

E-mail address

PRICE DATA

This section requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers during January 2006–March 2009 of the following products produced by your firm.

Product 1–½ inch, grade 270 (270,000 PSI), low relaxation, UNCOVERED prestressed concrete stand sold for PRE-TENSIONED applications.

Product 2–½ inch, grade 270 (270,000 PSI), low relaxation, UNCOVERED prestressed concrete stand sold for POST-TENSIONED applications.

Product 3–½ inch, grade 270 (270,000 PSI), low relaxation, COVERED prestressed concrete stand that is greased and covered in a polyethylene wrap sold for POST-TENSIONED applications.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

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

IV-2a. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in 1,000 lineal feet, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2006						
January-March						
April-June						
July-September						
October-December						
2007						
January-March						
April-June						
July-September						
October-December						
2008						
January-March						
April-June						
July-September						
October-December						
2009						
January-March						

¹ 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.

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

Product 3: _____

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

IV-3. How does your firm determine the prices that it charges for sales of PC strand (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please only submit some sample pages.

- Transaction by transaction Contracts Set price lists
- Other--Please describe: _____
- _____
- _____

IV-4. Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts Annual total volume discounts No discount policy
- Other--Please describe: _____
- _____
- _____

IV-5. What are your firm's typical sales terms for its U.S.-produced PC strand (e.g., 2/10 net 30 days)? _____ . On what basis are your prices of domestic PC strand usually quoted? (check one)

- F.o.b.--Please specify point: _____ Delivered

IV-6. Approximately what share of your firm's sales of its U.S.-produced PC strand in 2008 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

IV-7. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

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

IV-8. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

IV-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced PC strand?

<u>Source</u>	<u>Share of sales in 2008</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	_____

- IV-10. (a) What is the approximate percentage of the total delivered cost of PC strand that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? ____ percent. Within 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

IV-11. What is the geographic market area in the United States served by your firm's PC strand? (check all that apply)

Geographic area	√ if applicable
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
Central Southwest. —AR, LA, OK, and TX.	
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	
Pacific Coast. —CA, OR, and WA.	
Other. —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	

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

IV-12. Describe the three most common end uses of the PC strand that you manufacture. For each end-use product, what percentage of the total cost is accounted for by PC strand?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____

IV-13. Have there been any changes in the end uses of PC strand since 2006?

- No Yes--Please describe.

IV-14. Are there substitutes for PC strand?

- No Yes-- If yes, please list in order of importance any products that may be substituted for PC strand and provide examples of applications and end uses. For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price for PC strand, and to what degree, the length of any time lag of such an effect.

Substitute	Description	Have changes in the prices of this substitute affected the price for PC strand?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____

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

IV-15. (a) How has the demand within the United States for PC strand changed since January 1, 2006? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States (if known) for PC strand changed since January 1, 2006? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

IV-16. Have there been any significant changes in the product range or marketing of PC strand since January 1, 2006?

- No Yes-- Please describe.

IV-17. To what extent have changes in the prices of raw materials affected your firm's selling prices for PC strand since 2006? 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.

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

IV-18. Has your firm refused, declined, or been unable to supply PC strand since January 1, 2006? (Examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.)

No Yes--Please note and document the time period(s) (i.e., month and year), the customer involved; and the amount and type of product involved.

IV-19. Is PC strand 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	China	Canada	Other countries
United States			
China			
Canada			
¹ For any country-pair producing PC strand which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/>			

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

IV-20. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between PC strand produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.¹

Country-pair	China	Canada	Other countries
United States			
China			
Canada			
¹ For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of PC strand, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/>			

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

IV-21. Please identify below the names and addresses of your firm's 10 largest customers for PC strand since 2006. 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 PC strand that each of these customers accounted for in 2008.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

IV-23. COMPETITION FROM IMPORTS--LOST SALES.-- THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.

Since January 1, 2006: Did your firm lose sales of PC strand to imports of these products from China?

No Yes

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

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

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