

U.S. PRODUCERS' QUESTIONNAIRE

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

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

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews of the antidumping duty orders concerning stainless steel wire rod from Italy, Japan, Korea, Spain, and Taiwan (Inv. Nos. 731-TA-770-773 and 775 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced stainless steel wire rod (as defined in the instruction booklet) at any time since January 1, 2004?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

CERTIFICATION

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

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

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

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

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____hours _____dollars

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

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

I-3. **Support for continuation of orders.**--Do you support or oppose continuation of the antidumping duty orders currently in place for stainless steel wire rod from the following countries?

- | | | | |
|---|----------------------------------|---------------------------------|---|
| Italy (excluding Acciaierie Valbruna S.p.A) | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |
| Japan (excluding Hitachi Metals Ltd) | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |
| Korea | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |
| Spain | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |
| Taiwan (excluding Yieh Hsing Enterprise Ltd) | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |

PART I.--GENERAL INFORMATION--Continued

I-4. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

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

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

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

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

No Yes--List the following information.

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

I-8. **Business plan.**--In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for stainless steel wire rod?

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Edward Petronzio (202-205-3176, edward.petronzio@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

II-1. **Contact information (Trade).**--Who should be contacted regarding the requested trade and related information?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of stainless steel wire rod since January 1, 2004?

<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 (e.g., technology)	_____

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

II-3. **Anticipated changes in operations.**--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 2010 and 2011.**

For question II-4, if your response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.

II-4. **Anticipated changes in operations in the event the orders are revoked.**--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 antidumping duty orders on stainless steel wire rod from Italy, Japan, Korea, Spain, 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. **Same equipment, machinery, and workers.**--Has your firm since 2004 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>						
Item	2004	2005	2006	2007	2008	2009
Overall Production Capacity						
Production of: Stainless steel wire rod						
Other products: _____						

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

II-7. **Production shifting.**--Is your firm able to switch production between stainless steel wire rod and other products in response to a relative change in the price of stainless steel wire rod 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 stainless steel wire rod.

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

II-8. **Trade data.**--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.)

Quantity (in short tons) and value (in \$1,000)						
Item	Calendar year					
	2004	2005	2006	2007	2008	2009
Average production capacity¹ (quantity) (A)						
Beginning-of-period inventories (quantity) (B)						
Production (quantity) (C)						
U.S. shipments:						
Commercial shipments:						
quantity (D)						
value (E)						
Internal consumption:²						
quantity (F)						
value (G)						
Transfers to related firms:²						
quantity (H)						
value (I)						
Export shipments:³						
quantity (J)						
value (K)						
End-of-period inventories (quantity) (L)						
Channels of distribution:						
U.S. commercial shipments to distributors (quantity) (M)						
U.S. commercial shipments to end users (quantity) (N)						
Employment data:						
Average number of PRWs (number) (O)						
Hours worked by PRWs (1,000 hours) (P)						
Wages paid to PRWs (value) (Q)						

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 should 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-9. Reconciliation of trade data.--

- (a) Please note that the quantities reported in question II-8 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 _____

$D = M + N$

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 2004 should equal line B of year 2005). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-10. **Shipments of stainless steel wire rod, by type**—Please report your firm's U.S. shipments (commercial shipments plus transfers to related firms) of the following types of stainless steel wire rod produced in your U.S. establishment(s) during 2009 by quantity. These data sum to the total U.S. shipments reported for 2009 on the previous page.

<i>(Quantity in short tons)</i>					
Item	Types of stainless steel wire rod				
	Austenitic	Ferritic	Martensitic	All other types	Total
Commercial shipments:					
Internal consumption:					
Transfers to related firms:					

- II-11. **Transfers to related firms.**--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-12. **Purchases.**--Other than direct imports, has your firm otherwise purchased stainless steel wire rod since January 1, 2004? (See definitions in the instruction booklet.)

- No Yes-- Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: _____

(Quantity in short tons, value in \$1,000)						
Item	2004	2005	2006	2007	2008	2009
PURCHASES FROM U.S. IMPORTERS¹ OF PRODUCT FROM.—						
Italy: (excluding Valbruna) <i>quantity</i>						
<i>value</i>						
Japan: (excluding Hitachi) <i>quantity</i>						
<i>value</i>						
Korea: <i>quantity</i>						
<i>value</i>						
Spain: <i>quantity</i>						
<i>value</i>						
Taiwan: (excluding Yieh Hsing) <i>quantity</i>						
<i>value</i>						
Valbruna/Hitachi/Yieh Hsing: <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: <i>quantity</i>						
<i>value</i>						
¹ Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____						
² Please list the name of the domestic producer(s) from which you purchased this product. _____ _____						

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

II-13. **Toll production.**--Since January 1, 2004, 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-14. **FTZ.**--Does your firm produce stainless steel wire rod in a foreign trade zone (FTZ)?

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

II-15. **Direct imports.**--Since January 1, 2004, has your firm imported stainless steel wire rod?

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

For questions II-16 and II-17, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-16. **Effect of orders.**--Describe the significance of the existing antidumping duty orders covering imports of stainless steel wire rod from Italy, Japan, Korea, Spain 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-17. **Likely effect of revocation of orders.**--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 antidumping duty orders on stainless steel wire rod from Italy, Japan, Korea, Spain 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

Address questions on this part of the questionnaire to Charles Yost (202-205-3432, charles.yost@usitc.gov).

III-1. **Contact information (Financial).**--Who should be contacted regarding the requested financial information?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

III-2. **Accounting system.**--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, 10 Qs,
 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 stainless steel wire rod, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

III-4. **Allocation basis.**--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 stainless steel wire rod, 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. **Raw materials from related firms.**--Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of stainless steel wire rod 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-9 below

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of stainless steel wire rod 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>
_____	_____
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-9. **Inputs from related firms at cost.**--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—Please contact Charles Yost (202-205-3432, charles.yost@usitc.gov).

III-10. **Nonrecurring charges.**--For each annual 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 stainless steel wire rod operations.

Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
1. _____, classified in _____						
2. _____, classified in _____						
3. _____, classified in _____						
4. _____, classified in _____						
5. _____, classified in _____						
6. _____, classified in _____						
7. _____, classified in _____						

PART III.--FINANCIAL INFORMATION--Continued

III-11. **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).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 six most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost at (202)-205-3432 before completing this section of the questionnaire.

Quantity (in short tons) and value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
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						
<p>¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.</p> <p>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 _____ Year 4 _____ Year 5 _____ Year 6 _____.</p> <p>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.</p> <p>⁴ COGS should include costs associated with internal consumption and transfers to related firms.</p> <p>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.</p>						

PART III.--FINANCIAL INFORMATION--Continued

III-12. Variable and fixed costs.—For each category of costs reported in III-11, please provide a breakdown between variable and fixed costs for your most recent fiscal year in PERCENT as follows:

Cost category	In percent (%)		
	Variable costs	Fixed costs	Total
Raw materials			100.0%
Direct labor			100.0%
Other factory costs			100.0%
SG&A expenses			100.0%

Has the cost structure described above remained the same or similar during the preceding five years? If not, how has it changed?

III-13. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of stainless steel wire rod. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

Item	Value (in \$1,000)					
	_____	_____	_____	_____	_____	_____
ASSETS associated with the production, warehousing, and sale of product:						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories						
D. Other (describe:)						
E. Total current assets (lines 1.A. through 1.D.)						
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. Total assets (lines 1.E., 2.C., and 3)						

PART III.--FINANCIAL INFORMATION--Continued

III-14. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on stainless steel wire rod. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Item	Value (in \$1,000)					
	Fiscal year					
	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenses						

Please provide a description of the nature or focus of your firm's capital expenditures

Please provide a description of the nature or focus of your firm's R&D expenses:

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270, john.benedetto@usitc.gov)

IV-1. **Contact information (Price)**--Who should be contacted regarding the requested pricing and related information?

Company contact:

()

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 since 2004 of the following products produced by your firm.

Product 1.---Grade AISI 304 wire rod, 5.5 mm (0.217 inch) diameter, hot rolled, annealed and pickled

Product 2.---Grade AISI 302 wire rod, spring quality, 5.5 mm (0.217 inch) diameter, hot rolled, annealed and pickled

Product 3.---Grade AISI 308L wire rod, 5.5 mm (0.217 inch) diameter, hot rolled, annealed and pickled

Product 4.---Grade AISI 430 wire rod, 5.5 mm (0.217 inch) diameter, hot rolled, annealed and pickled

Product 5.---Grade AISI 420 wire rod, 5.5 mm (0.217 inch) diameter, hot rolled, annealed and pickled

Product 6.---Grade AISI 410 wire rod, 5.5 mm (0.217 inch) diameter, hot rolled, annealed and pickled

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 MARKET FACTORS--Continued

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

(Quantity in short tons, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2004:				
January-March				
April-June				
July-September				
October-December				
2005:				
January-March				
April-June				
July-September				
October-December				
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				
April-June				
July-September				
October-December				

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: _____

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

IV-2. **Pricing data.**—Continued

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2004:				
January-March				
April-June				
July-September				
October-December				
2005:				
January-March				
April-June				
July-September				
October-December				
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				
April-June				
July-September				
October-December				
¹ Net values (<i>i.e.</i> , 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 3: _____				
Product 4: _____				

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

IV-2. **Pricing data.**—Continued

(Quantity in short tons, value in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
2004:				
January-March				
April-June				
July-September				
October-December				
2005:				
January-March				
April-June				
July-September				
October-December				
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				
April-June				
July-September				
October-December				
¹ Net values (<i>i.e.</i> , 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 5: _____				
Product 6: _____				

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

IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of stainless steel wire rod (*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. **Discount policy.**-- 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. **Pricing terms for stainless steel wire rod.**--

- (a) What are your firm's typical sales terms for its U.S.-produced stainless steel wire rod (*e.g., 2/10 net 30 days*)? _____.
- (b) On what basis are your prices of domestic stainless steel wire rod usually quoted? (check one) F.o.b.--Please specify point: _____ Delivered

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced stainless steel wire rod in 2009 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 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	_____

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

IV-7. **Long-term contract provisions.**--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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

IV-8. **Short-term contract provisions.**--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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

IV-9. **Lead times.**--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 stainless steel wire rod?

<u>Source</u>	<u>Share of sales in 2009</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of stainless steel wire rod 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 are delivered within 100 miles of your production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

IV-11. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's stainless steel wire rod? (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.	

IV-12. **End uses.**--Describe the end uses of the stainless steel wire rod that you manufacture. For each end-use product, what percentage of the total cost is accounted for by stainless steel wire rod?

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

IV-13. **Changes in end uses.**--Have there been any changes in the end uses of stainless steel wire rod since 2004?

No Yes--Please describe.

IV-14. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of stainless steel wire rod in the future?

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

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

IV-15. **Substitutes.**--Please list in order of importance any products that may be substituted for stainless steel wire rod. 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 stainless steel wire rod, 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 stainless steel wire rod?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

IV-16. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for stainless steel wire rod since 2004?

No Yes--Please explain.

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

IV-17. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for stainless steel wire rod in the future?

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

IV-18. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for stainless steel wire rod since 2004? 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.

IV-19. **Surcharges.**-- Does your firm change prices of stainless steel wire rod to its customers based on an alloy surcharge formula? No Yes-- If yes, please report all of the following information. If no, please respond to (c) and (d).

(a) The actual surcharge formulas for each stainless steel wire rod product to which a surcharge formula is applied. If the formula changed since 2004, please report the relevant surcharge formula for each period when it applied.

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

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

IV-19. *Continued*

(c) Does your firm employ a surcharge for titanium, manganese, scrap (iron), energy (natural gas and/or electricity), fuel (for transportation costs), or any other surcharges? If so, please describe the surcharge formula applied in each case and whether the formula has changed since 2004.

(d) How frequently does your firm change or adjust its surcharges for stainless steel wire rod? If it varies depending on the alloy or other basis, please explain.

IV-20. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced stainless steel wire rod in the U.S. market since 2004?

No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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

IV-21. **Availability of supply (U.S.-produced).**--

(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?

- Increase No change 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.

IV-22. **Availability of supply (nonsubject).**--Has the availability of NONSUBJECT stainless steel wire rod (*i.e.*, stainless steel wire rod imported from countries other than Italy, Japan, Korea, Spain, and Taiwan) changed since 2004?

- No Yes--Please explain.

IV-23. **Export constraints.**--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.

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

IV-24. **Product changes.**--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 2004?

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

IV-25. **Anticipated product changes.**--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.

IV-26. **Negotiations.**-- Do purchases of stainless steel wire rod usually involve negotiations between supplier and purchaser?

- No Yes-- Please describe the negotiation process. In your response, please comment on whether your firm asks purchasers about price quotes from competing suppliers.

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

IV-27. **Demand trends.--**

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

Increased No Change Decreased Fluctuated

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

Increased No Change Decreased Fluctuated

IV-28. **Anticipated demand trends.—**

- (a) Do you anticipate any future changes in stainless steel wire rod demand within the United States?

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.

- (b) Do you anticipate any future changes in stainless steel wire rod demand outside the United States?

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 IV.--PRICING AND MARKET FACTORS--Continued

IV-29. **Price comparisons.**--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.

IV-30. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss stainless steel wire rod supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Italy, Japan, Korea, Spain, and Taiwan, and (3) the world as a whole. Of particular interest is such data from 2004 to the present and forecasts for the future.

IV-31. **Business cycles.**--

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

No (skip to question III-32) Yes-- Please describe below, and then answer part (b).

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

No Yes-- Please describe changes.

IV-32. **Barriers to trade.**--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 2004, or that are expected to occur in the future.

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

IV-33. **Interchangeability.**--Is stainless steel wire rod produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	Italy	Japan	Korea	Spain	Taiwan	Other countries ²
United States						
Italy						
Japan						
Korea						
Spain						
Taiwan						

¹ For any country-pair producing stainless steel wire rod which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

² List the countries. _____

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

IV-34. **Factors other than price.**--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 "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	Italy	Japan	Korea	Spain	Taiwan	Other countries ²
United States						
Italy						
Japan						
Korea						
Spain						
Taiwan						

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

² List the countries. _____
