

**U.S. IMPORTERS' QUESTIONNAIRE**

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

This questionnaire must be received by the Commission by no later than **March 5, 2010**

*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 (Final)). 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 imported PC strand (as defined in the instruction booklet) <b><u>FROM ANY COUNTRY</u></b> at any time since January 1, 2007?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, 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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours \_\_\_\_\_ dollars

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

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL INFORMATION--Continued**

I-4. 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-5. 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-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of PC strand?

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

I-7. Please indicate the nature of your firm's importing operations on PC strand. More than one answer may be applicable.

- |  |   |
|--|---|
| <input type="checkbox"/> Importer of record                    | <input type="checkbox"/> Takes title to the imported product(s) |
| <input type="checkbox"/> Consignee of the imported products(s) | <input type="checkbox"/> Customs broker or freight forwarder.   |

**PART I.--GENERAL INFORMATION--Continued**

I-8. If your firm is an importer of record of PC strand but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. Please indicate whether your firm enters PC strand into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones     No             Yes

Bonded warehouses     No             Yes

I-10. Please indicate whether your firm imports PC strand under the TIB (temporary importation under bond) program.

No             Yes

I-11. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify. \_\_\_\_\_

\_\_\_\_\_

**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. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of PC strand since January 1, 2007?

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> office/warehouse openings .....	_____ _____
<input type="checkbox"/> office/warehouse closings .....	_____ _____
<input type="checkbox"/> relocations .....	_____ _____
<input type="checkbox"/> expansions .....	_____ _____
<input type="checkbox"/> acquisitions.....	_____ _____
<input type="checkbox"/> consolidations.....	_____ _____
<input type="checkbox"/> prolonged shutdowns or importation curtailments .....	_____ _____
<input type="checkbox"/> revised labor agreements .....	_____ _____
<input type="checkbox"/> other.....	_____ _____

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

II-3. Has your firm imported or arranged for the importation of PC strand *from any country* for delivery after December 31, 2009?

- No                       Yes--Indicate when such orders are to be delivered and the quantities involved, by country.

Country	Quantity (in 1,000 pounds)		
	January-March 2010	April-June 2010	July-September 2010
China			
(Identify country)			
(Identify country)			
(Identify country)			
(Identify country)			

II-4. If your firm also produces PC strand in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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II-5. Does your firm cover and/or coat or is it capable of covering and/or coating bare PC strand (e.g., lubricate with grease and encase in a plastic tube and/or coat with epoxy)?

- 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.

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(b) Of the total value of the covered and/or coated PC strand that your firm shipped in 2009, what percentage was accounted for by the valued of the uncovered PC strand? If your answer differs by type of covering or coating, please explain. \_\_\_\_\_ percent.

(c) Of the total value of your cost of goods sold of the covered and/or coated PC strand that your firm shipped in 2009, 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.

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

II-5.--Continued

(d) Of the uncovered PC strand that your firm purchased in 2009 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 some 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 2009 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?

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

II-6. **IMPORTS FROM CHINA.**—Report your firm's imports and your firm's shipments and inventories of PC strand imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

Quantity (in 1,000 pounds), value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
<b>Beginning-of-period inventories</b> (quantity) (A)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports (B)			
Value of imports (C)			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments (D)			
Value of commercial shipments (E)			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/company transfers (F)			
Value <sup>2</sup> of internal consumption/company transfers (G)			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments (H)			
Value of export shipments (I)			
<b>End-of-period inventories</b> (quantity) (J)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors that convert or post-tension PC strand (quantity) (K)			
U.S. shipments to other distributors (quantity) (L)			
U.S. shipments to end users that convert or post-tension PC strand (quantity) (M)			
U.S. shipments to other end users (quantity) (N)			
<sup>1</sup> Please identify the foreign producers, if known: _____			
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____			
<sup>3</sup> Identify your principal export markets: _____			

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

A + B – D – F – H = J    Do these data reconcile?  Yes     No--(Please explain: \_\_\_\_\_)

D + F = K+ L + M + N    Do these data reconcile?  Yes     No--( Please explain: \_\_\_\_\_)

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 J of year 2007 should equal line A of year 2008). Do these data reconcile for each adjacent calendar year?

Yes.     No--Please explain. \_\_\_\_\_



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

II-7. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of PC strand imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in 1,000 pounds), value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
<b>Beginning-of-period inventories</b> (quantity) (A)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports (B)			
Value of imports (C)			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments (D)			
Value of commercial shipments (E)			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/company transfers (F)			
Value <sup>2</sup> of internal consumption/company transfers (G)			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments (H)			
Value of export shipments (I)			
<b>End-of-period inventories</b> (quantity) (J)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors that convert or post-tension PC strand (quantity) (K)			
U.S. shipments to other distributors (quantity) (L)			
U.S. shipments to end users that convert or post-tension PC strand (quantity) (M)			
U.S. shipments to other end users (quantity) (N)			
<sup>1</sup> Please identify the foreign producers, if known: _____			
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____			
<sup>3</sup> Identify your principal export markets: _____			

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

A + B – D – F – H = J    Do these data reconcile?  Yes     No--(Please explain: \_\_\_\_\_)

D + F = K+ L + M + N    Do these data reconcile?  Yes     No--( Please explain: \_\_\_\_\_)

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 J of year 2007 should equal line A of year 2008). Do these data reconcile for each adjacent calendar year?

Yes.             No--Please explain. \_\_\_\_\_

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

II-8. **U.S. shipments of imports from China, by application.**--Does your firm make U.S. shipments of PC strand imported from China?

- No.                       Yes-- 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-6.) of PC strand imported by your firm from China, by type, as specified below. Data are requested for PC strand destined for pre-tensioned (or pre-cast) application and uncovered and covered/coated PC strand destined for post-tensioned application. 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).

**CHINA**

Quantity (in 1,000 pounds) and value (in \$1,000)			
Item	Calendar year		
	2007	2008	2009
<b>U.S. SHIPMENTS OF PC STRAND FOR PRE-TENSIONED APPLICATIONS:</b>			
<b>Subject to "Buy America(n)" restrictions:</b>			
Quantity (O)			
Value (P)			
<b>NOT subject to "Buy America(n)" restrictions:</b>			
Quantity (Q)			
Value (R)			
<b>U.S. SHIPMENTS OF UNCOVERED PC STRAND FOR POST-TENSIONED APPLICATIONS:</b>			
<b>Subject to "Buy America(n)" restrictions:</b>			
Quantity (S)			
Value (T)			
<b>NOT subject to "Buy America(n)" restrictions:</b>			
Quantity (U)			
Value (V)			
<b>U.S. SHIPMENTS OF COVERED/COATED STRAND FOR POST-TENSIONED APPLICATIONS:</b>			
<b>Subject to "Buy America(n)" restrictions:</b>			
Quantity (W)			
Value (X)			
<b>NOT subject to "Buy America(n)" restrictions:</b>			
Quantity (Y)			
Value (Z)			

**Reconciliation of U.S. shipment data.**-- Please note that the U.S. shipment data reported in question II-6 should reconcile with the data reported in question II-8 as follows in each period (i.e., in each column):

Reconciliation

$D + F = O + Q + S + U + W + Y$

Do these data reconcile?  Yes     No—Please explain \_\_\_\_\_

$E + G = P + R + T + V + X + Z$

Do these data reconcile?  Yes     No—Please explain \_\_\_\_\_

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

II-9. **U.S. shipments of imports from all other sources combine, by application.**--Does your firm make U.S. shipments of PC strand imported from sources other than China?

- No.       Yes-- 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-7.) of PC strand imported by your firm from countries other than China, by type, as specified below. Data are requested for PC strand destined for pre-tensioned (or pre-cast) application and uncovered and covered/coated PC strand destined for post-tensioned application. 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).

**ALL OTHER SOURCES COMBINED**

Quantity (in 1,000 pounds) and value (in \$1,000)			
Item	Calendar year		
	2007	2008	2009
<b>U.S. SHIPMENTS OF PC STRAND FOR PRE-TENSIONED APPLICATIONS:</b>			
<b>Subject to "Buy America(n)" restrictions:</b>			
Quantity (O)			
Value (P)			
<b>NOT subject to "Buy America(n)" restrictions:</b>			
Quantity (Q)			
Value (R)			
<b>U.S. SHIPMENTS OF UNCOVERED PC STRAND FOR POST-TENSIONED APPLICATIONS:</b>			
<b>Subject to "Buy America(n)" restrictions:</b>			
Quantity (S)			
Value (T)			
<b>NOT subject to "Buy America(n)" restrictions:</b>			
Quantity (U)			
Value (V)			
<b>U.S. SHIPMENTS OF COVERED/COATED STRAND FOR POST-TENSIONED APPLICATIONS:</b>			
<b>Subject to "Buy America(n)" restrictions:</b>			
Quantity (W)			
Value (X)			
<b>NOT subject to "Buy America(n)" restrictions:</b>			
Quantity (Y)			
Value (Z)			

**Reconciliation of U.S. shipment data.**-- Please note that the U.S. shipment data reported in question II-7 should reconcile with the data reported in question II-9 as follows in each period (i.e., in each column):

Reconciliation

$D + F = O + Q + S + U + W + Y$

Do these data reconcile?  Yes     No—Please explain \_\_\_\_\_

$E + G = P + R + T + V + X + Z$

Do these data reconcile?  Yes     No—Please explain \_\_\_\_\_

**PART III.—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](mailto:joshua.levy@usitc.gov))

III-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 price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers during January 2007–December 2009 of the following products you imported from China:

**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.**

**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 III.--PRICING AND RELATED INFORMATION --Continued**

III-2a. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm.

**CHINA**

<b>(Quantity in 1,000 lineal feet, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. <sup>2</sup> Pricing product definitions are provided on the first page of Part III.  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 III.--PRICING AND RELATED INFORMATION --Continued**

III-2b. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from your firm's **largest** nonsubject country source (e.g., Canada) and sold by your firm during January 2007-December 2009.

**Your firm's largest nonsubject country source** \_\_\_\_\_

(Identify country)

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

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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 III.--PRICING AND RELATED INFORMATION --Continued**

III-2c. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from your firm's **second largest** nonsubject country source (e.g., Taiwan) and sold by your firm during January 2007-December 2009.

**Your firm's second largest nonsubject country source** \_\_\_\_\_  
 (Identify country)

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

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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 III.--PRICING AND RELATED INFORMATION --Continued**

III-3. **Price setting.--** 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: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

III-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: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

III-5. **Pricing terms for PC strand.--**

- (a) What are your firm's typical sales terms for its imported PC strand (e.g., 2/10 net 30 days)? \_\_\_\_\_.
- (b) On what basis are your prices of imported PC strand usually quoted? (check one)
- F.o.b.--Please specify point: \_\_\_\_\_                       Delivered

III-6. Approximately what share of your firm's sales of its PC strand imported from China 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 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 III.--PRICING AND RELATED INFORMATION --Continued**

III-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? \_\_\_\_\_

III-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? \_\_\_\_\_

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

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

III-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.

**PART III.--PRICING AND RELATED INFORMATION --Continued**

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

III-12. Describe the three most common end uses of the PC strand that you import from China. 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>
_____	_____
_____	_____
_____	_____

III-13. Have there been any changes in the end uses of PC strand since 2007?

No       Yes--Please describe.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION --Continued**

III-14. **Substitutes.**-- 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. <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/>

**PART III.--PRICING AND RELATED INFORMATION --Continued**

III-15. (a) How has the demand within the United States for PC strand changed since January 1, 2007? What principal factors affect changes in demand?

- Increased       No Change       Decreased       Fluctuated

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(b) How has the demand outside the United States (if known) for PC strand changed since January 1, 2007? What principal factors affect changes in demand?

- Increased       No Change       Decreased       Fluctuated

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III-16. Have there been any significant changes in the product range, product mix, or marketing of PC strand since January 1, 2007?

- No       Yes-- Please describe.

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III-17. To what extent have changes in the prices of raw materials affected your firm's selling prices for PC strand since 2007? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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**PART III.--PRICING AND RELATED INFORMATION --Continued**

III-18. Has your firm refused, declined, or been unable to supply PC strand since January 1, 2007?  
(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.

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III-19. (a) Is the PC strand market subject to business cycles or conditions of competition (including seasonal business) distinctive to PC strand?

- No (skip to question III-20)     Yes--Please describe below, and then answer part (b).

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(b) If yes, have there been any changes in the business cycle or conditions of competition for PC strand since January 1, 2007

- No             Yes--Please describe.

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**PART III.--PRICING AND RELATED INFORMATION --Continued**

III-20. 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.<sup>1</sup>

Country-pair	China	Your firm's largest nonsubject country source <sup>2</sup> <hr/> <i>(Identify country)</i>	Your firm's second largest nonsubject country source <sup>3</sup> <hr/> <i>(Identify country)</i>
<b>United States</b>			
<b>China</b>			
<p><sup>1</sup> 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:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <p><sup>2</sup> Please report for your firm's <b>largest</b> nonsubject country source for PC strand (e.g., Canada) imported during January 2007-December 2009, as reported in table III-2b.</p> <p><sup>3</sup> Please report for your firm's <b>second largest</b> nonsubject country source for PC strand (e.g., Taiwan) imported during January 2007-December 2009, as reported in table III-2c.</p>			

**PART III.--PRICING AND RELATED INFORMATION --Continued**

III-21. 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.<sup>1</sup>

Country-pair	China	Your firm's largest nonsubject country source <sup>2</sup> <hr/> <i>(Identify country)</i>	Your firm's second largest nonsubject country source <sup>3</sup> <hr/> <i>(Identify country)</i>
<b>United States</b>			
<b>China</b>			
<p><sup>1</sup> For any country-pair for which factors other than price always or frequently 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:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>			
<p><sup>2</sup> Please report for your firm's <b>largest</b> nonsubject country source for PC strand (e.g., Canada) imported during January 2007-December 2009, as referenced in table III-2b.</p> <p><sup>3</sup> Please report for your firm's <b>second largest</b> nonsubject country source for PC strand (e.g., Taiwan) imported during January 2007-December 2009, as referenced in table III-2c.</p>			

**PART III.--PRICING AND RELATED INFORMATION --Continued**

III-22. Please identify below the names and addresses of your firm's 10 largest customers for PC strand since 2007. 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 from China 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 2009 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					