

**U.S. PURCHASERS' 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 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 countervailing duty and antidumping 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)). Further information on this questionnaire can be obtained from Joshua Levy (202-205-3236).

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm purchased PC strand (as defined in the instruction booklet) from <u>any</u> source 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 submitting 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 this investigation 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 this investigation 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 this investigation 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 25 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 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. 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 the production of PC strand?

No       Yes--List the following information

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

**PART II.--PURCHASES**

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of PC strand. Report based on delivery date, not order date.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	2007	2008	2009
<b>Purchases of PC strand produced in the United States:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Purchases of PC strand produced in China:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Purchases of PC strand produced in all other countries:<sup>1</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please identify these countries: _____			

II-3. If the relative shares of your firm's total purchases of PC strand from different sources (both domestic and foreign) have changed since 2007, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Trend	Reason
United States	<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	
China	<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	
Other (largest source)	<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	
Other (second largest source)	<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	

**PART II.--PURCHASES--Continued**

II-4. If your firm has purchased PC strand from only one country, please explain the reasons for doing so.

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II-5. **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers 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 that each of these customers accounted for in 2009.

No.	Supplier's name	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2009 purchases (%)
1					
2					
3					
4					
5					

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

III-1. a) Which of the following best describes your firm as a purchaser of PC strand (check all that apply)?

- Converter (covers PC strand)
- Construction firm
- Distributor
- Other ( \_\_\_\_\_ )

b) Is your firm in pre-tensioned applications, post-tensioned applications, or both?

- Pre-tensioned applications
- Post-tensioned applications
- Both

III-2. (a) If your firm is a distributor or reseller of PC strand, what are the major types of consumers to which you sell PC strand?

\_\_\_\_\_

(b) If you are a distributor or reseller of PC strand, do you compete for sales to your customers with the manufacturers or importers from which you purchase PC strand?

- No             Yes—Please describe.

\_\_\_\_\_

\_\_\_\_\_

(c) Do firms in the pre-tensioned and post-tensioned applications compete for the same bare PC strand?

- No             Yes—Please describe.

\_\_\_\_\_

\_\_\_\_\_

III-3. If your firm is an end user of PC strand, list in order of quantity of PC strand consumed, the top 3 products for which your firm purchases PC strand as a component part or input. Please indicate what percentage of the total cost is accounted for by PC strand.

<b>Product you produce</b>	<b>Percent of cost accounted for by PC strand</b>

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

**--Continued**

III-4. (a) If your firm is an end user of PC strand, has the demand for your firm's final products incorporating PC strand changed since January 1, 2007?

- Increased                       No change                       Decreased

(b) Has this had any effect on your firm's demand for PC strand?

- No                       Yes—Please describe.

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III-5. Please list in order of importance any products that may be substituted for PC strand. 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, and the length of any time lag of such an effect.

Substitute	Application	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.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

**--Continued**

III-6. Are you aware whether the PC strand you are purchasing is U.S.-produced or imported?

- Always                       Usually                       Sometimes                       Never

III-7. Do you know the manufacturer of the PC strand that you purchase?

- Always                       Usually                       Sometimes                       Never

III-8. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

- Always                       Usually                       Sometimes                       Never

III-9. Is buying a product that is produced in the United States an important factor in your firm's purchases of PC strand (please check ALL that apply)?

- No  
 Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of all purchases of PC strand.  
 Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves \_\_\_\_ percent of all purchases of PC strand.  
 Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all purchases of PC strand.

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III-10. (a) Is the PC strand market subject to business cycles or conditions of competition distinctive to PC strand?

- No                       Yes--Please explain and provide estimates of the duration of any such cycle.

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(b) Has the emergence of new markets for PC strand since 2007 affected the business cycles or conditions of competition distinctive to PC strand?

- No                       Yes--Please explain any such changes.

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

**--Continued**

III-11. Have you made significant changes in your purchasing patterns (e.g., frequency) since 2007?

No             Yes-- Please describe.

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III-12. How many suppliers do you generally contact before making a purchase? \_\_\_\_\_

III-13. Have you changed suppliers since 2007?

No             Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

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III-14. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2007?

No             Yes--Please identify the firms.

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III-15. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the PC strand they sell to your firm?

No             Yes-- \_\_\_\_\_ percent of purchases in 2009             Yes--All purchases

Please provide a general description of the certification or qualification process and the time required.

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

**--Continued**

III-16. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

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III-17. Since 2007, have any domestic or foreign producers failed in their attempts to certify or qualify their PC strand with your firm or have any producers lost their approved status?

No             Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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III-18. Since 2007, have any domestic or foreign producers refused, declined, or been unable to supply your firm with PC strand (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, been unable to meet timely shipment commitments, etc.)?

No             Yes-- Please describe.

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

**--Continued**

III-19. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for PC strand.

**VERY                      SOMEWHAT                      NOT**  
**IMPORTANT                      IMPORTANT                      IMPORTANT**

Availability .....			
Delivery terms.....			
Delivery time .....			
Discounts offered .....			
Extension of credit .....			
Price .....			
Minimum qty requirements.....			
Packaging.....			
Product consistency .....			
Quality meets industry standards ....			
Quality exceeds industry standards.			
Product range .....			
Reliability of supply.....			
Technical support/service .....			
U.S. transportation costs .....			
Other (specify):			
_____ .....			
_____ .....			
_____ .....			

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

**--Continued**

III-19. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase PC strand for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

(i) \_\_\_\_\_

(ii) \_\_\_\_\_

(iii) \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-20. What characteristics does your firm consider when determining the quality of PC strand?

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

III-21. How often does your firm purchase the PC strand that is offered at the lowest price?

Always                       Usually                       Sometimes                       Never

III-22. Please list the names of any firms you considered price leaders in the PC strand market during January 2007-December 2009. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

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

III-23. Please describe how the above firm(s) exhibited price leadership.

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

**PART IV.--PRODUCT COMPARISONS**

IV-1. Please indicate the countries of origin for PC strand for which your firm has actual marketing/pricing knowledge.

- United States
- China
- Other countries (Please specify: \_\_\_\_\_)

IV-2. 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> _____	Your firm's second largest nonsubject country source <sup>3</sup> _____
<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> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p>			
<p><sup>2</sup> Please report for your firm's <b>largest</b> nonsubject country source for PC strand (e.g., Canada) purchased during January 2007-December 2009.</p> <p><sup>3</sup> Please report for your firm's <b>second largest</b> nonsubject country source for PC strand (e.g., Taiwan) purchased during January 2007-December 2009.</p>			

**PART IV.--PRODUCT COMPARISONS --Continued**

IV-3. Do you or your customers ever specifically order PC strand from one country in particular over other possible sources of supply?

- No                       Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why PC strand from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-4. Are certain grades/types/sizes of PC strand available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No                       Yes--Please identify the source and the grade/type/size.

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IV-5. If you purchased PC strand from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.--PRODUCT COMPARISONS --Continued**

IV-7. (a) How often does domestically produced PC strand meet minimum quality specifications for your uses or your customers' uses?

Always             Usually             Sometimes             Rarely or never

(b) How often does imported subject PC strand meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) How often does imported nonsubject PC strand (*i.e.*, PC strand from countries other than China) meet minimum quality specifications for your uses or your customers' uses?

Source (specify country)	Always	Usually	Sometimes	Rarely or never
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>