

U.S. PRODUCERS' QUESTIONNAIRE

**PRESTRESSED CONCRETE STEEL WIRE STRAND ("PC STRAND") FROM BRAZIL,
INDIA, JAPAN, KOREA, MEXICO, AND THAILAND**

This questionnaire must be received by the Commission by no later than **JULY 20, 2009**

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 countervailing duty order on PC strand from India and antidumping duty orders on PC strand from Brazil, India, Japan, Korea, Mexico, and Thailand (Inv. Nos. 701-TA-432 and 731-TA-1024-1028 (Review) and AA1921-188 (Third 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 PC strand (as defined in the instruction booklet) at any time since January 1, 2003?
<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 and/or countervailing duty orders currently in place for PC strand from the following countries?

Brazil	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
India	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Japan	<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
Mexico	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Thailand	<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 PC strand from Brazil, India, Japan, Korea, Mexico, and/or Thailand into the United States or which are engaged in exporting PC strand from these countries to the United States?

No Yes--List the following information.

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

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing PC strand from countries *other* than Brazil, India, Japan, Korea, Mexico, and Thailand into the United States or which are engaged in exporting PC strand from countries *other* than these six subject countries 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>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

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 PC strand?

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 PC strand?

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 **Mary Messer** (202-205-3193, mary.messer@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 PC strand since January 1, 2003?

<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 PC strand 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 PC strand (in 1,000 pounds) for 2009 and 2010.**

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 order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of PC strand in the future if the countervailing and/or antidumping duty orders on PC strand from Brazil, India, Japan, Korea, Mexico, and/or Thailand 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 2003 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of PC strand and/or using the same production and related workers employed to produce PC strand?

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

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

<i>(Quantity in 1,000 pounds)</i>								
Item	2003	2004	2005	2006	2007	2008	Jan.-June	
							2008	2009
Overall Production Capacity								
Production of: PC strand								

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 PC strand and other products in response to a relative change in the price of PC strand vis-a-vis the price of other products, using the same equipment and labor?

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

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 PC strand in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)								
Item	Calendar year						January-June	
	2003	2004	2005	2006	2007	2008	2008	2009
Average production capacity¹ (quantity) (A)								
Beginning-of-period inventories (quantity) (B)								
Production (quantity) (C)								
U.S. shipments:								
Commercial shipments:								
quantity (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. shipments to distributors that convert or post-tension PC strand (quantity) (M)								
U.S. shipments to other distributors (quantity) (N)								
U.S. shipments to end users that convert or post-tension PC strand (quantity) (O)								
U.S. shipments to other end users (quantity) (P)								
Employment data:								
Average number of PRWs (number) (Q)								
Hours worked by PRWs (1,000 hours) (R)								
Wages paid to PRWs (value) (S)								

¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2003-08, January to June 2008, and January to June 2009 below:

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 _____

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

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

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2003 should equal line B of year 2004). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-10. **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-11. **U.S. shipments, by application.**--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-8) of PC strand produced by your firm, by type, as specified below. Data are requested for PC strand destined for pre-tensioned (or pre-cast) applications and uncovered and covered/coated PC strand destined for post-tensioned applications. For each of these two categories, please provide the quantities and values of your firm's total U.S. shipments destined for applications subject to "Buy America(n)" restrictions (see instruction booklet for definitions).

Quantity (in 1,000 pounds) and value (in \$1,000)								
Item	Calendar year						January-June	
	2003	2004	2005	2006	2007	2008	2008	2009
U.S. SHIPMENTS OF PC STRAND FOR PRE-TENSIONED APPLICATIONS:								
Subject to "Buy America(n)" restrictions:								
Quantity (T)								
Value (U)								
NOT subject to "Buy America(n)" restrictions:								
Quantity (V)								
Value (W)								
U.S. SHIPMENTS OF UNCOVERED PC STRAND FOR POST-TENSIONED APPLICATIONS:								
Subject to "Buy America(n)" restrictions:								
Quantity (X)								
Value (Y)								
NOT subject to "Buy America(n)" restrictions:								
Quantity (Z)								
Value (AA)								
U.S. SHIPMENTS OF COVERED/COATED STRAND FOR POST-TENSIONED APPLICATIONS:								
Subject to "Buy America(n)" restrictions:								
Quantity (BB)								
Value (CC)								
NOT subject to "Buy America(n)" restrictions:								
Quantity (DD)								
Value (EE)								

II-12. **Reconciliation of U.S. shipment data.**-- Please note that the U.S. shipment data reported in question II-11 should reconcile with the data reported in question II-8 as follows in each period (i.e., in each column):

Reconciliation

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

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

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

II-13. **Purchases.**--Other than direct imports, has your firm otherwise purchased PC strand since January 1, 2003? (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: _____

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>						
Item	2003	2004	2005	2006	2007	2008
PURCHASES FROM U.S. IMPORTERS¹ OF PC STRAND FROM.—						
BRAZIL:						
Quantity						
Value						
INDIA:						
Quantity						
Value						
JAPAN:						
Quantity						
Value						
KOREA:						
Quantity						
Value						
MEXICO:						
Quantity						
Value						
THAILAND:						
Quantity						
Value						
ALL OTHER COUNTRIES:						
Quantity						
Value						
PURCHASES FROM DOMESTIC PRODUCERS:²						
Quantity						
Value						
PURCHASES FROM OTHER SOURCES:						
Quantity						
Value						
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-14. **Toll production.**--Since January 1, 2003, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of PC strand?

No Yes

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

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

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

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

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

II-15. **Covering and/or coating.**--Does your firm cover and/or coat or is it capable of covering and/or coating bare PC strand (either in-house or through a tolling arrangement)?

No Yes-- Please answer the questions below.

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

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

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

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

II-15. Covering and/or coating.--Continued

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

Produced in the United States _____ pounds

Produced in Brazil, India, Japan, Korea, Mexico, or Thailand . . . _____ pounds

Produced in all other countries _____ pounds

Total _____ pounds

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

II-16. Indented PC strand.-- Does your firm produce or is it capable of producing indented PC strand?

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

II-17. Post-tensioning services.--Is your firm engaged in post-tensioning services?

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

II-18. FTZ.--Does your firm produce PC strand in a foreign trade zone (FTZ)?

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

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

II-19. **Direct imports.**--Since January 1, 2003, has your firm imported PC strand?

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

For questions II-20 and II-21, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-20. **Effect of order.**--Describe the significance of the existing countervailing and/or antidumping duty orders covering imports of PC strand from Brazil, India, Japan, Korea, Mexico, and/or Thailand 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-21. **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 PC strand in the future if the countervailing and/or antidumping duty orders on PC strand from Brazil, India, Japan, Korea, Mexico, and/or Thailand 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 Mary Klir (202-205-3247, mary.klir@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, 10Qs,
 Monthly, quarterly, semi-annually, annually
4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

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

III-3. **Cost accounting system.**--Briefly describe your cost accounting system (e.g., standard cost, 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 PC strand, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

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

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

Yes--Continue to question III-7 below No--Continue to question III-9 below

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

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

PART III.—FINANCIAL INFORMATION--Continued

III-10. **Operations on PC STRAND.**--Report the revenue and related cost information requested below on the PC strand operations of your U.S. establishment(s).¹ **Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.**² Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact **Mary Klir** at (202) 205-3247 before completing this section of the questionnaire.

Quantity (in 1,000 pounds) and value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
Net sales quantities: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (COGS): ⁴						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ⁵						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-8:
Year 1 _____ Year 2 _____ Year 3 _____ Year 4 _____ Year 5 _____ Year 6 _____.
³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.
⁴ COGS should include costs associated with internal consumption and transfers to related firms.
⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.—FINANCIAL INFORMATION--Continued

III-10. Operations on PC STRAND.--Continued

Quantity (in 1,000 pounds) and value (in \$1,000)		
Item	January-June 2008	January-June 2009
Net sales quantities: ³		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
Net sales values: ³		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
Cost of goods sold (COGS): ⁴		
Raw materials		
Direct labor		
Other factory costs		
Total COGS		
Gross profit or (loss)		
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received ⁵		
All other income items		
All other income or expenses, net		
Net income or (loss) before income taxes		
Depreciation/amortization included above		

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-8: January-June 2008 _____ January-June 2009 _____

³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

⁴ COGS should include costs associated with internal consumption and transfers to related firms.

⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART IV.—PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Joshua Levy (202-205-3236, Joshua.Levy@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 during January 2003–March 2009 of the following products produced by your firm.

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

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

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

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

PART IV.—PRICING AND MARKET FACTORS--Continued

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

(Quantity in 1,000 lineal feet, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2003:						
January-March						
April-June						
July-September						
October-December						
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						

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

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

Product 1: _____

Product 2: _____

Product 3: _____

PART IV.—PRICING AND MARKET FACTORS--Continued

IV-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: _____
- _____
- _____

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 PC strand.**--

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

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

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

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

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

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

IV-13. **Changes in end uses.**--Have there been any changes in the end uses of PC strand since 2003?

No Yes--Please describe.

IV-14. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of PC strand 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.**—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/>

IV-16. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for PC strand since 2003?

- 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 PC strand 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 PC strand since 2003? 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. **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 PC strand in the U.S. market since 2003?

- 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-20. Has your firm refused, declined, or been unable to supply PC strand since January 1, 2003? (Examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.)

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

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

(a) Do you anticipate any changes in terms of the availability of U.S.-produced PC strand 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 (subject).**—Has the availability of SUBJECT PC strand (*i.e.*, PC strand imported from Brazil, India, Japan (subject producers only), Korea, Mexico, and Thailand) changed since 2003?

- No Yes--Please explain.

PART IV.—PRICING AND MARKET FACTORS--Continued

IV-23. **Availability of supply (nonsubject).**--Has the availability of NONSUBJECT PC strand (*i.e.*, PC strand imported from countries other than Brazil, India, Japan, Korea, Mexico, or Thailand) changed since 2003?

- No Yes--Please explain.

IV-24. **Export constraints.**--Describe how easily your firm can shift its sales of PC strand 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 PC strand 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.

IV-25. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of PC strand since 2003?

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

IV-26. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of PC strand 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.

PART IV.—PRICING AND MARKET FACTORS--Continued

IV-27. Demand trends.--

- (a) How has the demand within the United States for PC strand changed since January 1, 2003? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

- (b) How has the demand outside the United States (if known) for PC strand changed since January 1, 2003? 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 PC strand 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 PC strand 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 PC strand 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 PC strand supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Brazil, India, Japan, Korea, Mexico, and/or Thailand, and (3) the world as a whole. Of particular interest is such data from 2003 to the present and forecasts for the future.

IV-31. **Barriers to trade.**--Are your exports of PC strand 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 2003, or that are expected to occur in the future.
