

**U.S. IMPORTERS' QUESTIONNAIRE**

**GALVANIZED STEEL WIRE FROM CHINA AND MEXICO**

**This questionnaire must be received by the Commission by no later than April 14, 2011**

*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 galvanized steel wire from China and Mexico (inv. Nos. 701-TA-479 and 731-TA-1183-1184 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p><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 imported galvanized steel wire (as defined in the instruction booklet) from any country at any time since January 1, 2008?</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 this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings 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 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. **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. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing galvanized steel wire from China or Mexico into the United States or that are engaged in exporting galvanized steel wire from China or Mexico to the United States?

No  Yes--List the following information.

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

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of galvanized steel wire?

No  Yes--List the following information.

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

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on galvanized steel wire. More than one answer may be applicable.

- Importer of record  Takes title to the imported product(s)
- Consignee of the imported products(s)  Customs broker or freight forwarder.

I-7. **Consignee.**--If your firm is an importer of record of galvanized steel wire 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters galvanized steel wire into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones       No               Yes

Bonded warehouses       No               Yes

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports galvanized steel wire under the TIB (temporary importation under bond) program.

No               Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

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

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

Further information on this part of the questionnaire can be obtained from Angela Newell (202-708-5409, [angela.newell@usitc.gov](mailto:angela.newell@usitc.gov)). **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for parts I with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: ( ) \_\_\_\_\_

Fax: ( ) \_\_\_\_\_

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of galvanized steel wire since January 1, 2008.

*(check as many as appropriate) (please describe)*

office/warehouse openings..... \_\_\_\_\_  
\_\_\_\_\_

office/warehouse closings ..... \_\_\_\_\_  
\_\_\_\_\_

relocations ..... \_\_\_\_\_  
\_\_\_\_\_

expansions ..... \_\_\_\_\_  
\_\_\_\_\_

acquisitions..... \_\_\_\_\_  
\_\_\_\_\_

consolidations..... \_\_\_\_\_  
\_\_\_\_\_

prolonged shutdowns or  
importation curtailments ..... \_\_\_\_\_  
\_\_\_\_\_

revised labor agreements ..... \_\_\_\_\_  
\_\_\_\_\_

other..... \_\_\_\_\_  
\_\_\_\_\_

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of galvanized steel wire from China and Mexico for delivery after December 31, 2010?

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

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II-4. **Reasons for importing.**--If your firm also produces galvanized steel wire in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of galvanized steel wire imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**China**

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2008	2009	2010
<b>Beginning-of-period inventories (quantity)</b>			
<b>Imports:<sup>1</sup></b>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:<sup>3</sup></b>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories<sup>4</sup> (quantity)</b>			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<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: _____			
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?			
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-6. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of galvanized steel wire imported from Mexico by your firm during the specified periods. (See definitions in the instruction booklet.)

**Mexico**

<b>Quantity (in short tons), value (in \$1,000)</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2008</b>	<b>2009</b>	<b>2010</b>
<b>Beginning-of-period inventories (quantity)</b>			
<b>Imports:<sup>1</sup></b>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:<sup>3</sup></b>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories<sup>4</sup> (quantity)</b>			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<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: _____			
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> 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 galvanized steel wire 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 short tons), value (in \$1,000)			
Item	Calendar years		
	2008	2009	2010
<b>Beginning-of-period inventories</b> (quantity)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> (quantity)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<sup>1</sup> Please identify the sources and foreign producers, if known: <hr/>			
<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: <hr/>			
<sup>3</sup> Identify your principal export markets: _____ 			
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? 			
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

Further information on this part of the questionnaire can be obtained from James Fetzer (202-708-5403, [james.fetzer@usitc.gov](mailto:james.fetzer@usitc.gov)).

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III.

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

**PRICE DATA**

III-2. These questions requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since January 1, 2008 of the following products you imported from China, Mexico, and Canada:

**Product 1.**-- 0.148-inch (3.76mm) diameter, low carbon galvanized wire, Class 1 (zinc) coating, for industrial use.

**Product 2.**-- 0.085-inch (2.16mm) diameter, low carbon galvanized wire, Commercial coating, for industrial use.

**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. **Price data.**--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 short tons, 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>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</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. **Price data** *continued*.--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Mexico and sold by your firm.

**Mexico**

<b>(Quantity in short tons, 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>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</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. **Price data** *continued*.--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Canada and sold by your firm.

**Canada**

(Quantity in short tons, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</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 galvanized steel wire (*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  
 Reverse internet auction sales  
 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 discounts  
 Other--Please describe: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

III-5. **Pricing terms for galvanized steel wire--**

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of galvanized steel wire imported from China and Mexico in 2010 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</u>
Long-term contracts	_____ %
Short-term contracts	_____ %
Spot sales	_____ %
<b>Total</b>	<b>100%</b>

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

III-7. **Long-term contract provisions.**--If you sell galvanized steel wire imported from China and Mexico 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

III-8. **Short-term contract provisions.**--If you sell galvanized steel wire imported from China and Mexico 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

III-9. **Lead times.**--What is your share of sales of galvanized steel wire imported from China and Mexico both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of galvanized steel wire?

<u>Source</u>	<u>Share of sales,</u> <u>2010</u>	<u>Lead time</u>
From your U.S. inventory	_____ %	_____ days
From foreign manufacturers' inventory	_____ %	_____ days
Produced to order	_____ %	_____ days
<b>Total</b>	<b>100 %</b>	

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

**III-10. Shipping information.—**

- (a) What is the approximate percentage of the total delivered cost of galvanized steel wire imported from China and Mexico 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) When you sell galvanized steel wire imported from China and Mexico, from where is it shipped?  
 (check one) point of importation  or storage facility
- (d) What proportion of your sales of galvanized steel wire imported from China and Mexico are delivered within 100 miles of your point of shipment (provide the percentages)?  
 \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**III-11. Geographical shipments--What is the geographic market area in the United States served by your firm's shipments of galvanized steel wire imported from any source? (check all that apply)**

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

**III-12. End uses--Describe the end uses of the galvanized steel wire that you import from China and Mexico. For each end-use product, what percentage of the total cost is accounted for by galvanized steel wire and other inputs?**

End use product	Share of total cost of end use product accounted for by		Total
	Galvanized steel wire	Other inputs	
1.	%	%	100%
2.	%	%	100%
3.	%	%	100%



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

**III-13. Substitutes--**

(a) Can other products be substituted for galvanized steel wire?  
 No             Yes--Please complete (b).

(b) Please list in order of importance any products that may be substituted for galvanized steel wire and fill out the table.

<b>Substitute</b>	<b>End use in which this substitute is used</b>	<b>Have changes in the prices of this substitute affected the price for galvanized steel wire?</b>
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____

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

III-14. **Demand trends.**--

(a) How has the demand within the United States for galvanized steel wire changed since January 1, 2008? 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 galvanized steel wire changed since January 1, 2008? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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III-15. **Product changes.**--Have there been any significant changes in the product mix or marketing of galvanized steel wire since January 1, 2008?

No       Yes-- Please describe.

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

III-16. **Business cycles.--**

(a) Is the galvanized steel wire market subject to business cycles?

No     Yes-- the general U.S. economic cycle     Yes-- other (please describe).

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(b) Is the galvanized steel wire market subject to distinctive conditions of competition?

No     Yes-- Please describe.

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(c) Have there been any changes in these business cycles or conditions of competition for galvanized steel wire since January 1, 2008?

No     Yes-- Please describe.

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

III-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply galvanized steel wire since January 1, 2008 (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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III-18. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce galvanized steel wire and whether your firm expects these trends to continue.

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

III-19. **Interchangeability.**--Is galvanized steel wire 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>

<b>Country-pair</b>	China	Mexico	Canada	Other countries
United States				
China				
Mexico				
Canada				

<sup>1</sup> For any country-pair producing galvanized steel wire that is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

III-20. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between galvanized steel wire 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>

<b>Country-pair</b>	China	Mexico	Canada	Other countries
United States				
China				
Mexico				
Canada				

<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 galvanized steel wire, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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

III-21. **Customer Identification.**--Please identify below the names and addresses of your firm's 10 largest customers for galvanized steel wire since January 1, 2008. Please also provide the name, email address, and telephone number of a contact person and the share of the quantity of your firm's total shipments of galvanized steel wire from China and Mexico that each of these customers accounted for in 2010.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person and e-mail address	Area code and telephone number	Share of 2010 sales (%)
1		Street Address City        '        State        Zip Code	Name Email		
2		Street Address City        '        State        Zip Code	Name Email		
3		Street Address City        '        State        Zip Code	Name Email		
4		Street Address City        '        State        Zip Code	Name Email		
5		Street Address City        '        State        Zip Code	Name Email		
6		Street Address City        '        State        Zip Code	Name Email		
7		Street Address City        '        State        Zip Code	Name Email		
8		Street Address City        '        State        Zip Code	Name Email		
9		Street Address City        '        State        Zip Code	Name Email		
10		Street Address City        '        State        Zip Code	Name Email		