

U.S. IMPORTERS' QUESTIONNAIRE

GALVANIZED STEEL WIRE FROM CHINA AND MEXICO

This questionnaire must be received by the Commission by no later than January 30, 2012

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 (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)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm imported galvanized steel wire (as defined in the instruction booklet) from any country at any time since January 1, 2009?
<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 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-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. _____

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). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in part II.

Name	
Title	
Email	
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, 2009.

(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 for delivery after December 31, 2011?

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

Country	Quantity (<i>short tons</i>)					
	2012					
	January	February	March	April	May	June
China						
Mexico						
Canada						
All other sources						

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.

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 (<i>in short tons</i>), value (<i>in \$1,000</i>)			
Item	Calendar years		
	2009	2010	2011
Beginning-of-period inventories (<i>quantity</i>)			
Imports:¹			
Quantity of imports			
Value of imports			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ² of internal consumption/transfers			
Export shipments:³			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories⁴ (<i>quantity</i>)			
Channels of distribution:			
U.S. shipments to distributors (<i>quantity</i>)			
U.S. shipments to end users (<i>quantity</i>)			
¹ Please identify the foreign producers, if known:			
² 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:			
³ Identify your principal export markets: _____			
⁴ Reconciliation of data. --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 II.--TRADE AND RELATED INFORMATION--Continued

II-6. **Product range (carbon content) for U.S. imports from China.**—Please report your firm's share (in percent) of its U.S.-produced galvanized steel wire by maximum carbon content for 2011 U.S. commercial shipments, internal consumption, and transfers to related firms.

Share (in percent)		
Carbon content range	Item	
	Imports	Internal consumption/company transfers
Less than or equal to 0.15 percent		
Greater than 0.15 percent through 0.23 percent		
Greater than 0.23 percent through 0.44 percent		
Greater than 0.44 percent		
Total	100.0	100.0

II-7. **Product range (coating) for U.S. imports from China.**—Please report your firm's share (in percent) of its U.S.-produced galvanized steel wire by coating type for 2011 U.S. commercial shipments, internal consumption, and transfers to related firms.

Share (in percent)		
Coating of galvanized steel wire	Item	
	Imports	Internal consumption/company transfers
Commercial coating		
Class 1		
Class 3 or Class A		
Class 4		
Class B		
Class 5		
Class C		
Other (specify): _____		
Total	100.0	100.0

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

II-8. **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

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2009	2010	2011
Beginning-of-period inventories (quantity)			
Imports:¹			
Quantity of imports			
Value of imports			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ² of internal consumption/transfers			
Export shipments:³			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
¹ Please identify the foreign producers, if known:			
² 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:			
³ Identify your principal export markets: _____			
⁴ Reconciliation of data. --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 II.--TRADE AND RELATED INFORMATION--Continued

II-9. **Product range (carbon content) for U.S. imports from Mexico.**—Please report your firm's share (in percent) of its U.S.-produced galvanized steel wire by maximum carbon content for 2011 U.S. commercial shipments, internal consumption, and transfers to related firms.

Share (in percent)		
Carbon content range	Item	
	Imports	Internal consumption/company transfers
Less than or equal to 0.15 percent		
Greater than 0.15 percent through 0.23 percent		
Greater than 0.23 percent through 0.44 percent		
Greater than 0.44 percent		
Total	100.0	100.0

II-10. **Product range (coating) for U.S. imports from Mexico.**—Please report your firm's share (in percent) of its U.S.-produced galvanized steel wire by coating type for 2011 U.S. commercial shipments, internal consumption, and transfers to related firms.

Share (in percent)		
Coating of galvanized steel wire	Item	
	Imports	Internal consumption/company transfers
Commercial coating		
Class 1		
Class 3 or Class A		
Class 4		
Class B		
Class 5		
Class C		
Other (specify): _____		
Total	100.0	100.0

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

II-11. **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.) Please report the name(s) of the nonsubject countries included.

Galvanized Steel Wire Imports from Country(ies)

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2009	2010	2011
Beginning-of-period inventories (quantity)			
Imports:¹			
Quantity of imports			
Value of imports			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ² of internal consumption/transfers			
Export shipments:³			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
¹ Please identify the foreign producers, if known:			
² 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:			
³ Identify your principal export markets: _____			
⁴ Reconciliation of data.--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 II.--TRADE AND RELATED INFORMATION--Continued

II-12. **Product range (carbon content) for U.S. imports from nonsubject sources.**—Please report your firm's share (in percent) of its U.S.-produced galvanized steel wire by maximum carbon content for 2011 U.S. commercial shipments, internal consumption, and transfers to related firms.

Share (in percent)		
Carbon content range	Item	
	Imports	Internal consumption/company transfers
Less than or equal to 0.15 percent		
Greater than 0.15 percent through 0.23 percent		
Greater than 0.23 percent through 0.44 percent		
Greater than 0.44 percent		
Total	100.0	100.0

II-13. **Product range (coating) for U.S. imports from nonsubject sources.**—Please report your firm's share (in percent) of its U.S.-produced galvanized steel wire by coating type for 2011 U.S. commercial shipments, internal consumption, and transfers to related firms.

Share (in percent)		
Coating of galvanized steel wire	Item	
	Imports	Internal consumption/company transfers
Commercial coating		
Class 1		
Class 3 or Class A		
Class 4		
Class B		
Class 5		
Class C		
Other (specify): _____		
Total	100.0	100.0

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)

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

Name	
Title	
Email	
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, 2009 of the following products you imported from China and Mexico:

Product 1-- 0.143 to 0.153-inch (3.632 mm to 3.886 mm) diameter, maximum carbon content up to 0.15 percent galvanized wire, Commercial coating, for industrial use.

Product 2-- 0.080 to 0.090-inch (2.032 mm to 2.286 mm) diameter, maximum carbon content up to 0.15 percent galvanized wire, Commercial coating, for industrial use.

Product 3-- 0.0720 to 0.0907-inch (1.828 mm to 2.305 mm) diameter, maximum carbon content up to 0.15 percent galvanized wire, Class 3 coating, for industrial use.

Product 4-- 0.245 to 0.255-inch (6.223 mm to 6.477 mm) diameter, maximum carbon content up to 0.15 percent galvanized wire, Commercial coating, for industrial use.

Product 5-- 0.038 to 0.045-inch (0.97 mm to 1.14 mm) diameter, maximum carbon content over 0.44 percent galvanized wire, Commercial coating, for industrial use.

Product 6-- 0.033 to 0.038-inch (0.84 mm to 0.97 mm) diameter, maximum carbon content over 0.44 percent galvanized wire, Class 1 coating, for industrial use.

Product 7-- 0.0720 to 0.0907-inch (1.828 mm to 2.305 mm) diameter, grade 1065 and above 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 data¹ for pricing products² imported from China and sold by your firm.

CHINA

<i>(Quantity in short tons, value in dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2009:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2010:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2011:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
Period of shipment	Product 5		Product 6		Product 7			
	Quantity	Value	Quantity	Value	Quantity	Value		
2009:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2010:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2011:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								

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 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: _____
- Product 3: _____
- Product 4: _____
- Product 5: _____
- Product 6: _____
- Product 7: _____

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

III-2b. **Price data** *continued*.--Report below the quarterly price data¹ for pricing products² imported from Mexico and sold by your firm.

MEXICO

<i>(Quantity in short tons, value in dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2009:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2010:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2011:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
Period of shipment	Product 5		Product 6		Product 7			
	Quantity	Value	Quantity	Value	Quantity	Value		
2009:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2010:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2011:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								

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 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: _____
- Product 3: _____
- Product 4: _____
- Product 5: _____
- Product 6: _____
- Product 7: _____

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

III-2c. **Price data** *continued*.--Report below the quarterly price data¹ for pricing products² imported from Canada and sold by your firm.

CANADA

<i>(Quantity in short tons, value in dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2009:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2010:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2011:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
Period of shipment	Product 5		Product 6		Product 7			
	Quantity	Value	Quantity	Value	Quantity	Value		
2009:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2010:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2011:								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								

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 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: _____
- Product 3: _____
- Product 4: _____
- Product 5: _____
- Product 6: _____
- Product 7: _____

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 submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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?

Net 30 days	Net 60 days	2/10 net 30 days	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____

(b) On what basis are your prices of imported galvanized steel wire from China and Mexico usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of galvanized steel wire imported from China and Mexico in 2011 were on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2011 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

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

III-7. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for galvanized steel wire (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

III-8. **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 2011 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

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

III-9. **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?
 Your firm Purchaser (*check one*)
- (c) When you sell galvanized steel wire imported from China and Mexico, from where is it shipped?
 Point of importation Storage facility (*check one*)
- (d) Indicate the approximate percentage of your sales of galvanized steel wire imported from China and Mexico that are delivered the following distances from your U.S. point of shipment.

Distance from your U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

- III-10. **Geographical shipments.**--Indicate the share of the quantity of your firm's total shipments of imported galvanized steel wire to the U.S. market to each of these geographic regions in 2011. Please report separate shares for your imports from China, Mexico, and other countries.

Geographic area	Imports from China	Imports from Mexico	Imports from other countries
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, and VI, among others.	%	%	%
Total	100%	100%	100%

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

III-11. **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 (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

III-12. **Substitutes**-- Can other products be substituted for galvanized steel wire?

No Yes--Please fill out the table.

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

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

III-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for galvanized steel wire has changed since January 1, 2009. Describe the principal factors that have affected these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Product changes.**--Have there been any significant changes in the product mix or marketing of galvanized steel wire since January 1, 2009?

No Yes-- Please describe.

III-15. **Business cycles.**--

(a) Is the galvanized steel wire market subject to business cycles or conditions of competition (including seasonal business) distinctive to galvanized steel wire?

No (skip to question III-16 Yes – the general U.S. economic cycle, or
 Yes-- other (please describe below and then answer part (b))

(b) If yes, have there been any changes in the business cycles or conditions of competition for galvanized steel wire since January 1, 2009?

No Yes-- Please describe.

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

III-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply galvanized steel wire since January 1, 2009 (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 identify the specific products involved and the circumstances in which you were not able to supply the products.

III-17. **Raw materials.**

(a) 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.

(b) Since 2009, have changes in raw material costs affected the price for your sales of imported galvanized steel wire?

- No Yes-- Please describe how changes in raw material costs have affected the price for your sales of imported galvanized steel wire.

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

III-18. **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 A, F, S, N, or 0 in the table below:

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Mexico	Canada	Other countries
United States				
China	X			
Mexico	X	X		
Canada	X	X	X	
<p>For any country-pair producing galvanized steel wire which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/> <hr/>				
<p>For any comparison between U.S.-produced product and product imported from China or Mexico which is <i>frequently</i>, <i>sometimes</i>, or <i>never</i> interchangeable, please specifically identify the types of products for which interchangeability is limited and explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/>				

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

III-19. **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 A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Mexico	Canada	Other countries
United States				
China	X			
Mexico	X	X		
Canada	X	X	X	

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

For any comparison between U.S.-produced product and product imported from China or Mexico which is *always*, *frequently*, or *sometimes* a significant factor in your firm's purchases of galvanized steel wire, please specifically identify the types of products for which there are differences other than price and report the advantages or disadvantages imparted by such factors.

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

III-20. **Customer Identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for galvanized steel wire since January 1, 2009. Indicate the share of the quantity of your firm's total shipments of galvanized steel wire that each of these customers accounted for in 2011.

Customer's name	Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2011 sales (%)
1				Street Address City ' State Zip Code	
2				Street Address City ' State Zip Code	
3				Street Address City ' State Zip Code	
4				Street Address City ' State Zip Code	
5				Street Address City ' State Zip Code	
6				Street Address City ' State Zip Code	
7				Street Address City ' State Zip Code	
8				Street Address City ' State Zip Code	
9				Street Address City ' State Zip Code	
10				Street Address City ' State Zip Code	