

**U.S. IMPORTERS' QUESTIONNAIRE**

**PRESTRESSED CONCRETE STEEL RAIL TIE WIRE**

This questionnaire must be received by the Commission by no later than May 7, 2013

*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 antidumping duty investigations concerning prestressed concrete steel rail tie wire ("PC tie wire") from China, Mexico, and Thailand (Inv. Nos. 731-TA-1207-1209 (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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm imported prestressed concrete steel rail tie wire ("PC tie wire") (as defined in the instruction booklet) from <u>any country</u> at any time since January 1, 2010?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)
<b>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (use the following PIN: <b>PCTW</b>)</b>

**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>Email 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 PC tie 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 PC tie 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 Christopher Cassise (202-708-5408, [chris.cassise@usitc.gov](mailto:chris.cassise@usitc.gov)). Supply all data requested on a calendar-year basis.

II-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual 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 PC tie wire since January 1, 2010.

- (check as many as appropriate)*                      *(please describe)*
- office/warehouse openings..... \_\_\_\_\_  
\_\_\_\_\_
  - office/warehouse closings ..... \_\_\_\_\_  
\_\_\_\_\_
  - relocations ..... \_\_\_\_\_  
\_\_\_\_\_
  - expansions..... \_\_\_\_\_  
\_\_\_\_\_
  - acquisitions..... \_\_\_\_\_  
\_\_\_\_\_
  - consolidations..... \_\_\_\_\_  
\_\_\_\_\_
  - prolonged shutdowns or  
production curtailments..... \_\_\_\_\_  
\_\_\_\_\_
  - revised labor agreements..... \_\_\_\_\_  
\_\_\_\_\_
  - other (*e.g.*, technology) ..... \_\_\_\_\_  
\_\_\_\_\_

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of PC tie wire from China, Mexico, or Thailand for delivery after March 31, 2013?

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

<b>Imports of PC tie wire from China:</b>		<b>Date of delivery</b>
Quantity of imports	(in 1,000 pounds)	
Value of imports	\$ (in \$1,000)	
<b>Imports of PC tie wire from Mexico:</b>		
Quantity of imports	(in 1,000 pounds)	
Value of imports	\$ (in \$1,000)	
<b>Imports of PC tie wire from Thailand:</b>		
Quantity of imports	(in 1,000 pounds)	
Value of imports	\$ (in \$1,000)	

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

---

---

---

II-5. **HTS classification of imports.** Please report the 10-digit Harmonized Tariff Schedule (“HTS”) statistical reporting number under which you classified your imports of PC tie wire for U.S. Customs purposes from 2010 to 2013.

---

**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 PC tie wire imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**ATTENTION: Please report the quantity of PC tie wire in thousands of pounds (1,000 pounds) and values in thousands of dollars (\$1,000)**

**CHINA**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2010	2011	2012	2012	2013
<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 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 SUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of PC tie wire imported from Mexico by your firm during the specified periods. (See definitions in the instruction booklet.)

**ATTENTION: Please report the quantity of PC tie wire in thousands of pounds (1,000 pounds) and values in thousands of dollars (\$1,000)**

**MEXICO**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2010	2011	2012	2012	2013
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Imports:</b> <sup>1</sup>					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption/company transfers:</b>					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )					
<b>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>quantity</i> )					
U.S. shipments to end users ( <i>quantity</i> )					
<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-8. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of PC tie wire imported from Thailand by your firm during the specified periods. (See definitions in the instruction booklet.)

**ATTENTION: Please report the quantity of PC tie wire in thousands of pounds (1,000 pounds) and values in thousands of dollars (\$1,000)**

**THAILAND**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2010	2011	2012	2012	2013
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Imports:</b> <sup>1</sup>					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption/company transfers:</b>					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )					
<b>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>quantity</i> )					
U.S. shipments to end users ( <i>quantity</i> )					
<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-9. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of PC tie wire imported from all other sources combined by your firm during the specified periods. (See definitions in the instruction booklet.)

**ATTENTION: Please report the quantity of PC tie wire in thousands of pounds (1,000 pounds) and values in thousands of dollars (\$1,000)**

**ALL OTHER SOURCES COMBINED**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2010	2011	2012	2012	2013
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Imports:</b> <sup>1</sup>					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption/company transfers:</b>					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )					
<b>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>quantity</i> )					
U.S. shipments to end users ( <i>quantity</i> )					
<sup>1</sup> Please identify the sources and 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 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 Samantha Day (202-205-2088, Samantha.Day@usitc.gov)

III-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted 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, 2010 of the following product you imported from China, Mexico, Thailand, and nonsubject sources:

**Product 1.—Rail Tie Wire/Lo Relaxation/Indented, diameter between 0.195 inch (4.95 mm) and 0.236 inch (6.0 mm), bright finish, produced to A881/A881M specification or to proprietary standards based on ASTM A881/A881M**

**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. **Please note that value is requested in ACTUAL DOLLARS not thousands of dollars (\$1,000).**

**CHINA**

(Quantity in 1,000 pounds, value in dollars)		
Period of shipment	Product 1	
	Quantity	Value
<b>2010:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2011:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2012:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2013:</b>		
January-March		

<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. Also, please explain any anomalies in your reported pricing data.

Product 1: \_\_\_\_\_

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

III-2b. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from **MEXICO** and sold by your firm. **Please note that value is requested in ACTUAL DOLLARS not thousands of dollars (\$1,000).**

**MEXICO**

<i>(Quantity in 1,000 pounds, value in dollars)</i>		
Period of shipment	Product 1	
	Quantity	Value
<b>2010:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2011:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2012:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2013:</b>		
January-March		

<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. Also, please explain any anomalies in your reported pricing data.

Product 1: \_\_\_\_\_

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

III-2c. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from **THAILAND** and sold by your firm. **Please note that value is requested in ACTUAL DOLLARS not thousands of dollars (\$1,000).**

**THAILAND**

(Quantity in 1,000 pounds, value in dollars)		
Period of shipment	Product 1	
	Quantity	Value
<b>2010:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2011:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2012:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2013:</b>		
January-March		

<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. Also, please explain any anomalies in your reported pricing data.

Product 1: \_\_\_\_\_

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

III-2d. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from **NONSUBJECT SOURCES** and sold by your firm. **Please note that value is requested in ACTUAL DOLLARS not thousands of dollars (\$1,000).**

**OTHER: \_\_\_\_\_**

(Quantity in 1,000 pounds, value in dollars)		
Period of shipment	Product 1	
	Quantity	Value
<b>2010:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2011:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2012:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2013:</b>		
January-March		

<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. Also, please explain any anomalies in your reported pricing data.

Product 1: \_\_\_\_\_

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

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of PC tie 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 PC tie wire.**--

(a) What are your firm's typical sales terms for PC tie wire imported from China, Mexico, and Thailand?

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 PC tie wire from China, Mexico, and Thailand 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 PC tie wire imported from China, Mexico, and Thailand in 2012 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 2012 sales</u>
<b>Long-term contracts</b> (multiple deliveries for more than 12 months)	_____ %
<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	_____ %
<b>Spot sales</b> (for a single delivery)	_____ %
<b>Total</b>	<b>100 %</b>



**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 PC tie wire from China, Mexico, and Thailand (or check “not applicable” if your firm does not sell on a long-term and/or short-term contract basis).

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	<b>Long-term contracts</b> (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 PC tie wire imported from China, Mexico, and Thailand 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 PC tie wire?

<b><u>Source</u></b>	<b><u>Share of 2012 sales</u></b>	<b><u>Lead time (days)</u></b>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
<b>Total</b>	<b>100 %</b>	

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

**III-9. Shipping information.—**

- (a) What is the approximate percentage of the total delivered cost of PC tie wire imported from China, Mexico, and Thailand 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 PC tie wire imported from China, Mexico, and Thailand, from where is it shipped?  
 Point of importation     Storage facility (*check one*)
- (d) Indicate the approximate percentage of your sales of PC tie wire imported from China, Mexico, and Thailand that are delivered the following distances from your U.S. point of shipment.

Distance from your U.S. point of shipment	Share of 2012 sales
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b>	<b>100</b> %

**III-10. Geographical shipments--**What is the geographic market area in the United States served by your firm's shipments of PC tie wire imported from any source? (check all that apply)

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

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

III-11. **End uses**--Describe the end uses of the PC tie wire that you import from China, Mexico, and Thailand. For each end-use product, what percentage of the total cost is accounted for by PC tie wire and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	PC tie wire (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

III-12. **Substitutes**-- Can other products be substituted for PC tie 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 PC tie 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 PC tie wire has changed since January 1, 2010. Describe the principal factors that have affected these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<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 PC tie wire since January 1, 2010?

No             Yes-- Please describe.

---



---



---

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

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

No (skip to question III-16.)             Yes-- Please describe and then answer part (b).

---



---



---

(b) If yes, have there been any changes in the business cycles or conditions of competition for PC tie wire since January 1, 2010?

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 PC tie wire since January 1, 2010 (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.

---

---

---

III-17. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce PC tie wire and whether your firm expects these trends to continue.

---

---

---

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

III-18. **Interchangeability.**--Is PC tie 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	Thailand	Other countries
United States				
China	X			
Mexico	X	X		
Thailand	X	X	X	

For any country-pair producing PC tie wire that is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

---



---



---



---



---



---



---



---



---



---



---



**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 PC tie wire since January 1, 2010. Indicate the share of the quantity of your firm's total shipments of PC tie wire that each of these customers accounted for in 2012.

Customer's name		Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2012 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	