

**FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE**  
**STAINLESS STEEL WIRE ROD FROM ITALY**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**

Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than March 31, 2004**

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 review investigations concerning stainless steel wire rod from Italy (invs. Nos. 701-TA-373 (Review) and 731-TA-770 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

Name of firm \_\_\_\_\_

Address \_\_\_\_\_  
\_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm produced or exported **stainless steel wire rod** (as defined in the instruction booklet) at any time since January 1, 1998?

**NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

**YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**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 signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout these reviews may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these reviews or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

\_\_\_\_\_  
*E-mail address*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours \_\_\_\_\_ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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I-3. Please provide the names and addresses of the **FIVE** largest U.S. importers of your firm's stainless steel wire rod in 2003.

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I-4. In Parts II and III of this questionnaire we request copies of your company's business plan. Does your company have a business plan?

No

Yes--Please provide the requested copies. If you are not providing the requested copies, please explain why not.

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**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm or any related firm produce, have the capability to produce, or have any plans to produce stainless steel wire rod in the United States or other countries?

- No             Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact D.J. Na (202-708-4727) for copies of that questionnaire).

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I-6. Does your firm or any related firm import or have any plans to import stainless steel wire rod into the United States?

- No             Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact D.J. Na (202-708-4727) for copies of that questionnaire).

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

II-1. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of stainless steel wire rod since September 15, 1998 (the date on which the countervailing duty and antidumping duty orders under review became effective)?

- No             Yes--Supply details as to the time, nature, and significance of such changes.

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

II-2. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of stainless steel wire rod in the future?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce stainless steel wire rod (in short tons) for 2004 and 2005.**

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II-3. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of stainless steel wire rod in the future if the countervailing duty and antidumping duty orders on stainless steel wire rod from Italy were to be revoked?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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II-4. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of stainless steel wire rod in Italy in the future?

- No                       Yes--Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that addresses this issue.

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

II-5. Describe the production technology used in the production of stainless steel wire rod in Italy and identify major production inputs. Also discuss any significant changes in production technology since 1998 (the year the countervailing duty and antidumping duty orders under review became effective).

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II-6. Has your firm since 1998 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of stainless steel wire rod?

No       Yes--List the following information and report your firm's combined production capacity and production of these products and stainless steel wire rod in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity data</u>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>

<i>(Quantity in short tons)</i>						
Item	1998	1999	2000	2001	2002	2003
<b>AVERAGE PRODUCTION CAPACITY</b>						
<b>PRODUCTION</b>						

II-7. Has your firm since 1998 produced, or does your firm anticipate producing in the future, other products using the same production and related workers employed to produce stainless steel wire rod?

No       Yes--List the following information.

<u>Product</u>	<u>Period</u>
<hr/>	<hr/>
<hr/>	<hr/>

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

II-8. Please describe the constraint(s) that set the limit(s) on your production capacity.

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II-9. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of stainless steel wire rod?

\_\_\_\_\_ Percent

II-10. Is your firm able to switch production between stainless steel wire rod and other products in response to a relative price change in the price of stainless steel wire rod vis-a-vis the price of other products, using the same equipment and labor?

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

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II-11. Has your firm maintained any inventories of stainless steel wire rod in the United States (not including inventories held by firms identified in questions I-3, I-5, or I-6 above<sup>1</sup>) since 1998?

No       Yes--Report the quantity (in short tons) of such **end-of-period** inventories below.

**1998**      **1999**      **2000**      **2001**      **2002**      **2003**

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II-12. (a) Are your firm's exports of stainless steel wire rod subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No       Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

<b>Product</b>	<b>Country</b>	<b>Year imposed</b>	<b>Barrier (if tariff, give rate)</b>
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_____	_____	_____	_____
_____	_____	_____	_____

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<sup>1</sup> Such firms will report inventories in the Commission's importer or producer questionnaire.

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

(b) Are your firm's exports of stainless steel wire rod subject to current investigations in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No       Yes--List the products(s), country(ies), and type of investigation.

Product	Country	Type of investigation
_____	_____	_____
_____	_____	_____

II-13. Identify export markets (other than the United States) that you have developed or where you have increased your sales of stainless steel wire rod as a result of the countervailing duty and/or antidumping duty orders on stainless steel wire rod from Italy. Please identify and discuss below.

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II-14. Describe the significance of the existing countervailing duty and antidumping duty orders covering imports of stainless steel wire rod from Italy in terms of their effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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II-15. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of stainless steel wire rod in the future if the countervailing duty and antidumping duty orders on stainless steel wire rod from Italy were to be revoked?

No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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

II-16. Please report production capacity, production, shipments, and inventories of stainless steel wire rod produced by your firm in Italy in 1998-2003.

<i>(Quantity in short tons, value in 1,000 U.S. dollars)</i>						
<b>Item</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup> (quantity)</b>						
<b>BEGINNING-OF-PERIOD INVENTORIES<sup>2</sup> (quantity)</b>						
<b>PRODUCTION<sup>3</sup> (quantity)</b>						
<b>SHIPMENTS:</b>						
<b>Home market:</b>						
<b>Internal consumption/transfers (quantity)</b>						
<b>Commercial shipments: Quantity</b>						
<b>Value</b>						
<b>Exports to--</b>						
<b>United States:<sup>4</sup> Quantity</b>						
<b>Value</b>						
<b>All other export markets: European Union:<sup>5</sup> Quantity</b>						
<b>Value</b>						
<b>Asia:<sup>6</sup> Quantity</b>						
<b>Value</b>						
<b>Other:<sup>7</sup> Quantity</b>						
<b>Value</b>						
<b>Subtotal, all other exports markets: Quantity</b>						
<b>Value</b>						
<b>Total exports (quantity)</b>						
<b>Total shipments (quantity)</b>						
<b>END-OF-PERIOD INVENTORIES (quantity)</b>						

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

<sup>2</sup> **Reconciliation of data.**--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes     No--Please explain: \_\_\_\_\_

<sup>3</sup> Please estimate the percentage of total production of stainless steel wire rod in Italy accounted for by your firm's production in 2003. \_\_\_\_\_ Percent

<sup>4</sup> Please estimate the percentage of total exports to the United States of stainless steel wire rod from Italy accounted for by your firm's exports in 2003. \_\_\_\_\_ Percent

<sup>5</sup> Identify principal *European Union* export markets. \_\_\_\_\_

<sup>6</sup> Identify principal *Asian* export markets. \_\_\_\_\_

<sup>7</sup> Identify principal *other* export markets. \_\_\_\_\_

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

II-17. Exports of stainless steel wire rod, by type.--If you reported shipments of stainless steel wire rod in 2003 in question 16 (page 8), report your firm's home market shipments, exports to the United States, and all other exports of stainless steel wire rod by the following types of stainless steel wire rod in **2003**. The sums of all types of stainless steel wire rod shipped to the home market, exported to the United States, and exported to all other countries reported in this table should equal the shipments to the home market, exports to the United States, and exports to all other countries, respectively, in 2003 reported in question 16 (page 8).

<b>(Quantity in short tons)</b>				
<b>Item</b>	<b>Austenitic</b>	<b>Ferritic</b>	<b>Martensitic</b>	<b>All others</b>
<b>Home market shipments<sup>1</sup></b>				
<b>Exports to the United States<sup>2</sup></b>				
<b>All other exports<sup>3</sup></b>				
<p>Reconciliation of data.--Please note that the quantities reported above should equal the total quantity of exports of stainless steel wire rod to the United States in 2003 reported in question II-16 (page 8). Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes    <input type="checkbox"/> No--Please explain:</p> <hr/> <hr/>				
<p><sup>1</sup> List the top three grades (e.g., grade 302) of stainless steel wire rod (by type) that are shipped to the home market.</p> <p>Austenitic: _____</p> <p>Ferritic: _____</p> <p>Martensitic: _____</p>				
<p><sup>2</sup> List the top three grades (e.g., grade 302) of stainless steel wire rod (by type) that are exported to the United States.</p> <p>Austenitic: _____</p> <p>Ferritic: _____</p> <p>Martensitic: _____</p>				
<p><sup>3</sup> List the top three grades (e.g., grade 302) of stainless steel wire rod (by type) that are exported to all countries other than the United States.</p> <p>Austenitic: _____</p> <p>Ferritic: _____</p> <p>Martensitic: _____</p>				

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

II-18. Are there any types of stainless steel wire rod customers (e.g., independent stainless bar producers) that your firm does not supply?

No  Yes--Identify and explain: \_\_\_\_\_

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

II-19. What is the heaviest coil of stainless steel wire rod (*in pounds*) that your firm is capable of producing?

\_\_\_\_\_ pounds

**PART III.--MARKET FACTORS**

III-1. To what extent have changes in the prices of raw materials affected your firm's selling prices for stainless steel wire rod during January 1998-December 2003? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-2. Approximately what percentage of your firm's sales of stainless steel wire rod to U.S. customers are on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) How frequently are contracts renegotiated? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet-or-release provision? \_\_\_\_\_

(e) How often are meet-or-release provisions invoked? \_\_\_\_\_

(f) What are the standard quantity requirements, if any? \_\_\_\_\_

(g) What is the price premium for sub-minimum shipments? \_\_\_ percent

III-3. What is the average lead time between a U.S. customer's order and the date of delivery for your firm's sales of stainless steel wire rod? \_\_\_\_\_

III-4. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of stainless steel wire rod influenced the U.S. wholesale market price of stainless steel wire rod since 1998?

No

Yes--Please identify any such firm(s) and note the time period when the firm(s) influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

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**PART III.--MARKET FACTORS--Continued**

III-5. Please identify any supply factor(s) (e.g., changes in availability or prices of raw materials, energy, or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of Italian-produced stainless steel wire rod in the U.S. market since 1998. Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

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III-6. Please discuss any anticipated changes in the supply factors noted above that may affect the availability of Italian-produced stainless steel wire rod in the U.S. market in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-7. Describe how easily your firm can shift its sales of stainless steel wire rod between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting stainless steel wire rod between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--MARKET FACTORS--Continued**

III-8. Is the product range, product mix, or marketing of stainless steel wire rod in your home market significantly different from the product range, product mix, or marketing of stainless steel wire rod for export to the United States or to third-country markets? Have there been any significant changes in the product range, product mix, or marketing of stainless steel wire rod in your home market, for export to the United States, or for export to third-country markets since 1998?

No             Yes--Please describe and quantify if possible.

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III-9. Please discuss any anticipated changes in terms of the product range, product mix, or marketing of stainless steel wire rod in your home market, for export to the United States, or for export to third-country markets in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-10. What other products may be substitutes for stainless steel wire rod, and how frequently does such substitution occur?

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III-11. Have there been any changes in the number or types of products that can be substituted for stainless steel wire rod since 1998?

No             Yes--Please explain.

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**PART III.--MARKET FACTORS--Continued**

III-12. Please discuss any anticipated changes in terms of the substitutability of other products for stainless steel wire rod in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-13. Is the stainless steel wire rod produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's stainless steel wire rod sold to the United States and/or to third-country markets?

Yes       No--Identify the market(s) and any differences in the products.

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III-14. Describe the end uses of the stainless steel wire rod that you manufacture and sell to your home market. If these end uses differ from those of the stainless steel wire rod you sell to the U.S. market or to third-country markets, explain.

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III-15. Discuss any changes in the end uses of stainless steel wire rod since 1998 by market and time period.

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**PART III.--MARKET FACTORS--Continued**

III-16. Please discuss any anticipated changes in terms of the end uses of stainless steel wire rod in the future, identifying the time period(s) involved, the market(s), and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-17. How has the demand within your home market and the United States (and worldwide, if known) for stainless steel wire rod changed since 1998? What were the principal factors affecting changes in demand?

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III-18. Please discuss any anticipated changes in stainless steel wire rod demand in your home market and the United States (and worldwide, if known) in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-19. Please compare market prices of stainless steel wire rod in your home market, the United States, and third-country markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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III-20. Describe briefly your home market for stainless steel wire rod, including the number of, and competition between, producers.

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**PART III.--MARKET FACTORS--Continued**

III-21. Do you face competition from imports of stainless steel wire rod in your home market?

- No                       Yes--Please identify the country sources of any imports of stainless steel wire rod into your home market.

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III-22. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss stainless steel wire rod supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Italy and (3) the world as a whole. Of particular interest is such data from 1998 to the present and forecasts for the future.

III-23. Does your firm sell stainless steel wire rod over the internet?

- No                       Yes--Please describe, noting the estimated percentage of your firm's total sales of stainless steel wire rod in 2003 accounted for by internet sales.

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II-24. Please compare prices in the United States market for stainless steel wire rod compared to prices in other countries for which you have knowledge. Please respond for all possible comparisons, including your home market and other export markets. Provide explanations for price differences noted.

- U.S. compared to \_\_\_\_\_  U.S. price is 1-5 percent higher                       U.S. price is 1-5 percent lower  
 U.S. price is 6-10 percent higher                       U.S. price is 6-10 percent lower  
 U.S. price is 11+ percent higher                       U.S. price is 11+ percent lower  
 prices are the same

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