

**IMPORTERS' QUESTIONNAIRE**  
**CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM BRAZIL, CANADA,**  
**INDONESIA, MEXICO, MOLDOVA, TRINIDAD AND TOBAGO, AND UKRAINE**

*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 February 4, 2008**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with reviews of its countervailing duty and antidumping orders concerning wire rod from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine (inv. Nos. 701-TA-417 and 731-TA-953-954, 957-959, 961 and 962 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

**Name of firm** \_\_\_\_\_  
**Address** \_\_\_\_\_  
**City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip code** \_\_\_\_\_  
**World Wide Web address** \_\_\_\_\_

Has your firm imported certain steel wire rod (as defined in the instruction booklet) from any country at any time since January 1, 2002?

- 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*

\_\_\_\_\_  
*Email 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 30 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 pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

I-3. Is your firm owned, in whole or in part, by any other firm?

No  Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing wire rod from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine into the United States or which are engaged in exporting wire rod from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine to the United States?

No  Yes--List the following information.

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

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing wire rod from countries other than Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine into the United States or which are engaged in exporting wire rod from countries other than Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine to the United States?

No  Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of wire rod?

No  Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on wire rod. More than one answer may be applicable.

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

I-8. If your firm is an importer of record of wire rod but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

I-9. Please indicate whether your firm enters wire rod into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones  No  Yes--list location(s):

\_\_\_\_\_

Bonded warehouses  No  Yes--list location(s):

\_\_\_\_\_

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

I-10. Please indicate whether your firm imports wire rod under the TIB (temporary importation under bond) program.

No             Yes

I-11. In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for wire rod?

No             Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

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I-12. To your knowledge, have the products subject to this review been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify.

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

Further information on this part of the questionnaire can be obtained from Olympia Hand (202-205-3182 or [olympia.hand@usitc.gov](mailto:olympia.hand@usitc.gov)). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

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

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

II-2a. Has your firm experienced any change in the character of its operations or organization relating to the importation of wire rod since January 1, 2002?

- Plant openings
- Relocations
- Expansions
- Acquisitions
- Consolidations
- Closures
- Prolonged shutdowns<sup>1</sup>
- Other (please explain)
- Revised labor agreements<sup>2</sup>
- Relief from pension obligation by the PBGC (Pension Benefit Guarantee Corporation)

<sup>1</sup> Reasons include strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization.

<sup>2</sup> Changes in wages, benefits, or work rules; or any other change in labor agreements.

Please supply details as to the time, nature, and significance of any such changes, and provide underlying assumptions, together with relevant portions of business plans, public corporate filings or other internal documentation, that address this issue in the space below.

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II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of 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.

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

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of wire rod in the future if the countervailing duty and antidumping duty orders on wire rod from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine were to be revoked? Please specify if your answer differs for individual orders.

- 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-5. Has your firm imported or arranged for the importation of wire rod from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine for delivery after December 31, 2007?

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

<i>(Quantity in short tons)</i>				
<b>Country</b>	<b>Jan-Mar. 2008</b>	<b>Apr.-June 2008</b>	<b>July-Sept. 2008</b>	<b>Oct.-Dec. 2008</b>
<b>Brazil</b>				
<b>Canada (other than Stelco)</b>				
<b>Indonesia</b>				
<b>Mexico</b>				
<b>Moldova</b>				
<b>Trinidad &amp; Tobago</b>				
<b>Ukraine</b>				
<b>Total</b>				

II-6. If your firm also produces wire rod in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **IMPORTS BY SOURCE**--Report your firm's imports and your firm's shipments and inventories of wire rod imported by your firm during **2002-2007**. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided. REPORT SEPARATELY FOR IMPORTS FROM STELCO IN CANADA AND FROM ALL OTHER CANADIAN SUPPLIERS COMBINED. YOU SHOULD HAVE TWO PAGES FOR CANADA: STELCO, CANADA AND ALL OTHER SUPPLIERS, CANADA.**

Country (specify) \_\_\_\_\_

All other sources combined<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2002	2003	2004	2005	2006	2007
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>IMPORTS:<sup>2</sup></b>						
<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>3</sup> of internal consumption/transfers						
<b>EXPORT SHIPMENTS:<sup>4</sup></b>						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )						

<sup>1</sup> Please identify these sources: \_\_\_\_\_

<sup>2</sup> Please identify the foreign producers, if known: \_\_\_\_\_

<sup>3</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 2002-07 below:

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> **Reconciliation of data**--Please note that the short tons 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?

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

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

II-7b. **IMPORTS BY SOURCE**--Report your firm's shipments of imports, by type, of wire rod imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided. REPORT SEPARATELY FOR IMPORTS FROM STELCO IN CANADA AND FROM ALL OTHER CANADIAN SUPPLIERS COMBINED. YOU SHOULD HAVE TWO PAGES FOR CANADA: STELCO, CANADA AND ALL OTHER SUPPLIERS, CANADA.**

Country (specify) \_\_\_\_\_  All other sources combined<sup>1</sup>

(Quantity in short tons)						
Item	2002	2003	2004	2005	2006	2007
<b>U.S. SHIPMENTS:<sup>1</sup></b>						
Quantity of low/medium-low carbon industrial/standard quality wire rod						
Quantity of high/medium-high carbon industrial/standard quality wire rod						
Quantity of tire cord quality wire rod and tire bead quality wire rod, other than grade 1080						
Quantity of welding quality wire rod						
Quantity of total cold heading quality (CHQ) wire rod						
Quantity of other specialty carbon and alloy quality wire rod						
Quantity of all other shipments <sup>1</sup>						
Quantity of total U.S. shipments						
*Quantity of CHQ meeting standard ASTM F2282 wire rod (a subset of totals above)						
<sup>1</sup> Identify these types of wire rod and describe their uses: _____						
Reconciliation of data.--Please note that the quantity reported above should equal the total quantity of U.S. commercial shipments plus internal consumption/transfers for carbon and certain alloy steel wire rod reported for question II-8a. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

II-7c. What are the qualitative differences among the types of wire rod identified above? Estimate the amount of overlap, if any, among these categories and state the specific uses in which the overlap occurs.

\_\_\_\_\_

\_\_\_\_\_



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

II-7d. If since January 1, 2002, your firm has shifted imports from industrial quality wire rod (see definition booklet products (1) low and medium-low carbon industrial and standard quality rods and (2) high and medium high carbon industrial and standard quality rods) to higher quality or more specialized wire rod or vice versa, please explain (such shifts may have resulted from company decisions made prior to 2002). Note whether the tariff-rate quota (TRQ) safeguard measures in effect until March 1, 2003 resulted in any such shifts.

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II-7e. **IMPORTS BY SOURCE.**--Report your firm's shipments of imports of grade 1080 tire cord and tire bead wire rod. **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided. **REPORT SEPARATELY FOR IMPORTS FROM STELCO IN CANADA AND FROM ALL OTHER CANADIAN SUPPLIERS COMBINED. YOU SHOULD HAVE TWO PAGES FOR CANADA: STELCO, CANADA AND ALL OTHER SUPPLIERS, CANADA.**

Country (specify) \_\_\_\_\_  All other sources combined<sup>1</sup>

<i>(Quantity in short tons)</i>						
Item	2002	2003	2004	2005	2006	2007
<b>U.S. SHIPMENTS:<sup>1</sup></b>						
Quantity of tire cord quality wire rod and tire bead quality wire rod grade 1080						
<sup>1</sup> Identify these types of wire rod and describe their uses: _____						

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

**For questions II-8 and II-9, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

II-8. Describe the significance of the existing countervailing duty and antidumping duty orders covering imports of wire rod from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

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II-9. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of wire rod in the future if the countervailing duty and antidumping duty orders on wire rod from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine 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 III.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
 Name and title

\_\_\_\_\_

Phone No. E-mail address

**Section III-A.--PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products imported from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and/or Ukraine during January 2002-December 2007. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

**Product 1.--Industrial quality wire rod, grade C1006, 5.5 mm (7/32 inch) through 12 mm (15/32 inch) in diameter, for hangers, chain link fencing, collated nails and staples, grates, and other formed products (in green condition, e.g., NOT cleaned, coated, etc).**

**Product 2.--Industrial quality wire rod, grades C1008 through C1010, 5.5 mm (7/32 inch) through 12 mm (15/32 inch) in diameter, for hangers, chain link fencing, collated nails and staples, grates, and other formed products (in green condition, e.g., NOT cleaned, coated, etc).**

**Product 3.--Mesh quality wire rod, grades C1006 through C1015, 5.5 mm (7/32 inch) through 14 mm (9/16 inch) in diameter, for the manufacturing of concrete reinforcement products such as wire for A-82 applications (in green condition, e.g., NOT cleaned, coated, etc).**

**Product 4.--Grades C1050 through C1070, 5.5 mm (7/32 inch) through 6.5 mm (1/4 inch) in diameter, for spring applications excluding valve spring (in green condition, e.g., NOT cleaned, coated, etc).**

**Product 5.--Cold-heading quality wire rod, grades C1006 through C1008, 5.5 mm (7/32 inch) through 14 mm (9/16 inch) in diameter, for the manufacturing of mechanical fasteners (in green condition, e.g., NOT cleaned, coated, etc).**

**Product 6.--Welding quality wire rod, grades ER70S-3, 5.5 mm (7/32 inch) in diameter, for solid mig wire (in green condition, e.g., NOT cleaned, coated, etc).**

**COPY THE FOLLOWING PAGE AS NECESSARY.** Complete a separate page for each of the specified products imported and sold by your firm, and for each subject country. Indicate the product number and subject country by checking the appropriate box. **Also, please exclude product produced by Stelco from your reported price data for wire rod from Canada.**

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

**Section III-A.--PRICE DATA--Continued**

Product 1     Product 2     Product 3     Product 4     Product 5     Product 6

Brazil     Canada\*     Indonesia     Mexico     Moldova     Trinidad and Tobago     Ukraine  
 \*other than Stelco

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value <sup>1</sup>
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2006:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2007:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment (do not include U.S.-inland transportation costs).  Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:  <hr/>		

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

**Section III-B.--PRICE-RELATED QUESTIONS**

**Note.--If the answers to any of the questions in this section differ by country or product type (e.g., low and medium-low carbon industrial and standard quality, high and medium-high carbon industrial and standard quality, welding quality, tire cord and tire bead quality, cold-heading quality, and all other carbon and certain alloy steel wire rod), please explain the differences.**

III-B-1. Please describe how your firm determines the prices (including any surcharges) that it charges for sales of wire rod (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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III-B-3. What are your firm's typical sales terms for wire rod imported from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine (e.g., 2/10 net 30 days)? \_\_\_\_\_  
On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

III-B-4. Approximately what share of your firm's sales of its wire rod imported from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

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

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

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

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

(e) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes \_\_\_\_\_ No \_\_\_\_\_. If yes, please estimate the percentage of your firm's contract sales since 2002 in which a price change took place while the contract was still in place. Please note the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

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

**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

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

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

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

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

(e) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes \_\_\_\_\_ No \_\_\_\_\_. If yes, please estimate the percentage of your firm's contract sales since 2002 in which a price change took place while the contract was still in place. Please note the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

\_\_\_\_\_

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of wire rod?

Source	Share of 2007 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

III-B-8. (a) What is the approximate percentage of the total delivered cost of wire rod that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one). Who generally pays the transportation costs? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-B-9. What is the geographic market area in the United States served by your firm's wire rod?

- Northeast     Mid-Atlantic     Midwest     Southeast  
 Southwest     Rocky Mountains     West Coast     Northwest  
 National     Other (describe) \_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-10. Describe the end uses of the wire rod that you import from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine. For each end-use product, what percentage of the total cost is accounted for by wire rod?

<u>End use</u>	<u>Share of total cost accounted for by wire rod (percent)</u>
_____	_____
_____	_____
_____	_____

III-B-11. Have there been any changes in the end uses of wire rod since 2002?

No  Yes--Please describe.

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

III-B-12. Do you anticipate any changes in terms of the end uses of wire rod in the future?

No  Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

III-B-13. (a) Please list in order of importance any products that may be substituted for wire rod.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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

(c) Have changes in the prices of these products affected the price for wire rod?

No  Yes--To what degree do changes in their prices affect the price for wire rod? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of wire rod or final end use?

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

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-14. Have there been any changes in the number or types of products that can be substituted for wire rod since 2002?

- No             Yes--Please explain.

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III-B-15. Do you anticipate any changes in terms of the substitutability of other products for wire rod in the future?

- No             Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for wire rod during January 2002-December 2007? 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-B-17. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced wire rod in the U.S. market since 2002?

- No             Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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

**Section III-B.--MARKET FACTORS--Continued**

III-B-18. (a) Do you anticipate any changes in terms of the availability of wire rod imported from Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine in the U.S. market in the future?

- Increase                       No Change                       Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-B-19. Has the availability of wire rod imported from NONSUBJECT countries changed since 2002?

- No                       Yes--Please explain.

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III-B-20. Describe how easily your firm can shift its sales of wire rod between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting 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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III-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of wire rod since 2002?

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

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

**Section III-B.--MARKET FACTORS--Continued**

III-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of wire rod in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- No
- Yes--Please identify, including the time period.

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III-B-23 a). How has demand **within** the United States for wire rod changed since 2002?

- Increased
- Unchanged
- Decreased
- Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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b). How has demand **outside** the United States for wire rod changed since 2002?

- Increased
- Unchanged
- Decreased
- Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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III-B-24. Do you anticipate any future changes in wire rod demand in the United States and, if known, the rest of the world?

- No
- Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

**Section III-B.--MARKET FACTORS--Continued**

III-B-25. Please compare market prices of wire rod in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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III-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss 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 Brazil, Canada, Indonesia, Mexico, Moldova, Trinidad and Tobago, and Ukraine, and (3) the world as a whole. Of particular interest is such data from 2002 to the present and forecasts for the future.

III-B-27. Are your exports of wire rod subject to any tariff or non-tariff barriers to trade in other countries?

No       Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2002, or that are expected to occur in the future.

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III-B-28. Does your firm sell wire rod over the internet?

No       Yes--Please describe, noting the estimated percentage of your firm's total sales of wire rod in 2007 accounted for by internet sales.

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III-B-29. Does your firm provide technical services/support to your customers for the wire rod that they purchase? Yes \_\_\_\_ No \_\_\_\_\_. If yes, please describe these services, noting the specific type of wire rod for which technical services are provided.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-30. Is wire rod produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "O" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	Brazil	Canada*	Indonesia	Mexico	Moldova	Trinidad and Tobago	Ukraine	Other countries
United States								
Brazil								
Canada*								
Indonesia								
Mexico								
Moldova								
Trinidad and Tobago								
Ukraine								

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

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\*Excluding Stelco.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-31. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between wire rod produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	Brazil	Canada*	Indonesia	Mexico	Moldova	Trinidad and Tobago	Ukraine	Other countries
United States								
Brazil								
Canada*								
Indonesia								
Mexico								
Moldova								
Trinidad and Tobago								
Ukraine								

<sup>1</sup> For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of wire rod, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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\*Excluding Stelco.