

**PURCHASERS' QUESTIONNAIRE**  
**PRESTRESSED CONCRETE STEEL WIRE STRAND FROM**  
**BRAZIL, INDIA, KOREA, MEXICO, AND THAILAND**

*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 October 8, 2003**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty/antidumping investigations concerning PC strand from Brazil, India, Korea, Mexico, and Thailand (invs. Nos. 701-TA-432 and 731-TA-1024-1028 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from **John Benedetto (202-205-3270)**.

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

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

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

Has your firm purchased PC strand (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2000?

**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 this investigation in any other import-injury investigations 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 investigations 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 investigation 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*

**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 15 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-1. 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-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.

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

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 PC strand from Brazil, India, Korea, Mexico, or Thailand into the United States or which are engaged in exporting PC strand from Brazil, India, Korea, Mexico, or Thailand 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 the production of PC strand?

No                       Yes--List the following information.

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

**PART II.--PURCHASES**

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of PC strand. Report based on delivery date, not order date.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>				
Item	2000	2001	2002	Jan.-Jun. 2003
<b>PRODUCED IN THE UNITED STATES:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PRODUCED IN BRAZIL:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PRODUCED IN INDIA:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PRODUCED IN KOREA:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PRODUCED IN MEXICO:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PRODUCED IN THAILAND:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PRODUCED IN ALL OTHER COUNTRIES:<sup>1</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<sup>1</sup> Please identify these countries: _____				

**PART II.--PURCHASES--Continued**

II-2. If the relative shares of your firm's total purchases of PC strand from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-3. If your firm has purchased PC strand from only one country, please explain the reasons for doing so.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

The questions in this section refer to both covered and uncovered PC strand sold in both pre-tensioned and post-tensioned markets. If your response to any question differs depending on the type of PC strand (i.e., covered or uncovered) or on the market (i.e., pre-tensioned or post-tensioned), please note this in your response.

III-1. Which of the following best describes your firm as a purchaser of PC strand (check all that apply, noting the specific end uses if known)?

- Converter (covers the PC strand)       Construction firm  
 Distributor       Other ( \_\_\_\_\_ )

III-2. If your firm is a distributor or reseller of PC strand, what are the major types of consumers to which you sell PC strand?

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III-3. Is your firm in the pre-tensioned market, the post-tensioned market, or both?

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III-4. Do firms in the pre-tensioned and post-tensioned markets compete for the same bare PC strand?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-5. a) If your firm is an end user of PC strand, has the demand for **pre-tensioned** applications of your firm's final products that contain PC strand changed since January 1, 2000?

- No
- Yes--Please indicate the direction of change and identify the major factors that contributed to this change.

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b) If your firm is an end user of PC strand, has the demand for **post-tensioned** applications of your firm's final products that contain PC strand changed since January 1, 2000?

- No
- Yes--Please indicate the direction of change and identify the major factors that contributed to this change.

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III-6. List, in order of quantity of PC strand consumed, the top 5 end-use products that your firm makes with PC strand, such as pre-cast beams, parking decks, post-tensioned foundations, etc. Please indicate the percentage of the total cost of each end use product accounted for by PC strand.

<u>End use product</u>	<u>Percent of cost accounted for by PC strand</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____
5. _____	5. _____

III-7. a) What products can be substituted for PC strand in its different end uses?

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b) If your firm reported any potential substitutes, have prices for these substitute products increased, decreased, or remained the same relative to those for PC strand since January 1, 2000?

- Increased
- Decreased
- Stayed the same

c) Have changes in these relative prices caused your firm to shift purchases from PC strand to the substitute products or vice versa?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-8. To what extent does PC strand compete with rebar in post-tensioned applications?

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III-9. During the period January 1, 2000 to March 31, 2003, did you compete for sales to your customers with the manufacturers or importers from which you purchase PC strand? If so, please explain.

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III-10. Are you aware whether the PC strand you are purchasing is U.S.-produced or imported?

Always                       Usually                       Sometimes                       Never

III-11. Do you know the manufacturer of the PC strand that you purchase?

Always                       Usually                       Sometimes                       Never

III-12. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

Always                       Usually                       Sometimes                       Never

III-13. How frequently do you make purchases (circle one) ?

daily                      weekly                      monthly                      other ( \_\_\_\_\_ )

III-14. Has this purchasing pattern changed significantly in the last 3 years, and, if so, how?

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III-15. How many suppliers do you generally contact before making a purchase?

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III-16. How often does your firm purchase PC strand that is offered at the lowest price in the U.S. market?

Always                       Usually                       Sometimes                       Never

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-17. What characteristics does your firm consider when determining the quality of a supplier's PC strand?

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III-18. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase PC strand for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-19. Generally, when you make a purchase do you or your supplier set the terms, or are terms determined by some other means?

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III-20. Please list the names of any firms you considered price leaders in the PC strand market during January 2000-June 2003. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

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III-21. Please describe how the above firm(s) exhibited price leadership.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-22. Of the total cost of the PC strand that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?

Source \_\_\_\_\_ percent

Source \_\_\_\_\_ percent

Source \_\_\_\_\_ percent

III-23. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the PC strand they sell to your firm?

No       Yes--Approximately what percent of your firm's total 2002 purchases of PC strand required some form of certification or pre-qualification? \_\_\_\_\_ percent. Please provide a general description of the PC strand purchased by your firm that requires supplier certification.

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III-24. Briefly describe the factors that are considered when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier.

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III-25. Since January 1, 2000, have any domestic or foreign producers ever failed in their attempts to qualify their PC strand with your firm or have any producers lost their approved status?

No       Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the qualification process.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-26. Please report your firm's purchases of PC strand in 2002 for use in pre-tensioned and post-tensioned applications which were restricted by "Buy American" requirements, either Federal, state, local or private.

	"Buy American" purchases <i>(1,000 pounds)</i>	Unrestricted purchases <i>(1,000 pounds)</i>
Pre-tensioned applications		
Post-tensioned applications		

III-27. Please explain any price differences that may exist between "Buy American" purchases and unrestricted purchases in pre-tensioned and post-tensioned applications?

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III-28. To what extent do you maintain separate inventories of domestic and imported PC strand?

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III-29. **A)** If you purchase uncovered PC strand, cover it, and then sell it to unrelated firms, what is the average difference between your cost of uncovered PC strand and the price at which you sell the covered PC strand? \_\_\_\_\_. **B)** If you purchase uncovered PC strand, cover it, and then use it to produce applications within your company, what is the average cost (per 1,000 pounds) of covering PC strand? \_\_\_\_\_.

III-30. Does your firm purchase PC strand over the internet?

No       Yes--Please describe, noting the estimated percentage of your firm's total purchases of PC strand in 2002 accounted for by internet purchases.

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III-31. a) Does your firm have minimum purchase requirements for PC strand?

No       Yes--Please describe, noting the typical volumes for your purchases of PC strand, and whether the minimum and the typical volumes differ between your purchases of domestically-produced PC strand and your purchases of imported PC strand from the five subject countries and imported PC strand from all other countries.

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT**

The questions in this section refer to both covered and uncovered PC strand sold in both pre-tensioned and post-tensioned markets. If your response to any question differs depending on the type of PC strand (i.e., covered or uncovered) or on the market (i.e., pre-tensioned or post-tensioned), please note this in your response.

IV-1. Please indicate the countries of origin for PC strand for which your firm has actual marketing/pricing knowledge.

United States       Brazil       India       Korea  
 Mexico       Thailand       Other (Please specify \_\_\_\_\_)

IV-2. Do the specifications of PC strand vary depending on the end-use application?

No       Yes—Please list the specifications of the material for each end-use application. If the specifications vary based on the supplier, please list the product specifications for each supplier, noting the country of origin in your response.

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IV-3. Are imported and domestically produced PC strand used in the same applications? Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV). Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	Brazil	India	Korea	Mexico	Thailand	Other countries
United States						
Brazil						
India						
Korea						
Mexico						
Thailand						

<sup>1</sup> For any country-pair producing PC strand which is *sometimes or never* used in the same applications, please explain the factors that preclude use in the same applications.

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-4. Are certain grades/types/sizes of PC strand available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

No                       Yes--Please identify the source and the grade/type/size.

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IV-5. If you purchased PC strand from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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IV-6. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between PC strand produced in the United States and in other countries a significant factor in your firm's purchases of the PC strand? 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	India	Korea	Mexico	Thailand	Other countries
United States						
Brazil						
India						
Korea						
Mexico						
Thailand						

<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 PC strand, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-7. For the factors listed below, please rate how PC strand produced in each country you identified in your response to the first question in Part IV compares with PC strand produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____ compared to _____ (specify country) (specify country)	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service ....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify): _____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-8. For the factors listed below, please rate each in terms of its importance in your purchase decision for PC strand.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service ....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify): _____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART V.--PURCHASE PRICES**

This section requests quarterly price and quantity data concerning your firm's purchases of the following U.S.-produced and imported products from Brazil, India, Korea, Mexico, and Thailand during January 2001-June 2003:

**Product 1--1/2 inch, grade 270 (270,000 PSI), low relaxation, uncovered prestressed concrete stand.**

**Product 2--1/2 inch, grade 270 (270,000 PSI), low relaxation, covered prestressed concrete stand that is greased and covered in a polyethylene wrap.**

**COPY PAGES AS NECESSARY.** Complete a separate page for each specified product purchased by your firm from unrelated suppliers. Indicate in the space provided the product for which pricing is reported. Please identify whether your purchases are for pre-tensioned or post-tensioned applications by placing your responses in the appropriate columns.

**PURCHASES FROM U.S. PRODUCERS**

Product 1

Product 2

<i>(Quantity in thousands of lineal feet, value in dollars)</i>				
Period of shipment	Quantity	Delivered value	Quantity	Delivered value
	Pre-tensioned applications		Post-tensioned applications	
<b>2001:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2002:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2003:</b>				
January-March				
April-June				

**PART V.--PURCHASE PRICES--Continued**

**Product 1-½ inch, grade 270 (270,000 PSI), low relaxation, uncovered prestressed concrete stand.**

**Product 2-½ inch, grade 270 (270,000 PSI), low relaxation, covered prestressed concrete stand that is greased and covered in a polyethylene wrap.**

**COPY PAGE AS NECESSARY.** Complete a separate page for each combination of the specified products and country of origin purchased by your firm from unrelated suppliers. Indicate in the space provided the product and country for which pricing is reported. Please identify whether your purchases are for pre-tensioned or post-tensioned applications by placing your responses in the appropriate columns.

**PURCHASES FROM U.S. IMPORTERS**

Product 1       Product 2   
 Brazil     India     Korea     Mexico     Thailand

<i>(Quantity in thousands of lineal feet, value in dollars)</i>				
Period of shipment	Quantity	Delivered value	Quantity	Delivered value
	Pre-tensioned applications		Post-tensioned applications	
<b>2001:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2002:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2003:</b>				
January-March				
April-June				

**PART VI.--SUPPLIER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest suppliers of PC strand purchased during 2000-2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of PC strand that each of these suppliers accounted for in 2002.

<b>No.</b>	<b>Supplier's name</b>	<b>Street address (not P.O. box), state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2002 purchases (%)</b>
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					