

**PURCHASERS' QUESTIONNAIRE**  
**STEEL: CARBON AND ALLOY STEEL LONG PRODUCTS**

*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 July 30, 2001**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its investigation No. TA-201-73, Steel, under section 202 of the Trade Act of 1974 (19 U.S.C. 2252). The information requested in the questionnaire is needed to supplement data available to the Commission from other sources and is requested under the authority of section 202 of the Trade Act of 1974. 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 Giamalva (202-205-2785).

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

Has your firm purchased **CARBON AND ALLOY STEEL LONG PRODUCTS** (as defined in the instruction booklet) from any source (domestic or foreign) since January 1, 1996?

- 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**

The undersigned certifies that the information herein supplied in response to this questionnaire is correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission. Section 202(a)(8) of the Trade Act states that the procedures concerning the release of confidential business information set forth in section 332(g) of the Tariff Act of 1930 (19 U.S.C. 1332(g)) shall apply with respect to information received by the Commission in the course of investigations under sections 201-204 of the Trade Act. Section 332(g) provides that "the Commission may not release information which the Commission considers to be confidential business information unless the party submitting the confidential business information had notice, at the time of submission, that such information would be released by the Commission, or such party subsequently consents to the release of the information."

The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation 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 appropriate non-disclosure agreements.

The undersigned also acknowledges that the Commission, and its employees and contract personnel may (1) use the information you provide in this questionnaire and throughout this investigation, in any other investigations conducted by the Commission under part 1 of Title II of the Trade Act of 1974 (the Act) arising out of any relief action taken by the President as a result of the Commission's determination in this investigation; and (2) provide such information to the President, including in a confidential version of the report that the Commission transmits to the President, should the Commission transmit a confidential version.

The Commission will disclose the information you provide to authorized representatives of interested parties under administrative protective order in accordance with 19 CFR 206.17.

\_\_\_\_\_  
*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 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-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 carbon and alloy steel long products into the United States or which are engaged in exporting carbon and alloy steel long products 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 carbon and alloy steel long products?

No                       Yes--List the following information.

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

I-6. Please identify any developments during the last ten years that resulted in certain steel products under investigation being imported into the United States in such increased quantities as to have an adverse impact on the domestic industry[ies] during the period January 1996-June 2001. For each development, please describe the development, when it occurred, and whether it was unexpected.

\_\_\_\_\_

\_\_\_\_\_

I-7. Have you observed any factors other than increased imports into the U.S. market that are having an adverse impact on the operation of the U.S. industry? Please describe the role played by each factor that you identify

\_\_\_\_\_

\_\_\_\_\_

**PART II.--PURCHASES**

II-1. Please indicate which carbon and alloy steel long products your firm purchased during the period January 1996-June 2001. Place a check in the space provided if your firm purchased a specific product from domestic and/or foreign sources. In addition, please estimate the total dollar amount of purchases in 2000 for each product from both domestic and import sources.

Product	Purchases of domestic product		Total dollar value of purchases in 2000 of domestic product	Purchases of imported product		Total dollar value of purchases in 2000 of imported product
	Yes	No		Yes	No	
Carbon and alloy ingots, billets, and blooms						
Carbon and alloy hot-rolled bar and light shapes						
Carbon and alloy cold-finished bar						
Carbon and alloy rebar						
Carbon and alloy rails and other rail products						
Carbon and alloy wire						
Carbon and alloy wire strand, rope, cable, and cordage						
Carbon and alloy other wire products						
Carbon and alloy heavy structural shapes and sheet piling						
Carbon and alloy fabricated structural units						

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

II-2. If the relative shares of your firm's total purchases of carbon and alloy steel long products from different sources (both domestic and foreign) have changed in the last five years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason. (Please note the specific carbon and alloy steel long product to which you are referring)

Country	Increase/decrease	Reason

II-3. If your firm also has the capability to produce the carbon and alloy steel long products that your firm purchased, please explain the reasons for your firm's decision to use purchases rather than your own production, and the impact this decision had on your firm. (Please provide a separate explanation for each steel product that your firm purchased, but had the capability to produce).

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

**Questions in this section refer to the following types of carbon and alloy steel long products: carbon and alloy ingots, billets, and blooms; carbon and alloy hot-rolled bar and light shapes; carbon and alloy cold-finished bar; carbon and alloy rebar; carbon and alloy rails and other railway products; carbon and alloy wire; carbon and alloy wire strand, rope, cable, and cordage; carbon and alloy other wire products; carbon and alloy heavy structural shapes and sheet piling; and carbon and alloy fabricated structural units. If your firm purchases more than one of these products and your response to any given question differs depending on the specific carbon and alloy steel long product, then please note this in your response.**

III-1. Which of the following best describes your firm as a purchaser of carbon and alloy steel long products (check all that apply)?

END USER (\_\_\_\_\_)

DISTRIBUTOR/SERVICE CENTER (\_\_\_\_\_)

Other (\_\_\_\_\_)

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

III-2. List, in order of quantity of carbon and alloy steel long products consumed, the top 3 end-use products for which your firm purchases carbon and alloy steel long products as a component part or material input. Please indicate what percentage of the total cost of the end use product is accounted for by carbon and alloy steel long products.

<u>End use product</u>	<u>Carbon and alloy steel long product</u>	<u>Percent of cost accounted for by carbon and alloy steel long products</u>
1. _____	1. _____	1. _____
2. _____	2. _____	2. _____
3. _____	3. _____	3. _____

III-3. If your firm is an end user of carbon and alloy steel long products has the demand for your firm's final products incorporating carbon and alloy steel long products changed since January 1, 1996?

No       Yes--Please indicate the direction of each such change and identify the major factors that have contributed to this change. Describe the ways in which each such change has affected your firm's purchases of carbon and alloy steel long products.

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III-4. Are there other products that could be substituted for carbon and alloy steel long products in its end uses?

No       Yes--Please identify such substitutes, noting the particular carbon and alloy steel long product to which you are referring.

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III-5. Since January 1, 1996, have changes in these relative prices caused your firm to shift purchases from carbon and alloy steel long products to the alternate products or vice versa?

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III-6. Are you aware whether the carbon and alloy steel long products you are purchasing are U.S.-produced or imported?

Always       Usually       Sometimes       Never

III-7. If your firm is a reseller of carbon and alloy steel long products, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

Always       Usually       Sometimes       Never

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

III-8. a) How frequently do you make purchases (circle one) ? Has this purchasing pattern changed significantly in the past 5 years, and if so, how?

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

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III-9. What characteristics does your firm consider when determining the quality of a supplier's carbon and alloy steel long products?

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III-10. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase carbon and alloy steel long products 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: \_\_\_\_\_

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III-11. How often does your firm purchase the carbon and alloy steel long products that is offered at the lowest price?

Always       Usually       Sometimes       Never

III-12. Generally, when you make a purchase does your supplier set the terms, or are terms negotiable?

Supplier sets       Negotiable

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

III-13. Approximately what percentage of your firm's purchases of its carbon and alloy steel long products are on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you purchase on a contract basis, please answer the following questions with respect to provisions of a typical contract. (Please note that for this question, the term contract means an agreement to purchase which involves multiple shipments over a specified time period.)

- (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) What are the standard quantity requirements, if any? \_\_\_\_\_
- (f) What is the price premium for sub-minimum shipments? \_\_\_ percent

III-14. What is the average lead time between your order and the date of delivery for your firm's purchases of carbon and alloy steel long products? \_\_\_\_\_

For domestic carbon and alloy steel long products, have these average lead times increased significantly, remained the same, or decreased significantly since January 1, 1996? Please discuss below.

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For imported carbon and alloy steel long products, have these average lead times increased significantly, remained the same, or decreased significantly since January 1, 1996? Please discuss below.

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III-15. What is the approximate percentage of the total delivered cost of carbon and alloy steel long products that is accounted for by transportation costs? \_\_\_ percent. Who generally arranges the transportation to your location? Supplier \_\_\_ or purchaser \_\_\_ (check one). What proportion of your purchases occur within 100 miles of the storage or production facility? \_\_\_ percent. 101 to 1,000 miles? \_\_\_ percent. Over 1,000 miles? \_\_\_ percent.

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

III-16. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the carbon and alloy steel long products they sell to your firm? (Please note in your response whether this certification is in addition to specifications such as ASME or AISI).

No                       Yes--Approximately what percent of your firm's total 2000 purchases of carbon and alloy steel long products required some form of certification or pre-qualification? \_\_\_\_\_ percent.

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III-17. 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-18. Since January 1, 1996, have any domestic or foreign producers ever failed in their attempts to qualify their carbon and alloy steel long products 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 IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT**

**Questions in this section refer to the following types of carbon and alloy long products: carbon and alloy ingots, billets, and blooms; carbon and alloy hot-rolled bar and light shapes; carbon and alloy cold-finished bar; carbon and alloy rebar; carbon and alloy rails and other railway products; carbon and alloy wire; carbon and alloy wire strand, rope, cable, and cordage; carbon and alloy other wire products; carbon and alloy heavy structural shapes and sheet piling; and carbon and alloy fabricated structural units. If your firm purchases more than one of these products and your response to any given question differs depending on the specific carbon and alloy steel long product, then please note this in your response.**

IV-1. Please indicate the countries of origin for carbon and alloy steel long products for which your firm has actual marketing/pricing knowledge for carbon and alloy steel long products.

- United States
- COUNTRY (please specify): \_\_\_\_\_
- COUNTRY (please specify): \_\_\_\_\_
- COUNTRY (please specify): \_\_\_\_\_

IV-2. Are imported and domestically produced carbon and alloy steel long products produced to the same grade and specification generally used in the same applications? Please answer for United States vs. Canada, Mexico, and all other countries combined.

- U.S.     vs     Canada        Yes            No--Please explain below.
- U.S.     vs     Mexico        Yes            No--Please explain below.
- U.S.     vs     All others        Yes            No--Please explain below.

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

IV-3. Do you or your customers ever specifically order from one country in particular over other possible sources of supply?

No

Yes--Please identify the top 5 relevant countries (including the United States and foreign countries) from which you or your customers prefer to order, and indicate why carbon and alloy steel long products from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-4. Are certain grades/types/sizes of carbon and alloy steel long products unavailable or in short supply from domestic sources?

No

Yes--Please identify the source, the grade/type/size, estimated quantity purchased in 2000, and domestic availability.

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IV-5. If you purchased carbon and alloy steel long products 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 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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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued**

IV-6. For the factors listed below, please rate how carbon and alloy steel long products produced in each of Canada, Mexico, and all other countries combined compares with carbon and alloy steel long products produced in the United States. Copy this page as necessary 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.

United States compared to \_\_\_\_\_  
(specify Canada, Mexico, or all others)

	<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"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

IV-7. For the factors listed below, please rate each in terms of its importance in your purchase decision for carbon and alloy steel long products.

	<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"/>
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"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART V.-INVENTORIES**

V-1. Please report your end-of-period inventory in short tons for each carbon and alloy steel long product purchased by your firm during the period January 1996-June 2001. Please report separately for products purchased from domestic and import sources. If the date of inventory is different from the end of the period, please indicate the date of inventory.

Product	1996	1997	1998	1999	2000	Jan.-June 2000	Jan.-June 2001
<b>Ingots, billets, and blooms: Produced in the United States</b>							
Imported							
Total							
<b>Hot-rolled bar and light shapes: Produced in the United States</b>							
Imported							
Total							
<b>Cold-finished bar: Produced in the United States</b>							
Imported							
Total							
<b>Carbon and alloy rebar: Produced in the United States</b>							
Imported							
Total							
<b>Rails and other rail products: Produced in the United States</b>							
Imported							
Total							
<b>Carbon and alloy wire: Produced in the United States</b>							
Imported							
Total							
<b>Wire strand, rope, cable, and cordage Produced in the United States</b>							
Imported							
Total							
<b>Carbon and alloy other wire products: Produced in the United States</b>							
Imported							
Total							
<b>Heavy structural shapes &amp; sheet piling: Produced in the United States</b>							
Imported							
Total							
<b>Fabricated structural units: Produced in the United States</b>							
Imported							
Total							