OMB No. 3117-0016/USITC No. 03-2-2096; Expiration Date: 6/30/05
(No response is required if currently valid OMB control number is not displayed)

IMPORTERS' 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 and antidumping investigations concerning prestressed concrete steel wire 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)).

Name of firm _____

Address _____

City _____ **State** _____ **Zip code** _____

World Wide Web address _____

Has your firm imported PC strand (as defined in the instruction booklet) from any country 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 these investigations 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 these investigations 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 20 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.

Firm name	Address	Extent of ownership

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing PC strand from any of the subject countries into the United States or which are engaged in exporting PC strand from any of the subject countries to the United States?

☐ No ☐ Yes–List the following information.

Firm name	Address	Affiliation

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 and/or the covering/coating of bare PC strand?

☐ No ☐ Yes–List the following information.

Firm name	Address	Affiliation

I-6. Please indicate the nature of your firm's importing operations on PC strand. 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-7. If your firm is an importer of record of PC strand but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

_____

_____

I-8. Please indicate whether your firm enters PC strand into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes

Bonded warehouses ☐ No ☐ Yes

I-9. Please indicate whether your firm imports PC strand under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes–Please specify. _____

_____

PART II.–TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Mary Messer (202-205-3193). **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

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of PC strand since January 1, 2000?

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

_____

_____

_____

_____

II-3. Has your firm imported or arranged for the importation of PC strand from any of the subject countries for delivery after June 30, 2003?

☐ No ☐ Yes–Indicate from which of the subject countries, when such orders are to be delivered, and the quantities involved (in 1,000 pounds).

_____

_____

_____

_____

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

II-4. Does your firm cover and/or coat or is it capable of covering and/or coating bare PC strand (e.g, lubricate with grease and encase in a plastic tube and/or coat with epoxy)?

☐ No ☐ Yes–***CONTACT Mary Messer (202-205-3193 OR E-MAIL Mmesser@USITC.GOV) FOR A COPY OF THE U.S. PRODUCERS' QUESTIONNAIRE, AND PLEASE ANSWER THE QUESTIONS BELOW.***

(a) Describe in some detail your firm's process involved in covering and/or coating the bare PC strand, indicating the specific type(s) of covering and/or coating and the type and level of technical expertise, and the type and cost of equipment, required to cover and/or coat the bare PC strand. Indicate whether your firm coats the PC strand with epoxy and/or covers the PC strand with a plastic sleeve, coats it with grease, cuts it to length, packages it, or performs any other specific operations in the preparation and shipping of the product.

_____

_____

_____

_____

_____

(b) Of the total value of the covered and/or coated PC strand that your firm shipped in 2002, what percentage was accounted for by the uncovered PC strand? If your answer differs by type of covering or coating, please explain. _____ percent.

_____

(c) Of the total value of your cost of goods sold of the covered and/or coated PC strand that your firm shipped in 2002, what percentage was accounted for by its purchases of uncovered PC strand? If your answer differs by type of covering or coating, please explain. ____ percent.

_____

(d) Of the uncovered PC strand that your firm purchased in 2002 for covering and/or coating by your firm, how much consisted of U.S.-produced uncovered PC strand, how much consisted of uncovered PC strand produced in Brazil, India, Korea, Mexico, or Thailand, and how much consisted of uncovered PC strand produced in all other countries (all data in 1,000 pounds)?

Produced in the United States . . . . . _____ pounds

Produced in Brazil, India, Korea, Mexico, or Thailand . . . _____ pounds

Produced in all other countries . . . . . _____ pounds

Total . . . . . _____ pounds

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

(e) Describe in some detail how important your firm's covering and/or coating of PC strand is in its overall operations. What share (in percent) of your firm's total sales in 2002 was accounted for by the PC strand that it covered and/or coated? If your answer differs by type of covering or coating, please explain. Does your firm perform any other operations, such as post-tensioned design engineering services?

II-5. If your firm also produces PC strand, or covers/coats bare PC strand, in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-6. **IMPORTS OF COVERED/COATED PC STRAND, BY SOURCE**.–Report your firm's imports and your firm's shipments and inventories of covered/coated PC strand imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each of the sources listed below. Photocopy as many pages as you need and identify the source for which you are reporting in the box provided.**

☐ **Brazil** ☐ **India** ☐ **Korea** ☐ **Mexico** ☐ **Thailand** ☐ **All other sources combined**[1]

(*Quantity* in 1,000 pounds, *value* in $1,000)					
Item	**Calendar years**			**January-June**	
	2000	**2001**	**2002**	**2002**	**2003**
BEGINNING-OF-PERIOD INVENTORIES (*quantity*)					
IMPORTS:[2]					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value[3] of internal consumption/transfers					
EXPORT SHIPMENTS:[4]					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES[5] (*quantity*)					
U.S. SHIPMENTS TO DISTRIBUTORS:[6]					
Quantity of U.S. shipments to converters or post-tensioners that commercially ship the PC strand					
Quantity of U.S. shipments to other distributors					
U.S. SHIPMENTS TO END USERS:[7]					
Quantity of U.S. shipments to converters or post-tensioners that internally consume or transfer to related firms the PC strand					
Quantity of U.S. shipments to other end users					

[1] Please identify these sources: _____

[2] Identify the foreign producers, if known: _____

[3] 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 2000, 2001, and 2002 below: _____

[4] Identify your principal export markets: _____

[5] Reconciliation of data.--Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No–Please explain: _____

[6] Distributors are firms that commercially re-sell PC strand.

[7] End users are firms that do not commercially sell or re-sell PC strand. For example, post-tensioners that purchase PC strand and then engage in post-tensioning design engineering to prepare the strand for its end use in a post-tensioned application, but do not re-sell PC strand, are end users.

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

II-7. **IMPORTS OF UNCOVERED PC STRAND, BY SOURCE**.–Report your firm's imports and your firm's shipments and inventories of uncovered PC strand imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each of the sources listed below. Photocopy as many pages as you need and identify the source for which you are reporting in the box provided.**

☐ **Brazil** ☐ **India** ☐ **Korea** ☐ **Mexico** ☐ **Thailand** ☐ **All other sources combined**[1]

(*Quantity* in 1,000 pounds, *value* in $1,000)					
Item	**Calendar years**			**January-June**	
	2000	**2001**	**2002**	**2002**	**2003**
BEGINNING-OF-PERIOD INVENTORIES (*quantity*)					
IMPORTS:[2]					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value[3] of internal consumption/transfers					
EXPORT SHIPMENTS:[4]					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES[5] (*quantity*)					
U.S. SHIPMENTS TO DISTRIBUTORS:[6]					
Quantity of U.S. shipments to converters or post-tensioners that commercially ship PC strand					
Quantity of U.S. shipments to other distributors					
U.S. SHIPMENTS TO END USERS:[7]					
Quantity of U.S. shipments to converters or post-tensioners that internally consume or transfer to related firms PC strand					
Quantity of U.S. shipments to other end users					

[1] Please identify these sources: _____

[2] Identify the foreign producers, if known: _____

[3] 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 2000, 2001, and 2002 below: _____

[4] Identify your principal export markets: _____

[5] Reconciliation of data.--Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No–Please explain: _____

[6] Distributors are firms that commercially re-sell PC strand.

[7] End users are firms that do not commercially sell or re-sell PC strand. For example, post-tensioners that purchase PC strand and then engage in post-tensioning design engineering to prepare the strand for its end use in a post-tensioned application, but do not re-sell PC strand, are end users.

PART II.–TRADE AND RELATED INFORMATION

II-8. Provide the quantities and values of your firm's total U.S. shipments (i.e., commercial shipments plus internal consumption/company transfers as reported in II-6 and II-7) of PC strand imported by your firm, by type, as specified below. Data are requested for PC strand destined for the pre-tensioned (or pre-cast) market and uncovered and covered/coated PC strand destined for the post-tensioned market. For each of these two categories, please provide the quantities and values of your firm's total U.S. shipments destined for applications subject to "Buy America(n)" restrictions. **Report separately for each of the sources listed below. Photocopy as many pages as you need and identify the source for which you are reporting in the box provided.**

☐ **Brazil** ☐ **India** ☐ **Korea** ☐ **Mexico** ☐ **Thailand** ☐ **All other sources combined[1]**

(*Quantity* in 1,000 pounds, *value* in $1,000)					
Item	**Calendar years**			**January-June**	
	2000	**2001**	**2002**	**2002**	**2003**
U.S. SHIPMENTS TO THE PRE-TENSIONED MARKET:					
Subject to "Buy America(n)" restrictions:					
Quantity					
Value					
NOT subject to "Buy America(n)" restrictions:					
Quantity					
Value					
U.S. SHIPMENTS OF UNCOVERED PC STRAND TO THE POST-TENSIONED MARKET:					
Subject to "Buy America(n)" restrictions:					
Quantity					
Value					
NOT subject to "Buy America(n)" restrictions:					
Quantity					
Value					
U.S. SHIPMENTS OF COVERED/COATED PC STRAND TO THE POST-TENSIONED MARKET:					
Subject to "Buy America(n)" restrictions:					
Quantity					
Value					
NOT subject to "Buy America(n)" restrictions:					
Quantity					
Value					

PART III.–PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270 or jbenedetto@usitc.gov).

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 price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Brazil, India, Korea, Mexico, and Thailand during January 2000-June 2003:

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.

Please identify whether your sales are to the pre-tensioned or the post-tensioned market segments by placing your responses in the appropriate columns on the following page.

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

Section III-A.–PRICE DATA–*Continued*

COPY THIS PAGE AS NECESSARY. Complete a separate page for each combination of subject country and product.

☐ **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.**

Brazil ☐ **India** ☐ **Korea** ☐ **Mexico** ☐ **Thailand** ☐

(*Quantity* in lineal feet, *value* in dollars)				
	Quantity	F.o.b Value[1]	Quantity	F.o.b Value[1]
Period of shipment	Pre-tensioned market		Post-tensioned market	
2000:				
January-March				
April-June				
July-September				
October-December				
2001:				
January-March				
April-June				
July-September				
October-December				
2002:				
January-March				
April-June				
July-September				
October-December				
2003:				
January-March				
April-June				

[1] 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.

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

Section III-B.–PRICE-RELATED QUESTIONS

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-B-1. Please describe any differences in the nature of PC strand sales to the pre-tensioned and post-tensioned markets of which you are aware (e.g., differences in the average size of the sale, whether the sale is on a spot sale basis or based on a contract, differences in lead time, etc.).

_____

_____

III-B-2. Please describe how your firm determines the prices that it charges for sales of PC strand (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.).

_____

_____

III-B-3. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

_____

_____

III-B-4. What are your firm's typical sales terms for PC strand imported from Brazil, India, Korea, Mexico, and Thailand (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-5. Approximately what percentage of your firm's sales of PC strand imported from Brazil, India, Korea, Mexico, and Thailand 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) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ____ percent

III-B-6. What is the average lead time between a customer's order and the date of delivery for your firm's sales of PC strand? _____

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

III-B-7. What is the approximate percentage of the total delivered cost of PC strand that is accounted for by U.S. inland transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? ____ percent. 101 to 1,000 miles? ___ percent. Over 1,000 miles? ____ percent.

III-B-8. What is the geographic market area in the United States served by your firm's imports of PC strand from Brazil, India, Korea, Mexico, and Thailand?

III-B-9. What products are currently, or potentially could be, used as substitutes for PC strand in construction applications? (Please note in your response whether the products are current or potential substitutes).

III-B-10. a) How has the demand within the United States (and outside the United States if known) for PC strand in pre-tensioned applications changed since January 1, 2000? What principal factors affected demand?

b) How has the demand within the United States (and outside the United States if known) for PC strand in post-tensioned applications changed since January 1, 2000? What principal factors affected demand?

IV-B-11. Have there been any significant changes in the product range or marketing of PC strand in the past five years?

Pre-tensioned applications

☐ No ☐ Yes–Please describe.

Post-tensioned applications

☐ No ☐ Yes–Please describe.

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

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

III-B-12. Does your firm purchase or sell PC strand over the internet?

☐ No ☐ Yes–Please describe and note the estimated percentage of your firm's total purchases/sales of PC strand in 2002 accounted for by internet transactions.

_____

_____

III-B-13. Is PC strand produced in the United States and in other countries used interchangeably (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 "0" to indicate *no familiarity* with products from a specified country-pair.[1]

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

[1] For any country-pair producing PC strand which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

_____

_____

_____

_____

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

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

III-B-14. 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 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.[1]

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

[1] 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:

_____

_____

_____

_____

_____

_____

_____

_____

_____

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

Section III-C.–CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for PC strand imported from Brazil, India, Korea, Mexico, and Thailand 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 imports of PC strand from Brazil, India, Korea, Mexico, and Thailand that each of these customers accounted for in 2002.

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