OMB No. 3117-0016/USITC No. 03-1-2095; Expiration Date: 6/30/05
(No response is required if currently valid OMB control number is not displayed)

PRODUCERS' 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 produced PC strand (as defined in the instruction booklet), and/or has your firm covered/coated bare PC strand (see definition in the instruction booklet), 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 40 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. Do you support or oppose the petitions? Please explain.

☐ Support ☐ Oppose ☐ Take no position

_____

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determinations in the investigations are affirmative and antidumping and/or countervailing duty orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petitions to the Customs Service for possible distribution of any antidumping and/or countervailing duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petitions public and allow inclusion of your firm on that list, indicate "yes" below.

☐ Yes ☐ No (that is, I do not wish my position on the petitions to be made public)

I-4. 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
_____	_____	_____
_____	_____	_____

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

I-5. 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 these countries to the United States?

☐ No ☐ Yes--List the following information.

Firm name	Address	Affiliation

I-6. 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.

Firm name	Address	Affiliation

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; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of PC strand since January 1, 2000?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes. If your firm experienced a plant closure, please also provide detailed information concerning the cause(s) or the reason(s) for the closure.

_____

_____

_____

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of PC strand?

☐ No ☐ Yes--List the following information.

Product	Basis for allocation of capacity data

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce PC strand?

☐ No ☐ Yes--List the following information.

Product	Basis for allocation of employment data

II-6. Since January 1, 2000, has your firm been involved in a toll agreement (either as a toller or as a tollee) (see definition for toll agreement in the instruction booklet) regarding the production of uncovered and/or covered/coated PC strand?

☐ No ☐ Yes, for uncovered PC strand ☐ Yes, for covered/coated PC strand

If yes, for all such toll agreements entered into by your firm, please indicate whether your firm was the toller or the tollee (see definition for toll agreement in the instruction booklet) and provide the information requested below.

☐ Tollee–Please identify the toller(s):_____

☐ Toller–Please identify the tollee(s):_____

–Indicate the percentage of your firm's volume of U.S. shipments of PC strand during 2002 that was produced under a toll agreement._____

Please specify your toll agreement(s) in some detail (e.g., the nature of the agreement, whether it is on a contract basis, what materials are transferred between the tollee and the toller, what services does the toller provide, etc.)

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

II-7. Does your firm cover and/or coat or is it capable of covering and/or coating bare PC strand (either in-house or through a tolling arrangement)?

☐ No ☐ Yes–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?

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-8. Does your firm produce or is it capable of producing indented PC strand?

☐ No ☐ Yes–Please describe below the process involved and technical expertise required in producing indented PC strand and indicate the percentage of the total value of indented PC strand that was accounted for by unprocessed PC strand in 2002.

_____

_____

II-9. Is your firm engaged in post-tensioning services?

☐ No ☐ Yes–Please describe the nature of your business structure, the services your firm provides, and the relationship among all of your firm's activities.

_____

_____

II-10. Does your firm produce PC strand in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): _____

II-11. At any time since January 1, 2000, has your firm imported PC strand?

☐ No ☐ Yes--***COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE***

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

II-12. **UNCOVERED PC STRAND**.--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **uncovered** PC strand in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(*Quantity* in 1,000 pounds, *value* in $1,000)					
Item	**Calendar years**			**January-June**	
	2000	**2001**	**2002**	**2002**	**2003**
AVERAGE PRODUCTION CAPACITY (*quantity*)					
BEGINNING-OF-PERIOD INVENTORIES (*quantity*)					
PRODUCTION (*quantity*)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value[1] of internal consumption					
Transfers to related firms:[2]					
Quantity of transfers to related firms					
Value[1] of transfers to related firms					
EXPORT SHIPMENTS:[3]					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES[4] (*quantity*)					
U.S. SHIPMENTS TO DISTRIBUTORS:[5]					
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:[6]					
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					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (*1,000 hours*)					
WAGES PAID TO PRWs (*value*)					
Please answer footnotes to the table on the following page.					

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

II-12. UNCOVERED PC STRAND.–*Continued*

Footnotes continued from previous page.

[1] Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:

[2] If you reported transfers to related firms, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

[3] Identify your principal export markets: _____

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

☐ Yes ☐ No--Please explain: _____

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

[6] 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-13. **COVERED/COATED PC STRAND**.--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **covered/coated** PC strand in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(*Quantity* in 1,000 pounds, *value* in $1,000)					
Item	**Calendar years**			**January-June**	
	2000	**2001**	**2002**	**2002**	**2003**
AVERAGE PRODUCTION CAPACITY (*quantity*)					
BEGINNING-OF-PERIOD INVENTORIES (*quantity*)					
PRODUCTION (*quantity*)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value[1] of internal consumption					
Transfers to related firms:[2]					
Quantity of transfers to related firms					
Value[1] of transfers to related firms					
EXPORT SHIPMENTS:[3]					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES[4] (*quantity*)					
U.S. SHIPMENTS TO DISTRIBUTORS:[5]					
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:[6]					
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					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (*1,000 hours*)					
WAGES PAID TO PRWs (*value*)					
Please answer footnotes to the table on the following page.					

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

II-13. COVERED/COATED PC STRAND.–*Continued*

Footnotes continued from previous page.

[1] Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:

[2] If you reported transfers to related firms, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

[3] Identify your principal export markets: _____

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

☐ Yes ☐ No--Please explain: _____

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

[6] 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-14. Provide the quantities and values of your firm's total U.S. shipments (i.e., commercial shipments plus internal consumption plus transfers to related U.S. firms as reported in II-12 and II-13) of PC strand produced 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.

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

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

II-15. Other than direct imports, has your firm otherwise purchased **uncovered** PC strand since January 1, 2000? (See definitions in the instruction booklet.)

☐ No ☐ Yes–Report such purchases below for the specified periods.[1]

(*Quantity* in 1,000 pounds, *value* in $1,000)					
Item	**Calendar years**			**January-June**	
	2000	**2001**	**2002**	**2002**	**2003**
PURCHASES FROM U.S. IMPORTERS[2] OF PRODUCT FROM--					
BRAZIL:					
Quantity					
Value					
INDIA:					
Quantity					
Value					
KOREA:					
Quantity					
Value					
MEXICO:					
Quantity					
Value					
THAILAND:					
Quantity					
Value					
ALL OTHER COUNTRIES:					
Quantity					
Value					
PURCHASES FROM DOMESTIC PRODUCERS:[2]					
Quantity					
Value					
PURCHASES FROM OTHER SOURCES:[2]					
Quantity					
Value					

[1] Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.

[2] Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.

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

II-16. Other than direct imports, has your firm otherwise purchased **covered/coated** PC strand since January 1, 2000? (See definitions in the instruction booklet.)

☐ No ☐ Yes–Report such purchases below for the specified periods.[1]

(*Quantity* in 1,000 pounds, *value* in $1,000)					
Item	Calendar years			January-June	
	2000	2001	2002	2002	2003
PURCHASES FROM U.S. IMPORTERS[2] OF PRODUCT FROM--					
BRAZIL:					
Quantity					
Value					
INDIA:					
Quantity					
Value					
KOREA:					
Quantity					
Value					
MEXICO:					
Quantity					
Value					
THAILAND:					
Quantity					
Value					
ALL OTHER COUNTRIES:					
Quantity					
Value					
PURCHASES FROM DOMESTIC PRODUCERS:[2]					
Quantity					
Value					
PURCHASES FROM OTHER SOURCES:[2]					
Quantity					
Value					

[1] Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.

[2] Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

_____ _____
Phone No. E-mail address

III-2. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the periods for which data are being reported, explain below:

_____

III-3. Accounting basis.--The financial records of your firm are prepared on the basis of:

☐ GAAP ☐ Tax ☐ Cash ☐ Other (specify) _____

III-4. Reports and statements.--Did your firm or your parent prepare any of the statements or documents listed below during the period of the investigations? If so, please submit copies of them along with your completed questionnaire unless they are available on the World Wide Web (including the Securities and Exchange Commission's EDGAR site).

My firm or parent does ____ or does not ____ prepare financial statements (annual reports, 10-K's). Are the above documents available on the World Wide Web?

	YES	NO
At the SEC's EDGAR site?		
At some other site? (WWW address _____)		

My firm or parent does ____ or does not ____ prepare internal profit-and-loss reports on PC strand operations which indicate the cost of production of PC strand.

My firm or parent does ____ or does not ____ prepare internal reports indicating the cost of production of PC strand.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced PC strand, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	**Share of sales**
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--*Continued*

III-6. Operations on **uncovered** PC strand.--Report the revenue and related cost information requested below on the uncovered PC strand operations of your U.S. establishment(s).[1] Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(*Quantity* in 1,000 pounds, *value* in $1,000)					
Item	**Fiscal years ended--**			**January-June**	
	_____	_____	_____	**2002**	**2003**
Net sales quantities:[2]					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:[2]					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

[1] Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
[2] Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--*Continued*

III-7. Operations on **covered/coated** PC strand.--Report the revenue and related cost information requested below on the covered/coated PC strand operations of your U.S. establishment(s).[1] Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(*Quantity* in 1,000 pounds, *value* in $1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2002	2003
Net sales quantities:[2]					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:[2]					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials:					
Produced in the United States					
Produced in Brazil, India, Korea, Mexico, & Thailand					
Produced in other countries					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

[1] Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
[2] Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--*Continued*

III-8. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on PC strand, and the values of the property, plant, and equipment used in the production of PC strand. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(*Value* in $1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2002	2003
Capital expenditures					
Research and development expenditures					
Property, plant, and equipment:					
Original cost					
Book value					

III-9. Since January 1, 2000, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of PC strand from Brazil, India, Korea, Mexico, and/or Thailand?

☐ No ☐ Yes--My firm has experienced actual negative effects as follows:

Cancellation or rejection of expansion projects ☐

Denial or rejection of investment proposal ☐

Reduction in the size of capital investments ☐

Rejection of bank loans ☐

Lowering of credit rating ☐

Problem related to the issue of stocks or bonds ☐

Other (specify) _____

III-10. Does your firm anticipate any negative impact of imports of PC strand from Brazil, India, Korea, Mexico, and/or Thailand?

☐ No ☐ Yes--My firm anticipates negative effects as follows:

_____

_____

_____

PART IV.--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).

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

Company contact: _____
Name and title

_____ _____
Phone No. E-mail address

Section IV-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 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 pages.

PART IV.--PRICING AND RELATED INFORMATION–*Continued*

Section IV-A.–PRICE DATA--*Continued*

Copy this page as necessary in order to provide data for each individual product. Please indicate the product for which pricing information is provided.

☐ **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.**

(*Quantity* in 1,000 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 IV.--PRICING AND RELATED INFORMATION--*Continued*

Section IV-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.

IV-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.).

_____

_____

IV-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.).

_____

_____

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

_____

_____

IV-B-4. What are your firm's typical sales terms for its U.S.-produced PC strand (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic PC strand usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-5. Approximately what percentage of your firm's sales of its U.S.-produced PC strand 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

IV-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? _____

PART IV.--PRICING AND RELATED INFORMATION--*Continued*

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

IV-B-7. What is the approximate percentage of the total delivered cost of PC strand that is accounted for by 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 or production facility? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

IV-B-8. What is the geographic market area in the United States served by your firm's PC strand?

IV-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).

IV-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 IV.--PRICING AND RELATED INFORMATION--*Continued*

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

IV-B-12. Does your firm sell PC strand over the internet?

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

IV-B-13. Since January 1, 2000, has your firm had difficulty obtaining sufficient quantities of wire rod suitable for making PC strand? Yes _____ No _____. If yes, please describe these difficulties, noting how this difficulty affected your firm's production or operations of PC strand.

IV-B-14. 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 IV.--PRICING AND RELATED INFORMATION--*Continued*

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

IV-B-15. 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 IV.--PRICING AND RELATED INFORMATION--*Continued*

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for PC strand 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 shipments of PC strand 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					

PART IV.--PRICING AND RELATED INFORMATION--*Continued*

Section IV-D.--COMPETITION FROM IMPORTS--LOST REVENUES

PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.

Since January 1, 2000: To avoid losing sales to competitors selling PC strand from Brazil, India, Korea, Mexico, and Thailand, did your firm:

Reduce prices ☐ Yes ☐ No

Roll back announced price increases ☐ Yes ☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers
Specific product(s) involved
Date of your initial price quotation
Quantity involved
Your initial ***rejected*** price quotation (total delivered value)
Your ***accepted*** price quotation (total delivered value)
The country of origin of the competing imported product
The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product (indicate whether covered or uncovered)	Date of quote	Quantity (1,000 pounds)	Initial rejected U.S. price (total value--*dollars*)	Accepted U.S. price (total value--*dollars*)	Country of origin	Competing import price (total value--*dollars*)

PART IV.--PRICING AND RELATED INFORMATION--*Continued*

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.

Since January 1, 2000: Did your firm lose sales of PC strand to imports of these products from Brazil, India, Korea, Mexico, and Thailand?

☐ Yes ☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported**.

Customer name, contact person, phone and fax numbers
Specific product(s) involved
Date of your price quotation
Quantity involved
Your rejected price quotation (total delivered value)
The country of origin of the competing imported product
The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	**Product (indicate whether covered or uncovered)**	**Date of quote**	**Quantity (1,000 pounds)**	**Rejected U.S. price (total value--*dollars*)**	**Country of origin**	**Accepted import price (total value--*dollars*)**