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February 27, 2014

FILED ELECTRONICALLY (VIA EDIS)

PUBLIC VERSION

The Honorable Lisa R. Barton
Acting Secretary
U.S. INTERNATIONAL TRADE COMMISSION
500 E Street, S.W., Room 112-A
Washington, D.C. 20436

USITC Inv. Nos. 701-TA-512
and
731-TA-1248 (Preliminary)
Number of Pages: 95

Confidential Business Information Has Been Deleted from Exhibit 2 of This Postconference Brief.

Confidential Version May Be Released under APO.

Re: *Carbon and Certain Alloy Steel Wire Rod from the People's Republic of China: Postconference Brief*

Dear Madam Secretary:

On behalf of the American Wire Producers Association ("AWPA"), we respectfully submit the public version of a *Postconference Brief*, pursuant to 19 C.F.R. §§ 201.8(d) and 207.3(c). The confidential version of this *Postconference Brief* was filed with the U.S. International Trade Commission on February 26, 2014.

Confidential business information has been deleted from Exhibit 2 of this *Postconference Brief*. Pursuant to 19 C.F.R. §§ 201.6(c) and 207.3(c), we have marked this exhibit in which proprietary information has been deleted with "PUBLIC VERSION." This deleted proprietary information concerns or relates to the actual experiences of individual AWPA member companies as purchasers of the products subject to these investigations. None of this information is generally available to the public, and its disclosure would cause substantial harm to the competitive position of the companies which provided the information. Accordingly, it is appropriate to grant confidential treatment of this proprietary information in accordance with 19 C.F.R. § 201.6(d).

Pursuant to 19 C.F.R. §§ 201.16(b) and 207.3(b), public versions of this *Brief* have been served upon the parties listed on the attached *Public Certificate of Service*.

The undersigned counsel for the AWPA certify that the factual information contained in this *Brief* is, to the best of our knowledge, accurate and complete.

Respectfully submitted,

Frederick P. Waite
Kimberly R. Young
William M. R. Barrett

Counsel for
the AMERICAN WIRE PRODUCERS ASSOCIATION

FPW:KRY:daj

Attachments

cc: All Parties Listed
on the attached *Public Certificate of Service*

CERTIFICATION OF ACCURACY AND COMPLETENESS

CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM THE PEOPLE'S REPUBLIC OF CHINA
INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

I, WILLIAM M. R BARRETT, certify that I have read the attached *Postconference Brief* (Public Version) on behalf of the AMERICAN WIRE PRODUCERS ASSOCIATION. Based upon the information made available to me, I have no reason to believe that this submission contains any material misrepresentation or omission of fact, and I certify that the confidential information deleted from this submission is not available in substantial form to the public.

WILLIAM M. R. BARRETT

VORYS, SATER, SEYMOUR AND PEASE LLP
1909 K Street, NW, Ninth Floor
Washington, D.C. 20006-1152

1-(202) 467-8846

DISTRICT OF COLUMBIA) SS:

Sworn to and subscribed before me this 27th day of February, 2014, in the District of Columbia.

(Notary Public)

DOLORES JACKSON
NOTARY PUBLIC DISTRICT OF COLUMBIA
My Commission Expires May 31, 2016

DOLORES JACKSON NOTARY PUBLIC EXP. 5-31-2016 DISTRICT OF COLUMBIA

My Commission Expires: May 31, 2016

PUBLIC VERSION

Confidential Business Information Has Been Deleted from Exhibit 2 of This Postconference Brief.

Total Pages: 91

Confidential Version May Be Released under APO.

BEFORE
THE UNITED STATES INTERNATIONAL TRADE COMMISSION
WASHINGTON, D.C.

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF: **CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA**	**INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)**

POSTCONFERENCE BRIEF ON BEHALF OF AMERICAN WIRE PRODUCERS ASSOCIATION

COUNSEL:

FREDERICK P. WAITE
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1-(202) 467-8852 / 8881 / 8846

Counsel for AMERICAN WIRE PRODUCERS ASSOCIATION

Dated: February 27, 2014

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PUBLIC VERSION

BEFORE
THE UNITED STATES INTERNATIONAL TRADE COMMISSION
WASHINGTON, D.C.

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF: CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA	INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

POSTCONFERENCE BRIEF
ON BEHALF OF
AMERICAN WIRE PRODUCERS ASSOCIATION

I. INTRODUCTION

The American Wire Producers Association ("AWPA") is a trade association which represents companies that collectively produce more than 85 percent of all carbon, alloy, and stainless steel wire and wire products in the United States. The 36 member companies of the AWPA employ more than 20,000 workers in over 200 plants and facilities located in 35 states and hundreds of individual communities.

AWPA members make everything from the highly specialized wire used in automotive engines to the wire garment hangers used by dry cleaners. They also make fencing, concrete reinforcement wire and strand, nails, and springs — as well as a myriad of inputs for the agricultural, construction, and consumer products industries.

American manufacturers of steel wire and wire products are entrepreneurial and committed to maintaining their competitive market position despite heavy import pressure in their product sectors. They pride themselves on their high productivity and constant reinvestment in the latest technology and equipment, keeping the American wire industry one of the most globally competitive segments of the steel industry. They are equally proud of the thousands of good-paying jobs that they provide to hard-working Americans in hundreds of communities throughout the United States.

AWPA members purchase the vast majority of subject merchandise — carbon and certain alloy steel wire rod — that is sold in the U.S. market. While they source their wire rod requirements primarily from domestic mills, it is imperative for their continued viability that they have access to wire rod on a global basis. Since the only use for wire rod is to make wire, the ability of AWPA companies and other American wire producers — as well as their downstream customers — to remain competitive is essential for the long-term health and prosperity of the U.S. rod industry.

II. THE DOMESTIC WIRE ROD INDUSTRY IS IMPOSING SIGNIFICANT AND FREQUENT PRICE INCREASES

During 2013 and continuing into 2014, the domestic producers of steel wire rod have imposed numerous and significant price increases on all of their wire rod products. Altogether, U.S. mills since March 2013 have raised rod prices between $120 and $138 per short ton.[1]

[1] *See* Exhibit 1.

During this period, ArcelorMittal announced price increases which total $125 per short ton.[2] The price of its wire rod products increased by $40 per ton for April 2013 shipments, a further $30 per ton each for November and December 2013 shipments, and $25 per ton for January 2014 shipments.

Gerdau Long Steel North America has also raised its prices continuously during the past year and into 2014.[3] It increased prices for wire rod products from its mills in Beaumont, Texas, and Jacksonville, Florida, by $35 per short ton, effective with April 2013 shipments. The price increase for cold heading quality and welding quality wire rod was $43 per ton. In November 2013, Gerdau increased the price of all wire rod products by $30 per ton, and it again increased its price by $30 per ton for new orders placed on or after December 11, 2013. In January 2014, Gerdau announced yet another price increase — this time for $25 per ton starting with February 2014 shipments. Gerdau's total price increases have amounted to $120 per ton.[4]

Keystone Steel & Wire, which is also a significant producer of downstream wire and wire products, has increased its rod prices by a combined sum of $133 per short ton.[5] It imposed an initial price increase of $35 per ton for April 2013 shipments, followed by an increase of

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2 *See* Exhibit 1.A. (ArcelorMittal Price Increases).

3 *See* Exhibit 1.B. (Gerdau Price Increases).

4 During the staff conference, the witness from Gerdau testified regarding its currently idled plant in Perth Amboy, New Jersey. *Transcript of Conference in the Matter of Carbon and Certain Alloy Steel Wire Rod from China, Investigation Nos. 701-TA-512 and 731-TA-1248 (Preliminary)* (February 21, 2014) (hereinafter "*Transcript*") at 8. However, the melt shop at Perth Amboy has been shut down since 2007 and the rolling mill has been idle since 2009. *Id.* at 41. These events clearly had nothing to do with rod imports from China.

5 *See* Exhibit 1.C. (Keystone Price Increases).

$15 per ton in July 2013, effective with August 2013 shipments. Like other domestic rod producers, Keystone raised rod prices again in November and December 2013 — by $30 per ton each time. In January 2014, Keystone announced a further price increase of $23 per ton for all of its wire rod products, and this increase went into effect on February 1, 2014.

Nucor has issued at least 14 separate price increases for wire rod products made by its mills in Kingman, Arizona; Wallingford, Connecticut; and Norfolk, Nebraska.[6] Further, in November 2013, Nucor started to ship wire rod from its new plant in Darlington, South Carolina, and it has already announced two price increases for this mill — first $25 per short ton in December 2013 and then $23 per short ton in January 2014. Nucor Steel Kingman raised prices by $40 per short ton in March 2013, by $20 per ton in October 2103, by $30 per ton in November 2013, by $25 per ton in December 2013, and by $23 per ton in January 2014. Thus, since March of last year, Nucor Steel Kingman has increased the price for its wire rod products by a total of $138 per short ton. Nucor Steel Connecticut and Nucor's Norfolk (Nebraska) Divisions made lock-step price increases in March, October, November, and December 2013, as well as January 2014.

Cascade Steel Rolling Mills, the only wire rod producer on the West Coast, and Evraz Rocky Mountain, located in Pueblo, Colorado, also raised their rod prices during this period, but AWPA members report that these mills generally announce their price increases by telephone.

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6 *See* Exhibit 1.D. (Nucor Price Increases).

III. DOMESTIC MILLS ARE THE PRIMARY SUPPLIERS OF WIRE ROD TO U.S. PRODUCERS OF WIRE AND WIRE PRODUCTS

U.S. manufacturers of steel wire and wire products source the vast majority of their requirements for wire rod — the basic raw material for their operations — from the domestic rod industry. In 2013, for example, wire producers routinely purchased between two-thirds and three-quarters of their total rod needs from American mills.[7] Some wire companies sourced 85 percent or more of their rod purchases from U.S. producers.[8]

This is not a new development. Historically, wire producers have satisfied the bulk of their wire rod needs from domestic sources, with the remainder being sourced from offshore. The reason for this purchasing pattern is that it is important for wire companies to have multiple sources for their primary raw material — wire rod — because it constitutes such a high cost component in the production of most wire or wire products.[9] As the vice president for purchasing of the West Coast's largest wire producer explained during the previous investigation of wire rod from China, Germany, and Turkey:

> The {Heico} Wire Group is a strong supporter of the U.S. rod industry. Our Kent, Washington plant is approximately 200 miles from Cascade Rolling Mills in McMinnville, Oregon. We are their largest customer. Our Colorado plant is located on the grounds of the Rocky Mountain Steel Mills facility in Pueblo. We are their largest customer.
>
> We buy from Keystone Steel and Wire. We buy from Georgetown {now owned by ArcelorMittal}. We buy from Connecticut Steel {now owned by Nucor}. . . .

---

7 *See* Exhibit 2.

8 *Id*. It is noteworthy that U.S. customers continued to source most of their wire rod requirements from domestic mills even as those mills steadily increased prices throughout 2013 and into 2014. *See* section II, *supra*.

9 *See Transcript* at 93.

> Although we prefer to buy domestically, we have learned through experience that it is essential to maintain multiple sources of wire rod. Disruptions caused by mill closures, production outages, labor disputes and even trade cases can interrupt the supply of rod and threaten our business.
>
> As a result, we made a strategic decision, several years ago, that {Heico} would purchase between 25 and 30 percent of its requirements from off-shore producers, and the remaining 70 to 75 percent from domestic mills.[10]

Maintaining multiple sources is particularly important when demand is increasing. The U.S. rod industry characterized demand for wire rod in the United States as "stable or even increasing somewhat" during the period of review.[11] Kimberly Korbel, Executive Director of the AWPA, testified that most of the members of the AWPA anticipate that demand for wire rod will increase in 2014.[12]

IV. RESTRICTIONS ON THE AVAILABILITY OF WIRE ROD WILL UNDERMINE THE ROD INDUSTRY'S CUSTOMER BASE WHICH IS ALREADY BESIEGED BY AN ONSLAUGHT OF IMPORTED PRODUCTS, THEREBY ADVERSELY IMPACTING THE DOMESTIC ROD INDUSTRY

As noted previously, wire rod is essentially used only to make wire which is either fabricated into downstream wire products like nails or incorporated into finished products like garden tools. Imports from all sources — and especially from China — have taken ever greater shares of the U.S. downstream market. Imports of wire and wire products from all sources — and especially from China — have flooded into the United States[13] and taken ever greater shares

10 *See* Exhibit 3.

11 *Transcript* at 11 and 38.

12 *Id.* at 81.

13 *See* Exhibit 4.

of the domestic market. In some instances, the imported wire products are not even consumed in the foreign home market where the product is made.

Since basically the only use for wire rod is to make wire, the ability of the American wire and wire products industry to remain competitive is essential for the long-term health and prosperity of the U.S. wire rod industry.[14] If American wire producers are saddled with raw material costs that are artificially inflated or if global access to wire rod is restricted, they will find it even more difficult to compete with imports of their products, and they will be forced to curtail their operations.[15] "When less wire is produced here at home, domestic rod producers will have fewer sales to customers."[16] The consequences for the U.S. wire rod industry in these circumstances would be devastating. As staff observed during the conference, "{i}f the Chinese take all of the downstream market, then the effect on {the U.S. rod producers} will be the same as if they took all your rod market."[17] In other words, "as goes the domestic wire industry, so goes the domestic rod industry."[18]

In addition to imports, the American wire industry must compete with many of the companies that supply it with wire rod.[19] As representatives of the domestic mills testified at the conference, they make wire and wire products and compete with their customers in

14 *See Transcript* at 81.

15 *See id*. at 82.

16 *Id*.

17 *Id*. at 51.

18 *Id*. at 113.

19 *Id*. at 82.

the same downstream markets.[20] The integrated wire rod and wire producers have a compelling inherent advantage in this competitive environment because they set the price of the most important raw material for the independent wire producers with whom they compete in the downstream market.[21] In many cases, small and family-owned American wire companies must compete with large multinational corporations that also control their raw material supply.[22]

V. THE DOMESTIC INDUSTRY REPORTS THAT IT IS PERFORMING WELL FINANCIALLY AND EXPANDING OPERATIONS

According to publicly available information, the domestic industry which produces wire rod was profitable during the period of investigation. Virtually all of the domestic producers were profitable in 2011, and a number of firms in the domestic industry reported positive operating margins and increasing sales on an annual basis in 2011 and 2012 as well as during the third quarter 2013. For example, Nucor reported that it had net earnings of almost $600 million in 2012 and almost $400 million during the first three quarters of 2013.[23] Similarly, Gerdau reported consolidated net income of almost 1.5 billion Brazilian reasis or approximately $630 million in 2012, and the company predicted that steel consumption in the United States would continue to grow in 2013.[24] Indeed, Gerdau's report for the third quarter 2013 shows

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[20] *Id*. at 15 and 64. Keystone is "a fully integrated wire producer," and both Gerdau and Nucor manufacture wire and wire products from the wire rod that they produce.

[21] *Id*. at 82.

[22] *Id*.

[23] *See* Exhibit 5.

[24] *See* Exhibit 6.

strong results for net sales and net income.[25] Keystone, which is also a major producer of wire and wire products, likewise reported strong financial results for 2011 and 2012 with net sales of almost $550 million and operating profits of almost $34 million in 2012.[26] While ArcelorMittal's "Long Carbon Americas and Europe" segment experienced an operating loss in 2012, this appears to be largely and perhaps exclusively the result of the poor performance by the European components of this segment.[27]

Further evidence of the domestic industry's strong financial condition is the recent opening of a new wire rod mill and increases in domestic capacity. In early 2012, Nucor announced plans to invest approximately $290 million in projects that would increase wire rod and special bar quality ("SBQ") capacity by a combined total of one million tons.[28] As part of this investment program, Nucor recently started shipping wire rod produced at its plant in Darlington, South Carolina.[29]

25 *Id.*

26 *See* Exhibit 7.

27 *See* Exhibit 8.

28 *See* Exhibit 5.

29 *See* Exhibit 9.

VI. CONCLUSION

The mission of the AWPA is to assure free and fair access to a global supply of steel wire rod. Approximately 60 percent of wire rod capacity and production in the world is accounted for by just one country — China.[30] Therefore, this case represents the possibility that for the foreseeable future, the U.S. wire industry will be shut out of the largest market in the world for its primary raw material — steel wire rod. Thus, the AWPA respectfully urges the Commission to make a negative preliminary determination in this investigation.[31]

Respectfully submitted,

/ s / William M. R. Barrett

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Counsel for AMERICAN WIRE PRODUCERS ASSOCIATION

February 27, 2014

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[30] *Transcript* at 122.

[31] *See* Exhibits 10 and 11 for the data requested by Commission staff at pages 110 and 115—116 of the *Transcript*, respectively.

PUBLIC VERSION

Confidential Business Information Has Been Deleted from Exhibit 2 of This Postconference Brief.

Confidential Version May Be Released under APO.

BEFORE
THE UNITED STATES INTERNATIONAL TRADE COMMISSION
WASHINGTON, D.C.

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF: **CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA**	**INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)**

EXHIBITS

POSTCONFERENCE BRIEF
ON BEHALF OF
AMERICAN WIRE PRODUCERS ASSOCIATION

COUNSEL:

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KIMBERLY R. YOUNG
WILLIAM M. R. BARRETT
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Counsel for AMERICAN WIRE PRODUCERS ASSOCIATION

Dated: February 27, 2014

EXHIBIT LIST

Public Exhibit

EXHIBIT 1

DOMESTIC ROD PRICE INCREASES

BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA
INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

POSTCONFERENCE BRIEF
ON BEHALF OF
AMERICAN WIRE PRODUCERS ASSOCIATION

FEBRUARY 27, 2014

February 2014

U.S. Price Increase Announcements for Steel Wire Rod

U.S. Rod Mills		March 2013	July 2013	October 2013	November 2013	December 2013	January 2014	Totals
ArcelorMittal		$40	–	–	$30	$30	$25	$125
Gerdau		$35	–	–	$30	$30	$25	$120
Keystone Steel & Wire		$35	$15	–	$30	$30	$23	$133
Nucor	– Arizona	$40	–	$20	$30	$25	$23	$138
	– Connecticut	$40	–	$20	$30	$25	$23	$138
	– Nebraska	–	–	$20	$30	$25	$23	$98
	– South Carolina	–	–	–	–	$25	$23	$48

Source: See attached price increase announcements.

PREPARED BY FREDERICK P. WAITE AND KIMBERLY R. YOUNG
OF VORYS, SATER, SEYMOUR AND PEASE LLP (WASHINGTON, DC)

EXHIBIT 1: DOMESTIC ROD PRICE INCREASES

A. ARCELORMITTAL'S PRICE INCREASES

ArcelorMittal

Dan Fuller
Director-Wire Rod Sales
Long Carbon North America

March 14, 2013

To: Our Valued Customers

Subject: Wire Rod Price Increase

Effective with shipments April 01, 2013 we will increase all wire rod pricing in the US & Canadian Market by $40 per ton ($2.00/cwt).

Your ArcelorMittal Long Carbon North America representative will be contacting you shortly to discuss this in detail.

We value your business and appreciate your continued support.

Sincerely,

Dan Fuller

Dan Fuller

ArcelorMittal
Long Carbon North America
1 S. Dearborn Street-13th Floor
Chicago, IL 60603

T 312 899-3151
F 312-899-3785
www.arcelormittalsteel.com

ArcelorMittal

Dan Fuller
Director-Wire Rod Sales
Long Carbon North America

November 8, 2013

To: Our Valued Customers

Subject: Wire Rod Price Increase

Effective with shipments December 01, 2013 we will increase all wire rod pricing in the US & Canadian Market by $30 per ton ($1.50/cwt).

Your ArcelorMittal Long Carbon North America representative will be contacting you shortly to discuss this in detail.

We value your business and appreciate your continued support.

Sincerely,

Dan Fuller

Dan Fuller

ArcelorMittal
Long Carbon North America
1 S. Dearborn Street-13th Floor
Chicago, IL 60603

T 312 899-3153
F 312-899-3788

www.arcelormittal.com

ArcelorMittal

Dan Fuller
Director-Wire Rod Sales
Long Carbon North America

December 11, 2013

To: Our Valued Customers

Subject: Wire Rod Price Increase

Effective with shipments January 01, 2014 we will increase all wire rod pricing in the US & Canadian Market by $30 per ton ($1.50/cwt).

Your ArcelorMittal Long Carbon North America representative will be contacting you shortly to discuss this in detail.

We value your business and appreciate your continued support.

Sincerely,

Dan Fuller

Dan Fuller

ArcelorMittal

Dan Fuller
Director-Wire Rod Sales
Long Carbon North America

January 17, 2014

To: Our Valued Customers

Subject: <u>Wire Rod Price Increase</u>

Effective with <u>shipments</u> February 01, 2014 we will increase all wire rod pricing in the US & Canadian Market by $25 per ton ($1.25/cwt).

Your ArcelorMittal Long Carbon North America representative will be contacting you shortly to discuss this in detail.

We value your business and appreciate your continued support.

Sincerely,

Dan Fuller

Dan Fuller

ArcelorMittal
Long Carbon North America
1 S. Dearborn Street-13th Floor
Chicago, IL 60603

T 312 899-3153
F 312-899-3788

www.arcelormittalsteel.com

EXHIBIT 1: DOMESTIC ROD PRICE INCREASES

B. GERDAU'S PRICE INCREASES

GERDAU

March 13, 2013

Dear Valued Customer:

Gerdau Long Steel North America will be raising the prices of all **Wire Rod** products from its Beaumont, Texas and Jacksonville, Florida steel mills.

This increase will be effective with shipments on April 1, 2013 and will be in the amount of $35/net ton ($1.75/cwt) for all grades and qualities, except CHQ and Welding grades, which will be $43/net ton (2.15/cwt).

If you have any questions, please contact your Gerdau Long Steel North America Sales Representative or myself at 952-855-4127.

We appreciate your continued support and look forward to satisfying your future steel requirements.

Respectfully,

Edward P. Goettl

Manager Wire Rod Sales

GERDAU

November 1, 2013

Dear Valued Customer:

Effective with new orders placed November 4, 2013, Gerdau Long Steel North America is increasing the price of all **Wire Rod Products** by 1.50/cwt ($30 per net ton). All confirmed orders as of close of business on Friday November 1, 2013 will be price protected if shipped by November 30, 2013.

If you have any questions, please contact your Gerdau Long Steel North America Sales Representative or myself at 952-855-4127.

We appreciate your continued support and look forward to satisfying your future steel requirements.

Respectfully,

Edward P. Goettl

Manager Wire Rod Sales

GERDAU

December 11, 2013

Dear Valued Customer:

Effective with new orders placed December 11, 2013, Gerdau Long Steel North America is increasing the price of all **Wire Rod Products** by 1.50/cwt ($30 per net ton). All confirmed orders as of close of business on Tuesday, December 10, 2013 will be price protected if shipped by December 31, 2013.

If you have any questions, please contact your Gerdau Long Steel North America Sales Representative or myself at 952-855-4127.

We appreciate your continued support and look forward to satisfying your future steel requirements.

Respectfully,

Edward P. Goettl

Manager Wire Rod Sales

GERDAU

January 17, 2014

Dear Valued Customer:

Effective with shipments February 1, 2014, Gerdau Long Steel North America is increasing the price of all **Wire Rod Products** by 1.25/cwt ($25 per net ton).

If you have any questions, please contact your Gerdau Long Steel North America Sales Representative or myself at 952-855-4127.

We appreciate your continued support and look forward to satisfying your future steel requirements.

Respectfully,

Edward P. Goettl

Manager Wire Rod Sales

EXHIBIT 1: DOMESTIC ROD PRICE INCREASES

C. KEYSTONE'S PRICE INCREASES

BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA
INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

POSTCONFERENCE BRIEF
ON BEHALF OF
AMERICAN WIRE PRODUCERS ASSOCIATION

FEBRUARY 27, 2014

Keystone Steel & Wire
7000 S.W. Adams Street
Peoria, IL 61641
309-697-7603

Todd S.Mowbray
Sales Manager, Wire Rods

March 14, 2013

To Our Valued Customers:

Effective with shipments as of April 1, 2013, Keystone Steel & Wire will increase all wire rod prices by $1.75 per cwt. ($35 per ton).

We thank you for your continued support and look forward to supplying your wire rod requirements in the future. Should you have any questions please contact your sales representative or our office.

Sincerely,

Todd S. Mowbray

Keystone Steel & Wire
7000 S.W. Adams Street
Peoria, IL 61641
309-697-7603

Todd S.Mowbray
Sales Manager, Wire Rods

July 15, 2013

To Our Valued Customers:

Effective with shipments as of August 1, 2013, Keystone Steel & Wire will increase all wire rod prices by $.75 per cwt. ($15 per ton).

We thank you for your continued support and look forward to supplying your wire rod requirements in the future. Should you have any questions please contact your sales representative or our office.

Sincerely,

Todd Mowbray

Todd S. Mowbray

Keystone Steel & Wire
7000 S.W. Adams Street
Peoria, IL 61641
309-697-7603

Todd S.Mowbray
Sales Manager, Wire Rods

November 7, 2013

To Our Valued Customers:

Effective with shipments as of December 2, 2013, Keystone Steel & Wire will increase all wire rod prices by $1.50 per cwt. ($30 per ton).

We thank you for your continued support and look forward to supplying your wire rod requirements in the future. Should you have any questions please contact your sales representative or our office.

Sincerely,

Todd S. Mowbray

Keystone Steel & Wire

7000 S.W. Adams Street
Peoria, IL 61641
309-697-7603

Todd S.Mowbray
Sales Manager, Wire Rods

December 10, 2013

To Our Valued Customers:

Effective with shipments as of December 30, 2013, Keystone Steel & Wire will increase all wire rod prices by $1.50 per cwt. ($30 per ton).

We thank you for your continued support and look forward to supplying your wire rod requirements in the future. Should you have any questions please contact your sales representative or our office.

Sincerely,

Todd S. Mowbray

Keystone Steel & Wire
7000 S.W. Adams Street
Peoria, IL 61641
309-697-7603

Todd S.Mowbray
Sales Manager, Wire Rods

January 16, 2014

To Our Valued Customers:

Effective with shipments as of February 1, 2014, Keystone Steel & Wire will increase all wire rod prices by $1.15 per cwt. ($23 per ton).

We thank you for your continued support and look forward to supplying your wire rod requirements in the future. Should you have any questions please contact your sales representative or our office.

Sincerely,

Todd Mowbray

Todd S. Mowbray

EXHIBIT 1: DOMESTIC ROD PRICE INCREASES

D. NUCOR'S PRICE INCREASES

BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA
INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

POSTCONFERENCE BRIEF
ON BEHALF OF
AMERICAN WIRE PRODUCERS ASSOCIATION

FEBRUARY 27, 2014

NUCOR

NUCOR STEEL KINGMAN, LLC

March 11, 2013

Dear Valued Customers:

Effective with shipments on April 1, 2013 NUCOR - Kingman is increasing our transaction price on Wire Rod Products by $40.00/ton ($2.00/cwt).

If any questions should arise, please contact your NUCOR - Kingman sales representative at 1-800-778-0022 or Kingman.Sales@nucor.com.

As always, we thank you for your business and look forward to supplying your future requirements.

Sincerely,

Don Barney

Sales Manager

3000 WEST OLD HWY 66, KINGMAN, ARIZONA 86413 PHONE 800 778 0022 FAX 928 718 7096 WWW.NUCOR.COM

NUCOR

NUCOR STEEL KINGMAN, LLC

October 21, 2013

Dear Valued Customer:

Effective immediately with new orders, we are increasing our transaction price on Wire Rod Products by $1.00cwt. or $20.00 per ton.

All confirmed orders, as of the close of business on October 21, 2013 will be price protected if shipped no later than Friday November 15, 2013.

As always we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions please contact your District Sales Manager or the mill direct at 1-800-778-0022.

Nucor Steel – Kingman thanks you for your business and appreciates your continued support and cooperation.

Sincerely,

Don Barney
Sales Manager

3000 WEST OLD HWY 66, KINGMAN, ARIZONA 86413 PHONE 800 778 0022 FAX 928 718 7096 WWW.NUCOR.COM

NUCOR

NUCOR STEEL KINGMAN, LLC

November 11, 2013

Dear Valued Customer:

Effective with shipments December 1, 2013, Nucor Kingman will increase the transaction price on all Wire Rod Products by $1.50cwt or $30/ton.

This announcement will serve as a Revision to our earlier Wire Rod increase dated October 21, 2013.

As always we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions please contact your District Sales Manager or the mill direct at 1-800-778-0022.

Nucor Steel – Kingman thanks you for your business and appreciates your continued support and cooperation.

Sincerely,

Don Barney
Sales Manager

NUCOR

NUCOR STEEL KINGMAN, LLC

December 12, 2013

Dear Valued Customer:

Effective with shipments January 1, 2014, Nucor Kingman will increase the transaction price on all Wire Rod Products by $1.25cwt or $25/ton.

As always we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions please contact your District Sales Manager or the mill direct at 1-800-778-0022.

Nucor Steel – Kingman thanks you for your business and appreciates your continued support and cooperation.

Sincerely,

Don Barney
Sales Manager

NUCOR

NUCOR STEEL KINGMAN, LLC

January 15, 2014

Dear Valued Customer:

Effective with shipments February 1, 2014, Nucor - Kingman will increase the transaction price on all Wire Rod Products by $1.15cwt or $23/ton.

As always we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions please contact your District Sales Manager or the mill direct at 1-800-778-0022..

Nucor Steel – Kingman thanks you for your business and appreciates your continued support and cooperation.

Sincerely,

Don Barney
Sales Manager

3000 WEST OLD HWY 66, KINGMAN, ARIZONA 86413 PHONE 800 778 0022 FAX 928 718 7096 WWW.NUCOR.COM

NUCOR
BAR MILL GROUP
NUCOR STEEL CONNECTICUT, INC.

March 11, 2013

Dear Valued Customers:

Effective with shipments on April 1, 2013 NUCOR - Connecticut is increasing our transaction price on Wire Rod Products by $40.00/ton ($2.00/cwt).

If any questions should arise, please contact your NUCOR - Connecticut sales representative at 1-800-221-0323.

As always, we thank you for your business and look forward to supplying your future requirements.

Sincerely,

David Perez
Sales Manager
Nucor Steel CT

NUCOR
BAR MILL GROUP
NUCOR STEEL CONNECTICUT, INC.

October 21, 2013

Dear Valued Customer:

Effective immediately with new orders, we are increasing our transaction price on Wire Rod Products by $1.00cwt. or $20.00 per ton.

All confirmed orders, as of the close of business on October 21, 2013 will be price protected if shipped no later than Friday November 15, 2013.

As always we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions please contact your District Sales Manager or the mill direct at 1-800-221-0323.

Nucor Steel – CT thanks you for your business and appreciates your continued support and cooperation.

Sincerely,

David Perez
Sales Manager
Nucor Steel CT

NUCOR

BAR MILL GROUP
NUCOR STEEL CONNECTICUT, INC.

November 11, 2013

Dear Valued Customer:

Effective with shipments December 1, 2013, Nucor CT will increase the transaction price on all Wire Rod Products by $1.50cwt or $30/ton.

This announcement will serve as a Revision to our earlier Wire Rod increase dated October 21, 2013.

As always we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions please contact your District Sales Manager or the mill direct at 1-800-221-0323.

Nucor Steel – CT thanks you for your business and appreciates your continued support and cooperation.

Sincerely,

David Perez
Sales Manager
Nucor Steel CT

NUCOR

BAR MILL GROUP
NUCOR STEEL CONNECTICUT, INC.

December 12, 2013

Dear Valued Customer:

Effective with shipments January 1, 2014, Nucor CT will increase the transaction price on all Wire Rod Products by $1.25cwt or $25/ton.

As always we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions please contact your District Sales Manager or the mill direct at 1-800-221-0323.

Nucor Steel – CT thanks you for your business and appreciates your continued support and cooperation.

Sincerely,

David Perez
Sales Manager
Nucor Steel CT

NUCOR

BAR MILL GROUP

NUCOR STEEL CONNECTICUT, INC.

January 15, 2014

Dear Valued Customer:

Effective with shipments February 1, 2014, Nucor Steel-Connecticut will increase the transaction price on all Wire Rod Products by $1.15cwt or $23/ton.

As always we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions please contact your District Sales Manager or the mill direct at 1-800-221-0323.

Nucor Steel–Connecticut thanks you for your business and appreciates your continued support.

Sincerely,

David Perez
Sales Manager
Nucor Steel–Ct

NUCOR
BAR MILL GROUP
NORFOLK DIVISION

October 21, 2013

Dear Valued Customer:

Effective immediately with new orders, we are increasing our transaction price on Wire Rod Products by $1.00/cwt or $20.00/ ton.

All confirmed orders, as of the close of business on October 21, 2013 will be price protected if shipped no later than Friday November 15, 2013.

As always we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions please contact your District Sales Manager or the mill direct at 1-800-228-8173.

Nucor Steel – NE thanks you for your business and appreciates your continued support and cooperation.

Sincerely,

Rob

Nucor Steel – NE Sales Manager

PO BOX 309 NORFOLK, NEBRASKA 68702 PHONE 402 644 0200 FAX 402 644 0329 www.nucorbar.com

NUCOR

BAR MILL GROUP

NORFOLK DIVISION

November 11, 2013

Dear Valued Customer:

Effective with shipments December 1, 2013, Nucor CT will increase the transaction price on all Wire Rod Products by $1.50cwt or $30/ton.

This announcement will serve as a Revision to our earlier Wire Rod increase dated October 21, 2013.

As always we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions please contact your District Sales Manager or the mill direct at 1-800-228-8173.

Nucor Steel – NE thanks you for your business and appreciates your continued support and cooperation.

Rob

Rob Colton
Nucor Steel – Nebraska Sales Manager

NUCOR®
BAR MILL GROUP
NORFOLK DIVISION

December 12, 2013

Dear Valued Customer:

Effective with shipments January 1, 2014, Nucor - NE will increase the transaction price on all Wire Rod Products by $1.25cwt or $25/ton.

As always we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions please contact your District Sales Manager or the mill direct at 1-800-228-8173.

Nucor Steel – NE thanks you for your business and appreciates your continued support and cooperation.

Sincerely,

Rob

Rob Colton
Sales Manager
Nucor Steel - NE

PO BOX 309 NORFOLK, NEBRASKA 68702 PHONE 402 644 0200 FAX 402 644 0329 www.nucorbar.com

NUCOR
BAR MILL GROUP
NORFOLK DIVISION

January 15, 2014

Dear Valued Customer:

Effective with shipments February 1, 2014, Nucor - NE will increase the transaction price on all Wire Rod Products by $1.15cwt or $23/ton.

As always we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions please contact your District Sales Manager or the mill direct at 1-800-228-8173.

Nucor Steel – NE thanks you for your business and appreciates your continued support and cooperation.

Rob

Rob Colton
Nucor Steel – Nebraska Sales Manager

PO BOX 309 NORFOLK, NEBRASKA 68702 PHONE 402 644 0200 FAX 402 644 0329 www.nucorbar.com

NUCOR
BAR MILL GROUP
SOUTH CAROLINA DIVISION

December 12, 2013

Dear Valued Customer:

Effective with shipments January 1, 2014, Nucor – South Carolina will increase the transaction price on all Wire Rod Products by $1.25/cwt or $25/ton.

As always, we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions, please contact your District Sales Manager or the mill direct at 1-800-999-7461.

Nucor Steel – South Carolina thanks you for your business and appreciates your continued support and cooperation.

Sincerely,

Ronnie L. Johnson

Ronnie L. Johnson
Sales & Shipping Manager
Nucor – South Carolina

300 STEEL MILL ROAD DARLINGTON SOUTH CAROLINA 29540 PHONE 843-393-5841 FAX 843-395-8741

NUCOR
BAR MILL GROUP
SOUTH CAROLINA DIVISION

January 15, 2014

Dear Valued Customer:

Effective with shipments February 1, 2014, Nucor - SC will increase the transaction price on all Wire Rod Products by $1.15/cwt or $23/ton.

As always, we will continue to monitor the marketplace and respond accordingly in order to assure you of receiving a competitively priced product.

If you have any questions, please contact your District Sales Manager or the mill direct at 1-800-999-7461.

Nucor Steel – SC thanks you for your business and appreciates your continued support and cooperation.

Sincerely,

Ronnie L. Johnson

Ronnie L. Johnson
Sales & Shipping Manager
Nucor – South Carolina

300 STEEL MILL ROAD DARLINGTON SOUTH CAROLINA 29540 PHONE 843-393-5841 FAX 843-395-8741 www.nucorbar.com

Confidential Business Information Has Been Deleted from This Exhibit.

EXHIBIT 2

SOURCES OF WIRE ROD PURCHASED
BY
U.S. WIRE PRODUCERS

BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA
INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

POSTCONFERENCE BRIEF
ON BEHALF OF
AMERICAN WIRE PRODUCERS ASSOCIATION

FEBRUARY 27, 2014

PUBLIC VERSION

FEBRUARY 2014

SOURCES OF WIRE ROD PURCHASED BY U.S. WIRE PRODUCERS

CALENDAR YEAR 2013

U.S. WIRE PRODUCER	PURCHASES FROM DOMESTIC ROD MILLS	PURCHASES FROM IMPORTS
1. [		]
2. [		]
3. [		]
4. [		]
5. [		]
6. [		]
7. [		]
8. [		]
9. [		]
10. [		]
11. [		]
12. [		]
13. [		]
14. [		]
15. [		]
16. [		]
17. [		]
18. [		]

Source: Information provided by members of the American Wire Producers Association.

PREPARED BY FREDERICK P. WAITE AND KIMBERLY R. YOUNG
VORYS, SATER, SEYMOUR AND PEASE LLP (WASHINGTON, DC)

Public Exhibit

EXHIBIT 3

EXCERPT
FROM
TRANSCRIPT OF CONFERENCE
IN THE MATTER OF CARBON AND CERTAIN ALLOY STEEL WIRE ROD
FROM CHINA, GERMANY, AND TURKEY
INV. NOS. 731-TA-1099—1101 (PRELIMINARY)
(DECEMBER 1, 2005)

UNITED STATES INTERNATIONAL TRADE COMMISSION

In the Matter of:	)	{PRIVATE }
	)	Investigation Nos.:
CARBON AND CERTAIN ALLOY	)	731-TA-1099-1101
STEEL WIRE ROD FROM CHINA,	)	(Preliminary)
GERMANY, AND TURKEY	)	

Pages: 1 through 249

Place: Washington, D.C.

Date: December 1, 2005

HERITAGE REPORTING CORPORATION
Official Reporters
1220 L Street, N.W., Suite 600
Washington, D.C. 20005
(202) 628-4888

have identified the inability of the domestic industry to meet demand for wire rod.

This afternoon, you will hear about the unusual circumstances that affected the U.S. rod market in 2004 and 2005. After a record steel market in 2004, this year began with unusually high rod inventories at U.S. mills and wire inventories at the factories of our customers. As these inventories declined, demand has returned to normal levels, and U.S. rod mills are again raising prices.

Today, you will hear from four members of the AWPA, who together purchase nearly two million tons of wire rod annually. At the appropriate time, we'll be pleased to answer your questions. Our first witness is the Association president, Bob Moffitt.

MR. MOFFITT: Good afternoon, my name is Bob Moffitt. I am appearing here today both in my capacity as President of the American Wire Producers Association, and as Vice President of Purchasing for Davis Wire, Davis Wire Pueblo, and National Standard; collectively, the HICO Wire Group.

The Wire Group is the largest consumer of wire rod in Western North America and one of the largest in the U.S., operating five plants in California, Washington, Colorado, Oklahoma, and

Michigan. These plants convert nearly 500,000 tons of wire rod into wire and wire products annually.

The Wire Group manufactures wire for agriculture and merchant products, industrial and specialty products, building and reinforcing products, and the automotive industry. We purchase low carbon, high carbon bead, and welded rod for these applications.

The Wire Group is a strong supporter of the U.S. rod industry. Our Kent, Washington plant is approximately 200 miles from Cascade Rolling Mills in McMinville, Oregon. We are their largest customer. Our Colorado plant is located on the grounds of the Rocky Mountain steel mills facility in Pueblo. We are their largest customer.

We buy from Keystone Steel and Wire. We buy from Georgetown. We buy from Connecticut Steel. We were buying from Ameristeel's facility in Belmont, Texas, up until their lock-out there. We would like to buy from the Perth and Boyd, New Jersey plants.

Although we prefer to buy domestically, we have learned through experience that it is essential to maintain multiple sources of wire rod. Disruptions caused by mill closures, production outages, labor disputes and even trade cases can interrupt the supply of rod and threaten our business.

As a result, we made a strategic business decision, several years ago, that Davis Wire would purchase between 25 and 30 percent of its requirements from off-shore producers, and the remaining 70 to 75 percent from domestic mills.

Our strategy of multiple sourcing was adopted to guarantee access to sufficient quantities of wire rod in order to avoid disruptions in our supply and ensure wire and wire products for our customers. In 2004, our strategy was validated when a rod shortage hit the U.S. market.

As the person responsible for all of the wire groups' rod purchases, I can tell you that during most of 2004, price was not an issue. It was all about availability.

For example, by contrast, Rocky Mountain supplies all of the rod consumed by our wire plant consumer in Pueblo, Colorado. But during 2004, we were told by Rocky Mountain that they could not supply any additional to Pueblo, because the wire group was already receiving 40 percent of the mill's production.

Rocky Mountain suggested that we buy imports to meet the shortfall. So in 2004, we bought imported rod for Pueblo, a plant which previously had used 100

Public Exhibit

EXHIBIT 4

U.S. IMPORTS OF STEEL WIRE AND WIRE PRODUCTS (2011—2013)

BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA
INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

POSTCONFERENCE BRIEF
ON BEHALF OF
AMERICAN WIRE PRODUCERS ASSOCIATION

FEBRUARY 27, 2014

U.S. Imports of Steel Wire and Wire Products
Calendar Years 2011–2013

(All Quantity Figures are in Short Tons.)

Wire Product Categories	Calendar Years		
	2011	2012	2013
1 Drawn Wire – Carbon	484,926	500,134	540,657
2 Drawn Wire – Alloy	104,480	135,473	123,784
3 Wire Rope	154,245	153,891	146,136
4 Wire Strand	232,318	268,565	289,206
5 Wire Springs	363,389	392,413	380,743
6 Woven Wire Fabric	317,933	327,042	327,398
7 Wire Grill, Netting, etc.	171,876	191,600	178,889
8 Nails and Staples	557,488	597,063	617,677
9 Industrial Fasteners	1,106,055	1,166,393	1,190,834
10 Chains and Parts	156,252	161,692	139,709
Totals	3,648,962	3,894,266	3,935,033

Source: U.S. Department of Commerce and U.S. International Trade Commission, Trade DataWeb; AIS Import Report 3 (2011—2013).

Public Exhibit

EXHIBIT 5

NUCOR'S FINANCIAL STATEMENT

BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA
INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

POSTCONFERENCE BRIEF
ON BEHALF OF
AMERICAN WIRE PRODUCERS ASSOCIATION

FEBRUARY 27, 2014

SOUPHONE PHOMMAVISET MARY D PIACINE MITCHELL D PIASECKI ANTHONY S PIATT FRANK S PIAZZA RAYMOND E PIAZZA RALPH A PICARELLO PETER M PICCIANO PETER F PICCOLO MARCEL W PICHE JAMES PICHOTTO FRED J PICKELSIMER JAMES E PICKENS JEANETTE D PICKENS JERALD KEITH PICKENS KAREN PICKENS KERRY C PICKENS KEVIN R PICKENS RONALD N PICKENS BRAD D PICKERING STEVEN PICKERING TRAVIS J PICKERING ALONZO PICKETT CHARLES PICKETT CHARLES E PICKETT ERIC W PICKETT GAYLA PICKETT GERALD ALLEN PICKETT JESSIE PICKETT JOSHUA A PICKETT SERA PICONE ALLEN PIDDINGTON MICHAEL J PIDLYPCHAK RITA PIECH CHARLES PIEKANSKI NORMAN J PIEP DAVID PIEPER CLINTON L PIEPHO BRANDON PIERCE BRIAN K PIERCE BRIAN RUSSELL PIERCE BRYCE S PIERCE ELIZABETH VARA PIERCE GREGORY S PIERCE JEFFERY D PIERCE JOHN PIERCE JOHN L PIERCE JOSEPH ALAN PIERCE KC PIERCE RYAN S PIERCE SHAWN PIERCE TRAVIS J PIERCE KENNY PIERRE LOUIS DAMARIS IMANYA PIERROTT BRENDA L PIERSON PAMELA E PIETRANCZYK DANNY L PIETT JACLYN PIGNATIELLO BRIAN A PIGULA BRIAN W PIKE MATTHEW R PIKE REID PIKE RODNEY PIKE JOSEPH L PIKER JONATHAN DAVID PIKETT JOHN S PIKEY SAMUEL PIKEY STAN PILCH MARTIN PILCHER DAVID R PILGRIM FRED A PILKINGTON TERRY A PILKINGTON DANIEL L PILLE TY J PINARD EVONDRA A PINCKNEY PRESTON M PINCKNEY SR THOMAS L PINCKNEY JAIRO L PINEDA JOSEPH PINEDA FERNANDO PINEDO REFUGIO PINEDO CUEVAS JOSEPH V PINGET CHRISTOPHER C PINGREE CHRISTOPHER W PINKHAM DONNIEVEA PINKSTON JOSEPH E PINKSTON MARK H PINNEY GUILLERMO PINON JAIME PINON BRANDON M PINSON JUSTIN D PINT ANDREW A PINTO DONALD F PIOTROWSKI ROBERT PIPER ROBERT G PIPER CHRISTOPHER G PIPKIN LUTHER F PIPPEN JAMES P PIPPINS JOSH T PIPPY LARRY J PISEL LARRY J PISEL JR TERRENCE I PISKORSKI BRIAN PITCHER DARREN PITCHER MIKE J PITCHER ANDREW PITRE BRUCE I PITTMAN II CHRIS PITTMAN JAMES D PITTMAN JAMES DONALD PITTMAN JARRET PITTMAN JIMMY R PITTMAN KAREN R PITTMAN MATTHEW E PITTMAN MIRIAM H PITTMAN RONALD LAVONNE PITTMAN SCOTT PITTMAN APRIL DANIELLE PITTS ERIC W PITTS VIRGILAN LYNN PITTS WILLIE J PITTS MIKE R PITZEL AUSTIN PITZER GERALD PITZER ROBERT A PITZER III MARY A PITZULO JORGE C PIZANO MATTHEW PLAKU ADAM F PLANER ERIC S PLANER FREDERICK D PLANER JILL F PLANER SCOTT PLANEY OLIVER PLANTE ANGEL M PLASENCIA CHAD E PLASTERS VALERIE O PLATA THOMAS MICHAEL PLATKO CRYSTAL PLATT FATMA COBAN PLATT JAMES PLATT BRADLEY V PLAYER ROBERT D PLAYER MICHAEL E PLEASANT JAMES E PLECKER ROBERT PLEDGE DION K PLESSINGER CHRISTOPHER PLETCHER JERRY L PLOTNER NORMAND R PLOURDE MILTON C PLUMMER III TERRY PLUNK DANNY O PLUNKETT JASON M PLUNKETT ROGER D PLUNKETT MARK RANDALL PLYLER STEPHEN R PLYLER TIMOTHY POARCH PERRY POCHE CORY D POCHOP JEREMY D POCHOP MATTHEW J POCHOP TRAVIS J PODANY DANA D PODLISKA SHANNON WAYNE POE TRACY L POE WILLIAM ALFRED POE KELLY POELLEIN AARON POELVOORDE JAMES L POFAHL DARRELL K POGUE SETH M POHLMAN STEFAN POHLMAN CHRIS POINDEXTER JERRY D POINDEXTER KIECA A POINTDUJOUR ROBERT POIRIER JANE A POITRAS MARY L POLAK MARK D POLASKI DYANA L POLDERDYK ADAM B POLE ADAM POLING TIMOTHY POLIQUIN GARY POLK TERRY D POLK JAMES POLLACK JAMES D POLLACK DON M POLLARD KENNY J POLLARD TIMOTHY POLLEY TONY L POLLEY DAVE L POLLITT WILLIAM L POLLOCK DALE E POLSON JOSEPH POLSON JOSEPH POLSON JR SAMANTHA POLSTON ALVIN L POLT BRADLEY A POLT CRAIG R POLT DANIEL J POLT NATHAN A POLT NICOLE A POLT STEVEN J POLT MODESTINO O POLZELLA JR ALBERT CARSON POMEROY DAVID L POMEROY JAMES F POMEROY JUDITH J POMO KEVON POMPEY MICHAEL D POMRANKEY THOMAS L PONCE JUAN PONCE DE LEON DONALD W PONCIANO TRACY POND CLARK J PONDER MICHAEL W PONDER RANDY L PONDER STEPHEN W PONDER DHARMARAJY PONNUSAMY DENNIS P PONTON DAVID C POOL CINDY R POOLE DAVID POOLE JASON POOLE JOHNATHAN SHANE POOLE TERRY LEE POOLE JR DAVID MICAH POOLER SONIA P POORAN ELIZABETH ANN POORE THAD N POORE CALVIN L POPE GERTRUDE A POPE LARRY POPE LLOYD HENRY POPE MEOUN F POPE MICHAEL L POPE VEDA JEAN POPPLETON SCOTT R PORATH ANDRE PORCHER CLARENCE L PORCHER RODNEY L PORCHER NICHOLAS PORDON DINO PORRAZZO MARK S PORRITT MICHAEL W PORT VALLIE B PORT DUSTIN R PORTER GERALD PORTER JACOB H PORTER JAMES PORTER JAMES E PORTER JEFFREY R PORTER KIMBERLY PORTER MEGAN PORTER PAUL PORTER JR ROBIN PORTER SONYA D PORTER JOHN WALTER PORTERFIELD GUADALUPE PORTILLO TORRES EDWARD M PORTUGAL JOHN LARRY PORTWOOD ANDREW P POSANKA DAVID POSAS DAVID U POSER ANTHONY SCOTT POSEY ROBERT POSEY STANISLAW E POSLUSZNY RICHARD F POSPISIL AMY PILAND POSTON CHARLES O POSTON JR CLINT A POSTON JAMES M POSTON JERRY E POSTON JONATHAN P POSTON MICHAEL POSTON MICHAEL H POSTON JR RONNIE W POSTON STANLEY D POSTON RICKY E POTEET HERMANUS J POTGIETER RYAN P POTIER BLAINE B POTTER CHAD MICHAEL POTTER GARY D POTTER JOHN POTTER MARK D POTTER S TYLER POTTER TED R POTTER EDWARD J POTTERY JASON POTTS KIMBERLY POUDRIER EILEEN B POULOS JOHN T POULOS CLARK D POULSEN JOSHUA C POULSEN MARK W POUNCEY KEVIN POUND CHRISTOPHER D POUNDS DANIEL C POUNDS MATHIEU POUPART-BRUNE MICHAEL J POUST ALFRED L POWELL ANGELA N POWELL ANTHONY D POWELL ASHLEY A POWELL BRIAN J POWELL CINDY P POWELL DAVID C POWELL DOUGLAS M POWELL EDWARD D POWELL GEORGE C POWELL JR IAN M POWELL JAMES E POWELL JAMES G POWELL JAMES LEROY POWELL JANET E POWELL JAYSON POWELL JEFF W POWELL JEREMY A POWELL JOHN POWELL MICHAEL POWELL NANNETTE S POWELL RICKY POWELL ROBERT POWELL ROBERT C POWELL ROBERT L POWELL ROGER A POWELL TIKEYLA L POWELL TONY M POWELL WILSON T POWELL ANN M POWER DOUGLAS L POWERS EARL D POWERS ERNEST DEAN POWERS JEFFREY POWERS JEFFREY S POWERS LLOYD V POWERS ROBERT POWERS RUSSELL JAY POWERS DAVID POWLESS RONALD L POWNALL AMY POYNTER WAYNE THOMAS POYTHRESS JOSEPH POZAS KANAGESH PRABHA P SELVARAJ PRADEEP ALVARO PRADO ROGERS PRADO DWIGHT A PRAEUNER DOUGLAS G PRAIRIE SINONG PRAK RICHARD PRALL TIMOTHY K PRANG BRANDON H PRATER ERIC WARREN PRATER LELAND R PRATER MATTHEW A PRATER MITCHELL PRATER JOHN PRATT LARRY PRATT RONALD L PRATT STEVEN L PRATT BRANDON D PRAUNER CARLOS PRECIADO SILVA ENRIQUE PRECIADO SILVA ENRIQUE PRECIADO SILVA JOSE A PRECIADO SILVA JOSE A PRECIADO SILVA RAFAEL PRECIADO SILVA PAUL M PRECOUR ERIC PREE MICHELLE M PREISTER LINDA M PRENTICE MARK T PRENTICE JOHNNY B PRESCOTT JR WILLIAM E PRESCOTT III BILLY P PRESLEY JR BRUCE PRESLEY CHARLES M PRESLEY DARRELL G PRESLEY DUJUAN PRESLEY EDWARD W PRESNAR LAURA PRESSEAU STEVEN W PRESSLEY JOHN L PRESSLY SHELBY PRESSON HAYDEN S PRESTON JR MATTHEW W PRESTON MICHAEL A PRESTON TIMOTHY M PRESTON JENNIFER L PRESTRIDGE CHRISTOPHER C PRESTWOOD EUGENE B PRETORIUS JACOB TAYLOR PREVITT DONALD K PREVOST AARON M PRICE CASSANDRA PRICE CHARLES ALLEN PRICE CHRISTOPHER K PRICE DANIEL STEPHEN PRICE GENE ALLEN PRICE JAMIE M PRICE JASON A PRICE JOSHUAH PRICE LAURENE PRICE MARTIN PRICE MATTHEW PRICE MELISA PRICE MELISSA PRICE MELVIN M PRICE JR PHILLIP PRICE SAMUEL LAMAR PRICE PEGGY S PRIDMORE JASON M PRIEBE DEBORAH PRIEST TIMOTHY R PRIEST GEORGE PRIETO BRANT S PRIGGE MICHAEL PRIGNANO THOMAS M PRIM CHANCY PRIMAS STEVE D PRINCE SANDRO E PRINCIPATO BRANDI ANN PRINE TIMOTHY ALLEN PRINTZ CHAD D PRIOR RYAN PRISQUE HEATHER R PRITCHARD JOSHUA PAUL PRITCHARD KENNETH G PRITCHARD II RAYMOND K PRITCHARD RON PRITCHARD PATRICK E PRITCHER ANTONIO D PRITCHETT WILLIAM DAVID PRITCHETT COREY D PRIVETT GREGORY PRIVETT BOBBY D PRIVETTE R PRIYADHARSHINI ARJIN PROBALL JUSTIN PROBST TIMOTHY W PROCK ADAM A PROCTOR HARRY PROCTOR JOSHUA D PROCTOR SCOTTY R PROCTOR SHARON PROCTOR WILLIAM J PROFFIT TERRY PROFFITT WYATT R PROFILI ROBERT M PROIA ERNIE PROKOP MARJORIE PRONSCHINSKE MICHAEL W PROPER RAY PROPER DANIEL PROPHATER RONALD S PROSKINE RUTH H PROSSER BOB PROUDFOOT CLINTON PROUGH JASON PROULX NADINE PROULX NICOLE L PROULX TRAVIS PROULX RONALD J PROVINES TIMOTHY J PRUEHER GARY A PRUETT JASON D PRUETT MELISSA PRUITT NATALIE M PRUITT ROBERT PRUITT ROBERT L PRUITT ROBERT WAYNE PRUITT JR SHERRICK S PRUNTY CRAIG A PRY BILLY E PRYOR MICHAEL W PRYOR HENRY G PRZEKORA JEREMY D PRZEKORA GWENDOLYN L PTAK MARK W PTAK JEREMY PUCKETT KEVIN PUCKETT PAUL E PUFFER MICHAEL L PUGACH DEBORAH A PUGH JASON M PUGH WILLIAM D PUGH GREGORY D PUGLIESE SEPPO PUIKKONEN PEDRO PULIDO CHARLES M PULLEN DONALD PULLEN STEVEN PULS JAQUETTA PUNCH MINDY PURCELL JOHN J PURDY KRISTOPHER W PURDY EDDIE PURIFOY MICHELE L PURKEY MARCELLO PURNELL SHAWN C PURPLE S LANCE PURSER SHOBANA PURUSHOTHAMAN CHARLES A PURVIS EDWARD PUSEY BENJAMIN L PUTERBAUGH TIMOTHY J PUTJENTER BARRIE WADE PUTMAN BETH PUTNAM HEIDI H PUTNAM KRISTY M PUTNAM TERRY PUTNAM JOEL W PUTTERS C IRVING PYLATE JR DONALD J PYLE JASON C PYLE RAYMOND PYNTEN JUSTIN PYUN AMILYNN QUALLS PAUL N QUALLS TIMOTHY W QUALLS NICHOLAS R QUARLES JACOB QUARVE MICHAEL QUARVE PHILIP R QUATRINO II CHRISTOPHER G QUATTRO KADE J QUAYLE DANNY C QUEARRY DAVID L QUEARRY SCOTT M QUERRY K REX QUERY SILAS L QUERY ROBERT A QUEST RICHARD QUEZADA BRIAN E QUICK CHAD C QUICK CHRISTOPHER A QUICK MIKE EDWIN QUICK SCOTT E QUICK BETH QUIGLEY KENT G QUIGLEY KIM QUIGLEY NICHOLAS J QUILLAN DENNIS J QUIMBY PATRICK M QUINEY RICHARD QUINLAN ANTHONY QUINN DOUGLAS R QUINN JOHNNY B QUINN TIM QUINN TIMOTHY J QUINN GARY L QUINNETTE JUAN QUINOA EDUARDO T QUINONES ROBERT W QUINT JUAN PEDRO QUINTANA OMAR ALEJANDRO QUINTANILLA EDWIN P QUINTERO RAYMUNDO QUINTERO LIRA MARIBEL E QUIRALTE CAMPERO FATIMA QUIRALTE RODRIGUEZ JOSE QUIROZ JUAN L QUIROZ BRIAN J RAABE KEVIN D RAATZ RYAN S RABE GARY WAYNE RABEY MICHAEL RABON RONALD G RABON AARON RACETTE MICHAEL RACETTE CRAIG D RACEY RACHAEL L RACINE ZACHARY D RACKERS RICK RACKHAM LAURA RACKOWSKI NORMAN W RACY II FRED RADABAUGH JOHN J RADFORD KENNETH RADFORD MELVIN L RADKE DALE RADOMSKE DANILO J RADRIGAN ADRIAN RADULESCU SEAN A RAE COLTON RAEDEL ROBERT L RAEDEL CHRISTOPHER RAFFANTI DARRELL F RAGLAND JERRELL D RAGLAND JAMAL RAHAMAN JENNIFER B RAHN BHARATH RAI DAVID LEE RAINES JEWETT D RAINES ANDREW F RAINEY EDDIE RAINEY EMMETT GLENN RAINS JOE COREY RAINS DANA M RAINVILLE SHAWN RAINVILLE YVON A RAINVILLE TIMOTHY A RAITH CURTIS RAITHEL REYMOND X RAJ NATESAN RAJA GOPI RAJAGOPAL ESWARLAL RAJAN JEEWANA T RAJAPAKSA HARSHA RAJAPAKSHA SREEMATHI RAJENDRAPRASAD ARULPRAKASH RAJENDREN JOHN RAKOS CHRISTOPHER F RALEY PAUL ANTHONY RALEY SUJATHA RAMACHANDRAN K RAMALINGAM RAMKUMAR RAMASAMY ANIRUDH RAMBADHAN MIGUEL RAMCHARAN RICHARD RAMCZYK CHRISTOPHER W RAMER DARIN D RAMER ABINAYA RAMESH VASANTHA PREETHA RAMESH PATRICK W RAMEY SLOBODAN RAMIC ALEJANDRO RAMIREZ BULMARO E RAMIREZ JR DANIEL P RAMIREZ DAVID RAMIREZ DIANA A RAMIREZ FRANCISCO RAMIREZ GERARDO RAMIREZ JAVIER RAMIREZ JESUS S RAMIREZ JOEL O RAMIREZ JORGE RAMIREZ MANUEL M RAMIREZ MANUEL RAMIREZ MARCO A RAMIREZ NAPOLEON RAMIREZ NICOLAS RAMIREZ PAMELA RAMIREZ PASCUAL RAMIREZ ROGELIO RAMIREZ RUBEN RAMIREZ SALVADOR F RAMIREZ VICTOR H RAMIREZ JESUS RAMIREZ ALVAREZ LUIS RAMIREZ-BANDA JUAN M RAMIREZ-BAUTISTA DURBHJAN RAMJAG ANTHONY RAMJEWAN RONALD RAMKEESOON DENNIS RAMKISSOON MARK BRIAN RAMKISSOON SAMUEL RAMLAGAN RODNEY RAMNARINE SUNEAL RAMNATH CRISTOBAL RAMON AGUSTIN RAMOS CANDIDO RAMOS EDWIN RAMOS ERIC L RAMOS FELIPE RAMOS HECTOR RAMOS JOSEPH RAMOS MARTIN RAMOS RAMON RAMOS VLADIMIR RAMOS CLIVE RAMPAUL SANDRA RAMPERSAD SHOBHA RAMPERSAD GREGORY RAMPTON JOEL J RAMPULLA ODITH RAMRUCH RYAN RAMSAWAK KRISTOPHER R RAMSDELL MITCH RAMSDELL REO T RAMSDELL RICK D RAMSDELL CHERYL CHARNELLE RAMSEY HOLLY RAMSEY JAMES RAMSEY JASON RAMSEY KAREN DIANE RAMSEY MARK RAMSEY TRAVIS RAMSEY SUNEETHA RANASINGHE DENISE M RAND JOSH L RANDAHL STEPHEN RANDALL WILLIAM D RANDALL ROB RANDE ALFREDO RANDLE DAVID RANDLE KIRK B RANDLE ROBERT A RANDLE CHAD M RANDLES MICHAEL A RANDLES JAMES M RANDOLPH MARK E RANDOLPH ROBERT ROY RANDOLPH SEAN H RANDOLPH BENJAMIN MICHAEL RANES CAROL A RANES CHRISTOPHER E RANES SILAS RANEY AARON A RANGEL RUDOLPH J RANGEL MITCH RANGER JAMES L RANK THERESA MARIE RANKIN CHAD RANSBOTTOM KEITH L RANSEN OWEN RANTA-OJALA CLAYTON D RANTON MICHAEL A RANUCCI ANANDAKRISHNAN P RANVIAN BALAJI S RAO SITHARAMA RAO SRINIVAS K RAO JOSHUA SHAUN RAPER ADAM C RAPERT JENNIFER H RAPIER JOSHUA E RAPIER MARIO RAPOSO JAMES R RAPPOLEE PHILIP J RARDON RICHARD A RARICK GABRIEL RASCON AARON RASMUSSEN GREGORY S RASMUSSEN RUSSELL E RASMUSSEN TERRY L RASMUSSEN THOMAS L RASMUSSEN DARRICK T RATCLIFF RODGERS RATCLIFF TERRY RATH JOHN RATHBONE JOHNMARK RATLIFF JOHNNY RATLIFF FRANKIE JAMES RATLIFF ZAMORA DAVID RATTINER MATHEW RATTRAY CHRISTOPHER P RATZLAFF VALERIE RAU LORI A RAUCH TIMOTHY JAMES RAUCH JOHNNY WADE RAULERSON JR JUSTIN RAVENBURG JACOB RAVENELL JR RICKY RAVENELL SHAWN D RAVENELL SAKTHI K RAVINDRAN JASON DANIEL RAWL ALDO TERRELL RAWLINSON BRAXTON L RAWLINSON KYLLEN RAWLINSON GEOFFREY O RAWLS DALE RAWLUK AMON RAY CHRISTOPHER J RAY DAVID GORDON RAY DEREK L RAY GEORGE E RAY HAROLD RAY JAMES C RAY II JASON D RAY JOSHUA K RAY KEVIN D RAY MARK A RAY QUENTON A RAY ROWAN RAY JR SAMUEL G RAY ERIC R RAYBURN GENE D RAYBURN ROBERT LEE RAYBURN DAVID RAYFIELD ELIZABETH R RAYLE DARREN RAYMOND RODNEY LEE RAYMOND JOSHUA RAYNOR JOSE D RAYO MARK A RAZER BRUCE D REA FRANKIE R READ JR JOHNATHAN K READ JOSHUA READ DOUGLAS M READER DAVID V READING LARS G REAFLER IDA REAGAN LYNDA REAGAN DONNA L REAMS GENE ALLEN REAMS JACKIE REAMS II NATHAN REAP THOMAS L REASONS KYLE L REATH GERALD J REAUME DAVID G REAVES RICHARD K REAVES MARTIN D REBBEC DEBBIE L REBENSDORF MATTHEW MARCUS REBSTOCK SHANE RECE NICHOLAS R RECINOS JACOB ANDREW RECKNER PHILIP C RECORD FRANK A RECTOR SR MATTHEW CALEB REDDEN RYAN G REDDEN STEPHEN REDDEN DEVAL A REDDIN KENNETH REDDING TIMOTHY W REDENBAUGH THOMAS L REDIGER JASON CHRISTOPHER REDMAN DAVID REDMON NEAL W REDMON SCOTT REDMON PAUL J REDMOND ALAN C REED ARTHUR B REED BRETT L REED C SHANE REED CHARLES D REED JR CHRISTOPHER E REED DAVID G REED DEQUARIS REED DONNIE REED GERRIT E REED JARED REED JASON REED JED REED JESSE L REED JR JOHN REED KEVIN M REED LISA JEAN REED MARK REED MARTY J REED MICHAEL D REED MICHAEL F REED RANDALL L REED RHONDA LEIGH REED ROBERT A REED ROBERT S REED TIMOTHY D REED GUY REEDER PATRICIA REEDER TERRY E REEDER JR TJ LEWIS REEDER DAVID L REEDY CHARLES LAWRENCE REEP JR STEVEN M REEPS H BRADLEY REES DARRYL D REESE GLEAMA REESE JACOB I REESE JEFFREY W REESE STEVEN REESE TIMOTHY L REESE WALTER L REESE ANTHONY L REEVES COLBY M REEVES DAVID J REEVES JACKIE D REEVES JEFF REEVES RICK REEVES ROBERT THOMAS REEVES ROBERT V REEVES JR STEFANIE L REEVES TIMOTHY J REEVES ZACHARY BRITT REEVES JERRY L REFNER AARON A REGALADO JEFFERY T REGEL KENNETH L REGLIN MANDEEP REHAAN CHRISTOPHER REIBEL DARCY R REICHERT MICHAEL K REICK BRADLEY LANCE REID BRANDON REID BRYAN F REID DENNIS C REID DOUGLAS REID ERICK REID JERARD REID JOHN H REID KENNETH REID ROBERT P REID TERESA J REID WILLIAM V REID SCOTT A REIDT DAVID A REIFENRATH SHELBY REIFSTECK TERRY L REIGLE RONALD D REILAND LINDSEY BROOK REIMANN LISA M REIMERT ERIC A REINER JOEY A REINER APRIL REINHARDT SCOTT REINHARDT DAVID M REINHART JOSEPH P REINHART LUCAS REINHART KEITH A REINIG KEVIN REINIG MICHAEL D REINKEN NICHOLAS J REINOEHL PHILIP C REINOEHL TODD E REINOEHL JOHN A REISE KYLE N REISENWEBER CLINT O REISNER JERRY REISNER LUKE A REISNER BRUCE D REISSER NOAH REISSMANN WAYNE E REISSMANN TAMI R REITH ADRIAN REJMINIAK DANIEL P REKIETA DAVID REKIETA RAYMOND F REKIETA REGINALD C REKIETA JENNIFER M RELYEA BROOKS REMP CRYSTLE-LYNN RENDON CORY RENFRO CECIL M RENFROE CHRIS RENFROE GARY RENFROW SAKTHIVEL RENGANATHAN SENTHILKUMAR RENGANATHAN JORDEN A RENKAS JACQUELINE RENN JOSH RENNEBOOG MICHAEL RENNINGER KENNETH R RENO R SCOTT RENO SEBASTIEN RENOUX JOHN M RENSHAW DONALD D RENTER MIGUEL RENTERIA MICHAEL R REPP CHRISTOPHER L REQUA JOSE REQUENA MOISES REQUENA REYNALDO R REQUENA CHRISTOPHER L RESENDES LEOPOLDO RESENDIZ-RAMIREZ JOSEPH T RESSEGER KATHLEEN M RETHWISCH DANA RETIEFFE JOSE RETIZ CALVIN RETMAN ROGER MERRILL RETTIG IV CALVIN S RETZLAFF SHAWN E REUM ELVIN EUGENE REUTER CHARLES W REVELL SR COLIE REVELL JR GUY S REVELL JAMES R REVELL SR ALLEN REVELLE JOHN REVELS MARLIN R REVERTS DAVID REXRODE JR RICHARD REYER BASILIO REYES CORNELIO REYES GABRIEL G REYES ISAIAS REYES JAVIER G REYES JESUS V REYES JOHNNY R REYES JOSE J REYES LEVY REYES MARK REYES PAUL A REYES ROQUE LUIS REYES SANCHO REYES OCTAVIO REYES-GARCIA DAVE REYES-NEAL MANUEL REYNA SR MARCOS REYNA ANTHONY REYNOLDS BENJAMIN REYNOLDS BRIAN L REYNOLDS CANDY REYNOLDS CHRISTOPHER REYNOLDS DANIEL L REYNOLDS DARIN L REYNOLDS DAVID L REYNOLDS DEVIN D REYNOLDS DOUGLAS J REYNOLDS GREGORY D REYNOLDS JERREL W REYNOLDS JODY L REYNOLDS KEVIN LEE REYNOLDS LUKE A REYNOLDS MARK P REYNOLDS MARTIN H REYNOLDS RAYMOND REYNOLDS JR SCOTT T REYNOLDS STEPHEN D REYNOLDS STEPHEN MICHAEL REYNOLDS STEVEN E REYNOLDS THOMAS R REYNOLDS FERNANDO REYNOSO JOSE A REYNOSO MARTIN RHEA JOSHUA J RHEAD JEFFREY L RHINE MIKE RHOADES GARY WAYNE RHOADS KEON J RHODAN BILLY D RHODEN CHARLES L RHODEN CAROL L RHODES CLYDE RHODES DAPHNE D RHODES DEBORAH ANN RHODES DEREK RHODES GARY M RHODES IRENE C RHODES JIMMY W RHODES JUSTIN D RHODES KENNY L RHODES KIMBERLY WEBB RHODES MICHAEL A RHODES MICHAEL J RHODES ROCKY WAYNE RHODES SCOTT RHODES SHELBY D RHODES TUNISIA RHODES BRANDON E RHONEHOUSE NATHAN E RHONEHOUSE ROGER D RHONEHOUSE BARRY RHYMES JOHN RICCHIARDI ENZO RICCIO CHRISTOPHER D RICE CLINT RICE DAVID E RICE DOUGLAS E RICE DWIGHT R RICE MATTHEW RICE PAUL D RICE JR RYAN D RICE THOMAS H RICE III WILLIAM JOSEPH RICE WILLIAM S RICE AUSTIN C RICH BARBARA RICH CHARLES RICH KRYSTAL A RICH MELISSA RICH MICHELE R RICH REX L RICH REX LAMONT RICH TIMMY RICH TYLER D RICH CHARLES K RICHARD TIMOTHY P RICHARD BRIAN RICHARDS DENISE RICHARDS JEANINE W RICHARDS JEFFERY A RICHARDS JERRY RICHARDS JOHN DAVID RICHARDS PETER C RICHARDS ANNA M RICHARDSON BRETT A RICHARDSON CHAD N RICHARDSON CONEAL J RICHARDSON DAVIAN RICHARDSON DAVID RICHARDSON DAVID J RICHARDSON JR DEVIN RICHARDSON EDWARD W RICHARDSON ELLA L RICHARDSON EREK P RICHARDSON ERIC E RICHARDSON GEORGE LARRY RICHARDSON GRANT B RICHARDSON GREIG RICHARDSON JAMES A RICHARDSON JEFFREY B RICHARDSON JOHN P RICHARDSON JONATHAN R RICHARDSON KYLE J RICHARDSON MARLON RICHARDSON MARY N RICHARDSON MAURICE RICHARDSON MICHAEL E RICHARDSON NEDRA COLETTE RICHARDSON PATRICK R RICHARDSON PAULA A RICHARDSON ROBERT WARREN RICHARDSON STEPHEN W RICHARDSON TED L RICHARDSON TERRY M RICHARDSON TIMOTHY JAMES RICHARDSON TROY RICHARDSON WADE CLAYTON RICHARDSON WALTER RICHARDSON WILLIE J RICHARDSON NICHOLAS RICHARD-VALOIS LEROY J RICHART SHAD L RICHART WILLIAM L RICHERZHAGEN RUSSELL RICHESON JERRY L RICHEY JOHN BRITTON RICHEY LEONARD RICHEY WESLEY R RICHEY GERALD RICHIE DARVEL G RICHMAN JEREMY A RICHMAN FREDRICK RICHMOND GARY RICHMOND JENNIFER RICHMOND BRIAN L RICHTER TIFFANY M RICHTER RANDY ROY RICKARD KURT R RICKENBACH CORY RICKETTS ROGER RICKETTS JOEL S RICKEY KENNETH RICKMAN BILLY J RICKS GRADY CHADWICK RICKS JOHN E RICKS LAURA RIDDELL ROBERT RIDDELL BRIAN KEVIN RIDDICK JAMES R RIDDICK PATRICK L RIDDICK WILLIAM C RIDDICK JR CAMERON L RIDDLE LARRY D RIDDLE TIM RIDDLE C P RIDENHOUR GEOFFREY RIDENOUR ADAM R RIDER JOSEPH M RIDER RUEY JENNIFER RIDER KYLE B RIDGE SCOTT C RIDGEWAY EDDIE P RIDINGS JOHN WESLEY RIDINGS SCOTT RIECK CRAIG S RIEDEL JAYSON A RIEDEL DEBRA RIEDY CHRISTOPHER R RIEGER REBECCA RIEHLE ANTHONY RIEK RUSSEL H RIEMER DOUGLAS P RIESBERG MARY RIESBERRY DOUGLAS D RIFE GREGORY RIFFELL GARY K RIFFLE JR JEFFREY L RIFFLE REID RIGBY GARY A RIGGS JASON RIGGS KEVIN LEE RIGGS LYLE RIGGS MICHAEL K RIGGS MURRAY K RIGGS RAY A RIGNEY MALCOM R RIKER BRANDY M RILEY CHAD C RILEY CHRISTOPHER M RILEY DONALD L RILEY JACKIE RILEY JUDITH L RILEY MINCESE KERTIS RILEY SCOTT J RILEY WILLARD E RIMBEY RHETT W RINACA ROBERT RINARD ART RINBOLT MIGUEL A RINCON-GONZALEZ GLENN E RINEHART KATHY RINEHART MITCHELL RINEHART RUSS A RINEHART ZACHARY W RINEHART REBECCA RINEY TROY RING FERJERALD R RINGER CLAYTON RINGROSE JAMES W RINICKER CLINTON T RINKLE ARTURO M RIOS GUSTAVO RIOS MICHAEL A RIOS NILDA RIOS ANTHONY RIOUX GEORGE C RIPLEY JEFF RISDILL PAUL A RISING ALLEN J RISINGER DANIEL J RISINGER MARK A RISINGER NICHOLAS B RISNER RICHARD T RISNER MAX R RISSER RYAN T RISTAU DANIEL THOMAS RISTON GEORGE A RITCH DANIEL M RITCHEY BILL RITCHIE JEREMIAH S RITCHIE JENNIFER RITTALL WILLIAM H RITTER ANTONIO C RIVAS JR HILMAR RIVAS JESSE A RIVAS MICHELLE RIVAS OSCAR RIVAS THOMAS E RIVAS MARLON RIVAS CASTRO JESSE T RIVENBARK ALLAN O RIVERA ANTHONY RIVERA ARNULFO RIVERA BARBARA RIVERA BILLY J RIVERA CATALINA RIVERA DIEGO RIVERA ELIEZER RIVERA ELMER A RIVERA ERIK RIVERA JASON P RIVERA JEOVANNI RIVERA JOSE A RIVERA LUIGUI RIVERA LUIS E RIVERA MANUEL E RIVERA MARCO A RIVERA MARISA RIVERA WILLIAM RIVERA CARLOS RIVERA BELTRAN JOSE RIVERA REYES PEDRO RIVERA-NUNEZ RAFAEL RIVERA-RAMOS AUSTIN W RIVERS JACQUELYN RIVERS JOHN A RIVERS SCOTT A RIVERS ANDRE RIVEST DIANE M RIX GILBERT P RIZO SR BALTAZAR RIZZO SALVATORE RIZZO DAMON ROACH DANIEL D ROACH MICHAEL ROACH SCOTT ROACH FLOYD MICHAEL ROACHE ADAM ROARK DAVID B ROARK JANET D ROARK K DOUGLAS ROARK KEVAN MICHAEL ROARK MATTHEW HOWARD ROARK CHARLES R ROARKS EVAN ROBB LARRY R ROBBINS MARK ALLAN ROBBINS PATSY SHAVER ROBBINS ROBERT D ROBBINS VERL R ROBBINS TAMI K ROBBINS-RIGUS BOBBY ROBERSON ERNEST A ROBERSON HERBERT A ROBERSON JEFFERY S ROBERSON JEREMY E ROBERSON LEONARD JASON ROBERSON MARVIN LARONE ROBERSON MICHELLE ROBERSON RURAL ROBERSON WILLIAM C ROBERSON WILLIAM E ROBERSON STUART L ROBERT AMANDA ROBERTS BARRY ROBERTS BOBBY C ROBERTS CARY F ROBERTS CHARLES A ROBERTS CHRISTOPHER A ROBERTS CODY B ROBERTS DANIEL ROBERTS DANIEL B ROBERTS DANNY ROBERTS JR DARREN D ROBERTS DAVID G ROBERTS DONANNA J ROBERTS DONOVAN R ROBERTS EVAN ROBERTS GARY WAYNE ROBERTS GEORGE J ROBERTS HEATHER ROBERTS HENRY ROBERTS JAMES H ROBERTS JAMES M ROBERTS JASON ROBERTS JOHN ALLAN ROBERTS JOSEPH ANDREW ROBERTS JOSH D ROBERTS KATHRYN ROBERTS KEISHA ROBERTS LARRY CHUCK ROBERTS LARRY EUGENE ROBERTS LISA ROBERTS MARK L ROBERTS MATTHEW D ROBERTS MICHAEL RAY ROBERTS MICHAEL S ROBERTS MICHAEL W ROBERTS NATHANIEL ROBERTS PATRICK D ROBERTS PAUL D ROBERTS RAYMOND BRIAN ROBERTS RONNIE A ROBERTS RUSSELL T ROBERTS SHELDON ROBERTS TIMOTHY S ROBERTS TREVOR ROBERTS BEVERLY S ROBERTSON CHARLES D ROBERTSON CLIFFORD M ROBERTSON JR COLLEN W ROBERTSON DARRELL JEFFERY ROBERTSON DENNIS L ROBERTSON EDWARD ROBERTSON JOHN H ROBERTSON JOHN MARCUS ROBERTSON JUSTIN LEE ROBERTSON KENNETH ROBERTSON LORENZO J ROBERTSON MARTIN DARIAN ROBERTSON MICHAEL ROBERTSON MICHAEL C ROBERTSON MICHAEL T ROBERTSON RANDY L ROBERTSON REID ROBERTSON RICHARD ROBERTSON WARREN SCOTT ROBERTSON RUSSELL E ROBILLARD SONY ROBILLARD TERRY ROBILLARD KEVIN W ROBINETT REED ROBINETT

FINANCIAL HIGHLIGHTS

(dollar and share amounts in thousands, except per share data)

	2012	2011	% CHANGE
FOR THE YEAR			
Net sales	$19,429,273	$20,023,564	-3%
Earnings:			
Earnings before income taxes and noncontrolling interests	852,940	1,251,812	-32%
Provision for income taxes	259,814	390,828	-34%
Net earnings	593,126	860,984	-31%
Earnings attributable to noncontrolling interests	88,507	82,796	7%
Net earnings attributable to Nucor stockholders	504,619	778,188	-35%
Per share:			
Basic	1.58	2.45	-36%
Diluted	1.58	2.45	-36%
Dividends declared per share	1.4625	1.4525	1%
Percentage of net earnings to net sales	2.6%	3.9%	
Return on average stockholders' equity	6.7%	10.7%	
Capital expenditures	1,019,334	450,627	126%
Depreciation	534,010	522,571	2%
Acquisitions (net of cash acquired)	760,833	3,959	*not meaningful*
Sales per employee	906	974	-7%
AT YEAR END			
Working capital	$ 3,631,796	$ 4,312,022	-16%
Property, plant and equipment, net	4,283,056	3,755,604	14%
Long-term debt (including current maturities)	3,630,200	4,280,200	-15%
Total Nucor stockholders' equity	7,641,571	7,474,885	2%
Per share	24.06	23.60	2%
Shares outstanding	317,663	316,749	—
Employees	22,200	20,800	7%

FORWARD-LOOKING STATEMENTS Certain statements made in this annual report are forward-looking statements that involve risks and uncertainties. The words "believe," "expect," "project," "will," "should" and similar expressions are intended to identify those forward-looking statements. These forward-looking statements reflect the Company's best judgment based on current information, and although we base these statements on circumstances that we believe to be reasonable when made, there can be no assurance that future events will not affect the accuracy of such forward-looking information. As such, the forward-looking statements are not guarantees of future performance, and actual results may vary materially from the projected results and expectations discussed in this report. Factors that might cause the Company's actual results to differ materially from those anticipated in forward-looking statements include, but are not limited to: (1) the sensitivity of the results of our operations to prevailing steel prices and changes in the supply and cost of raw materials, including pig iron, iron ore and scrap steel; (2) availability and cost of electricity and natural gas; (3) market demand for steel products, which, in the case of many of our products, is driven by the level of nonresidential construction activity in the U.S.; (4) competitive pressure on sales and pricing, including pressure from imports and substitute materials; (5) impairment in the recorded value of goodwill, equity investments, inventory, fixed assets or other long-lived assets; (6) uncertainties surrounding the global economy, including the severe economic downturn in construction markets and excess world capacity for steel production; (7) fluctuations in currency conversion rates; (8) U.S. and foreign trade policies affecting steel imports or exports; (9) significant changes in laws or government regulations affecting environmental compliance, including legislation and regulations that result in greater regulation of greenhouse gas emissions, which could increase our energy costs and our capital expenditures and operating costs; (10) the cyclical nature of the steel industry; (11) capital investments and their impact on our performance; and (12) our safety performance.

BAR MILLS

Nucor has 13 bar mills located across the United States that produce concrete reinforcing bars, hot-rolled bars, rods, light shapes, structural angles, channels and highway products in carbon and alloy steels. These products have a wide usage serving primarily the agricultural, automotive, construction, energy, furniture, machinery, metal building, railroad, recreational equipment, shipbuilding, heavy truck and trailer market segments. The total capacity of the bar mills is approximately 9,110,000 tons per year.

During 2012, Nucor began work on a $290 million strategic investment to expand our SBQ and wire rod production capabilities by approximately one million tons. The investments are being made over the next few years at our Nebraska, South Carolina and Tennessee bar mills. These investments include state-of-the-art quality inspection equipment upgrades to allow Nucor to supply the most demanding engineered bar application markets. With our 13 bar mills strategically located across the United States, we will continue to be able to provide the full range of merchant, structural and rebar products to all of our regional customers.

SHEET MILLS

Nucor's four strategically located sheet mills utilize thin slab casters to produce flat-rolled steel for the automotive, appliance, construction, pipe and tube, and many other industries. All four of our sheet mills are equipped with cold rolling mills and galvanizing lines for the further processing of hot-rolled sheet.

Through strategic investments and continuous process improvement efforts, we continue to greatly expand our sheet product capabilities and offerings. During 2012, Nucor installed and commissioned a vacuum tank degasser at Hickman, Arkansas. The degasser allows the Arkansas mill to participate in higher value-added oil country tubular goods product markets and it strategically positions Nucor to take advantage of the growing markets in the southwest United States and Mexico. Utilizing our Decatur galvanizing line that was constructed in 2009, Nucor continues to improve our ability to supply to the most demanding market applications. During 2012, we also began executing on a significant strategic investment at the Berkeley, South Carolina sheet mill that is expected to be completed early in 2014. This investment will provide Berkeley the capability to roll light gauge products with a finished width of 72 inches.

Nucor also operates two Castrip® sheet production facilities. In May 2002, Nucor began operations at our first Castrip facility in Crawfordsville, Indiana. In 2009, Nucor commissioned our second Castrip production facility in Blytheville, Arkansas. These facilities use the breakthrough technology of strip casting, which involves the direct casting of molten steel into final shape and thickness without further hot or cold rolling. Significant progress continues to be made in all aspects of this technology.

Nucor's sheet mills have a flat-rolled product annual capacity of approximately 11,300,000 tons.

STRUCTURAL MILLS

Nucor operates two structural mills that produce wide-flange steel beams, pilings and heavy structural steel products for fabricators, construction companies, manufacturers and steel service centers. Nucor owns a 51% interest in the Nucor-Yamato Steel Company (Nucor-Yamato) located in Blytheville, Arkansas. Nucor also owns a steel beam mill in Berkeley, South Carolina. Both mills use a special continuous casting method that produces a beam blank closer in shape to that of the finished beam than traditional methods.

In June 2012, Nucor acquired the entire equity interest in Skyline Steel, LLC (Skyline) and its subsidiaries for a cash purchase price of approximately $675.4 million. With headquarters in Parsippany, New Jersey, Skyline is primarily a steel foundation distributor serving the United States, Canada, Mexico and the Caribbean. Skyline distributes products to service the marine construction, bridge and highway construction, heavy civil construction, storm protection, underground commercial parking and environmental containment projects in the infrastructure and construction industries. Skyline also processes and fabricates spiralweld pipe piling, rolled and welded pipe piling, cold-formed sheet piling and threaded bar.

During 2012, Nucor-Yamato announced a $115 million strategic investment to expand the plant's hot-rolled sheet piling production capabilities. Expected to be completed in 2014, this project will add several new sheet piling sections, increasing the single sheet widths by 22% and providing a lighter stronger sheet covering more area at a lower installed cost. This project further builds on the synergies to be realized from our recent Skyline acquisition.

The current annual production capacity of our two structural steel mills is approximately 3,700,000 tons.

(WTO) to limit unfairly traded imports remains uncertain, although it is critical to our ability to remain competitive. We have been encouraged by recent actions the United States government has taken before the WTO to challenge some of China's trade practices as violating world trade rules, and we continue to believe that assertive enforcement of world trade rules must be one of the highest priorities of the United States government.

A major uncertainty we continue to face in our business is the price of our principal raw material, ferrous scrap, which is volatile and often increases rapidly in response to changes in domestic demand, unanticipated events that decrease the flow of scrap into scrap yards and increased foreign demand for scrap. Increasing our prices for the products we sell quickly enough to offset increases in the prices we pay for ferrous scrap is challenging but critical to maintaining our profitability. We attempt to manage this risk via a raw material surcharge mechanism, which our customers understand is a necessary response by us to the market forces of supply and demand for our raw materials. The surcharge mechanism functions to offset changes in prices of our raw materials and is based upon widely available market indices for prices of scrap and other raw materials. We monitor changes in those indices closely and make adjustments as needed, generally on a monthly basis, to our surcharges and sometimes directly to the selling prices for our products. The surcharges are determined from a base scrap price and can differ by product. To help mitigate the scrap price risk, we also aim to manage scrap inventory levels at the steel mills to match the anticipated demand over the next several weeks for various steel products. Certain scrap substitutes, including pig iron, have longer lead times for delivery than scrap. Our raw material surcharge mechanism works best when demand for the affected products ranges from stable to strong. Then, we are generally able to pass through relatively quickly the increased costs of ferrous scrap and scrap substitutes and protect our gross margins from significant erosion. The surcharge mechanism can be less effective when the demand for our products is weak.

Although the majority of our steel sales are to spot market customers who place their orders each month based on their business needs and our pricing competitiveness compared to both domestic and global producers and trading companies, we also sell contract tons, primarily in our sheet operations. Slightly more than 55% of our sheet sales were to contract customers in 2012 (50% and 40% in 2011 and 2010, respectively), with the balance in the spot market at the prevailing prices at the time of sale. Steel contract sales outside of our sheet operations are not significant. The amount of tons sold to contract customers depends on the overall market conditions at the time, how the end-use customers see the market moving forward and the strategy that Nucor management believes is appropriate to the upcoming period. Nucor management considerations include maintaining an appropriate balance of spot and contract tons based on market projections and appropriately supporting our diversified customer base. The percentage of tons that is placed under contract also depends on the overall market dynamics and customer negotiations. In years of strengthening demand, we typically see an increase in the percentage of sheet sales sold under contract as our customers have an expectation that transaction prices will rapidly rise and available capacity will quickly be sold out. To mitigate this risk, customers prefer to enter into contracts in order to obtain committed volumes of supply from the mills. Our contracts include a method of adjusting prices on a periodic basis to reflect changes in the market pricing for steel and/or scrap. Market indices for steel generally trend with scrap pricing changes. Since the selling price adjustments are not immediate, there will always be a timing difference between changes in the prices we pay for raw materials and the adjustments we make to our contract selling prices. Generally, in periods of increasing scrap prices, we experience a short-term margin contraction on contract tons. Conversely, in periods of decreasing scrap prices, we typically experience a short-term margin expansion. Contract sales typically have terms ranging from six to twelve months.

Another significant uncertainty we face is the cost of energy. The availability and prices of electricity and natural gas are influenced today by many factors including changes in supply and demand, advances in drilling technology and, increasingly, by changes in public policy relating to energy production and use. Proposed regulation of greenhouse gas emissions from new and refurbished power plants could increase our cost of electricity in future years, particularly if they are adopted in a form that requires deep reductions in greenhouse gas emissions. Adopting these regulations in an onerous form could lead to foreign producers that are not affected by them gaining a competitive advantage over us. We are monitoring these regulatory developments closely and will seek to educate public policy makers during the adoption process about their potential impact on our business.

Finally, due to our natural gas working interest drilling programs with Encana, a substantial or extended decline in natural gas prices could have a material adverse effect on these programs and, by extension, us. A substantial or extended decline in the price of natural gas could result in a delay or cancellation of existing or future drilling programs or curtailment in production at some properties, all of which could have an adverse effect on our revenues, profitability and cash flows. In addition, natural gas drilling and production are subject to intense federal and state regulation as well as to public interest in environmental protection. Such regulation and interest, when coupled, could result in these drilling programs being forced to comply with certain unknown regulations in the future, resulting in unknown impacts on the programs' ability to achieve the cost and hedge benefits we expect from the programs.

Third
Quarter
2013

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 28, 2013

Commission file number 1-4119

NUCOR CORPORATION

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation or organization)	**13-1860817** (I.R.S. Employer Identification No.)
1915 Rexford Road, Charlotte, North Carolina (Address of principal executive offices)	**28211** (Zip Code)

(704) 366-7000
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes ☒ No ☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer	☒	Accelerated filer	☐
Non-accelerated filer	☐	Smaller reporting company	☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

318,211,045 shares of common stock were outstanding at September 28, 2013.

PART I. FINANCIAL INFORMATION

Item 1. Financial Statements

Nucor Corporation Condensed Consolidated Statements of Earnings (Unaudited)
(In thousands, except per share amounts)

	Three Months (13 Weeks) Ended		Nine Months (39 Weeks) Ended	
	Sept. 28, 2013	Sept. 29, 2012	Sept. 28, 2013	Sept. 29, 2012
Net sales	$ 4,940,936	$4,801,206	$ 14,157,296	$14,977,999
Costs, expenses and other:				
Cost of products sold	4,532,393	4,452,473	13,132,412	13,848,809
Marketing, administrative and other expenses	125,126	114,392	364,501	334,039
Equity in (earnings) losses of unconsolidated affiliates	(2,252)	2,261	(2,665)	9,093
Impairment of non-current assets	—	—	—	30,000
Interest expense, net	37,467	40,305	109,186	123,028
	4,692,734	4,609,431	13,603,434	14,344,969
Earnings before income taxes and noncontrolling interests	248,202	191,775	553,862	633,030
Provision for income taxes	70,087	61,883	158,749	200,159
Net earnings	178,115	129,892	395,113	432,871
Earnings attributable to noncontrolling interests	30,518	19,584	77,582	65,160
Net earnings attributable to Nucor stockholders	$ 147,597	$ 110,308	$ 317,531	$ 367,711
Net earnings per share:				
Basic	$ 0.46	$ 0.35	$ 0.99	$ 1.15
Diluted	$ 0.46	$ 0.35	$ 0.99	$ 1.15
Average shares outstanding:				
Basic	319,341	318,463	318,979	318,042
Diluted	319,526	318,520	319,132	318,113
Dividends declared per share	$ 0.3675	$ 0.3650	$ 1.1025	$ 1.0950

See notes to condensed consolidated financial statements.

Public Exhibit

EXHIBIT 6

GERDAU'S FINANCIAL STATEMENT

BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA
INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

POSTCONFERENCE BRIEF
ON BEHALF OF
AMERICAN WIRE PRODUCERS ASSOCIATION

FEBRUARY 27, 2014

GERDAU

ANNUAL REPORT 2012

BUILDING OPPORTUNITIES

Gerdau's CEO announces resumption of the project to build a new plant in Mexico

To reduce costs, Gerdau acquired Cycle Systems Inc. in early 2013, a company with facilities located in Virginia for recycling and processing scrap steel, which is a key raw material for producing steel. It also continued with the implementation of a single information technology system, which will further ensure its customer service quality (see the section "Strategies and Competitive Advantages," p. 11).

OUTLOOK: NORTH AMERICA

- For 2013, we expect a gradual recovery of the economies of the countries in North America.

- In the United States, the increase in the production of shale gas should generate new market opportunities for Gerdau due to the infrastructure necessary for the exploration of this input, as well as allow the reduction of operating costs with a cheaper access to an alternative energy source.

- Regarding steel consumption in the region, the World Steel Association forecasts growth of 3.6% in 2013 in the United States, reaching 100 million metric tons. In Canada, in turn, the consumption of steel should have a rise of 2.9%, reaching 15 million metric tons.

Latin America (except Brazil)

In 2012, Gerdau's units in Latin America faced heavy pressure from raw material costs and significant growth in imports. Faced with this scenario, **the Company worked to adjust its operations with agility and flexibility.**

Besides seeking to increase operational efficiency and competitiveness in the markets where it operates, Gerdau invested to expand its product line in the region. The main highlight was the resumption of the project to build a new plant in Mexico through its joint venture Gerdau Corsa. Focused on the production of structural shapes, the plant will have an annual installed capacity of 1 million metric tons of steel and 700,000 metric tons of rolled products. This investment will enable the replacement of imports of this product in the country and is expected to start up in the beginning of 2014.

In Guatemala, Gerdau inaugurated a new factory of welded wire mesh focused on selling to the construction industry. Furthermore, it continued with the installation of a new rolling mill for rebars and light commercial profiles with an annual capacity of 200,000 metric tons that will go into operation in 2013.

In Venezuela, the Company is investing in the technological upgrade of its mill with the objective

CONSOLIDATED STATEMENTS OF INCOME

(In thousands of Brazilian reais)

	2012	2011
Net sales	**37,981,668**	**35,406,780**
Cost of sales	-33,234,102	-30,298,232
Gross profit	**4,747,566**	**5,108,548**
Selling, general, and administrative expenses	-2,471,675	-2,401,684
Other Operating Income (expenses), net	72,314	172,144
Income before financial income and taxes	**2,348,205**	**2,879,008**
Net financial income (expenses)	-654,615	-580,093
Exchange variations, net	-134,128	51,757
Income before taxes	**1.559,462**	**2,350,672**
Income and social contribution taxes	-63,222	-253,096
Net income	**1,496,240**	**2,097,576**
Attributed to:		
Owners of the parent	1,425,633	2,005,727
Non-controlling interests	70,607	91,849
Earnings per share - common and preferred	**0.84**	**1.22**

CONSOLIDATED STATEMENTS OF CASH FLOWS

(In thousands of Brazilian reais)

	2012	2011
Net income	**1,496,240**	**2,097,576**
Adjustments to reconcile net income with net cash	3,048,240	2,794,863
Changes in assets and liabilities (net of interest and income tax)	-200,433	-3,182,421
Net cash generated by operating activities	**4,344,047**	**1,710,018**
Net cash used in investing activities	**-3,438,025**	**-2,111,158**
Net cash used in financing activities	**-1,036,294**	**727,064**
Effect of exchange rate variation on cash and cash equivalents	90,908	89,641
(Decrease) Increase in cash and cash equivalents	-39,364	415,565
Cash and cash equivalents at beginning of year	1,476,599	1,061,034
Cash and cash equivalents at end of year	**1,437,235**	**1,476,599**

Read more on the financial statements of Gerdau S.A. at www.gerdau.com/ri

GERDAU S.A. and subsidiaries
Quarterly Results – 3Q13

October 31, 2013

GERDAU

NÍVEL 1 BM&FBOVESPA | GGB LISTED NYSE | LATIBEX XGGB

ISE | IGC | ITAG | INDX | IBRX 50 | IMAT | MLCX

Mission

To create value for our customers, shareholders, employees and communities by operating as a sustainable steel business.

Vision

To be a global organization and a benchmark in any business we conduct.

Values

Be the CUSTOMER'S choice
SAFETY above all
Respected, engaged and fulfilled EMPLOYEES
Pursuing EXCELLENCE with SIMPLICITY
Focus on RESULTS
INTEGRITY with all stakeholders
Economic, social and environmental SUSTAINABILITY

Gerdau is a leading producer of long steel in the Americas and one of the largest suppliers of special steel in the world. With over 45,000 employees, it has industrial operations in 14 countries - in the Americas, Europe and Asia - which together represent an installed capacity of over 25 million metric tons of steel per year. It is the largest recycler in Latin America and around the world it transforms each year millions of tons of scrap into steel, reinforcing its commitment to sustainable development in the regions where it operates. With more than 130,000 shareholders, the Company is listed on the stock exchanges of São Paulo, New York and Madrid.

Highlights in the Third Quarter of 2013

Key Information	3rd Quarter 2013	3rd Quarter 2012	Variation 3Q13/3Q12	2nd Quarter 2013	Variation 3Q13/2Q13	9 months 2013	9 months 2012	Variation 9M13/9M12
Production of Crude Steel (1,000 tonnes)	4,507	4,747	-5.1%	4,646	-3.0%	13,561	14,733	-8.0%
Shipments (1,000 tonnes)	4,775	4,774	0.0%	4,634	3.0%	13,964	14,277	-2.2%
Net Sales (R$ million)	10,494	9,819	6.9%	9,882	6.2%	29,542	28,994	1.9%
EBITDA (R$ million)	1,413	1,033	36.8%	1,196	18.1%	3,414	3,285	3.9%
Net Income (R$ million)	642	408	57.4%	401	60.1%	1,202	1,354	-11.2%
Gross margin	14.6%	12.2%		13.6%		12.8%	12.9%	
EBITDA Margin	13.5%	10.5%		12.1%		11.6%	11.3%	
Shareholders' equity (R$ million)	31,136	28,886		30,464		31,136	28,886	
Total Assets (R$ million)	56,208	53,599		55,056		56,208	53,599	
Gross debt / Total capitalization [1]	33%	34%		33%		33%	34%	
Net debt [2] / EBITDA [3]	2.8x	2.7x		3.1x		2.8x	2.7x	

1) Total capitalization = shareholders' equity + gross debt (principal)

2) Net debt = gross debt (principal) - cash, cash equivalents and short-term investments

3) EBITDA in the last 12 months

Public Exhibit

EXHIBIT 7

KEYSTONE'S FINANCIAL STATEMENT

BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA
INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

POSTCONFERENCE BRIEF
ON BEHALF OF
AMERICAN WIRE PRODUCERS ASSOCIATION

FEBRUARY 27, 2014

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-K

☒ **ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the fiscal year ended December 31, 2012

Commission file number 1-3919

Keystone Consolidated Industries, Inc.

(Exact name of Registrant as specified in its charter)

Delaware (State or other jurisdiction of Incorporation or organization)	**37-0364250** (IRS Employer Identification No.)
5430 LBJ Freeway, Suite 1740, Three Lincoln Centre, Dallas, Texas (Address of principal executive offices)	**75240-2697** (Zip Code)

Registrant's telephone number, including area code: (972) 458-0028

Securities registered pursuant to Section 12(b) of the Act: None.

Securities registered pursuant to Section 12(g) of the Act:	Title of each class **Common Stock, $.01 par value**

Indicate by check mark:

If the Registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes ☐ No ☒

If the Registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes ☐ No ☒

Whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes ☒ No ☐

If disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. ☒

Whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company (as defined in Rule 12b-2 of the Act).

- The ability of our customers to obtain adequate credit, and
- Any possible future litigation.

Should one or more of these risks materialize, if the consequences worsen, or if the underlying assumptions prove incorrect, actual results could differ materially from those forecasted or expected. We disclaim any intention or obligation to update or revise any forward-looking statement whether as a result of changes in infomation, future events or otherwise.

ITEM 1. BUSINESS.

Keystone Consolidated Industries, Inc. ("KCI") is a leading domestic producer of steel fabricated wire products, industrial wire and wire rod. We also manufacture wire mesh, coiled rebar, steel bar and other products. Our products are used in the agricultural, industrial, cold drawn, construction, transportation, original equipment manufacturer and retail consumer markets. We are vertically integrated, converting substantially all of our products from billet produced in our steel mini-mill. Historically, our vertical integration has allowed us to benefit from the higher and more stable margins associated with fabricated wire products and wire mesh as compared to wire rod, as well as from lower costs of billet and wire rod as compared to bar manufacturers and wire fabricators that purchase billet and wire rod in the open market. Moreover, we believe our downstream fabricated wire products, wire mesh and industrial wire businesses are better insulated from the effects of wire rod imports as compared to non-integrated wire rod producers.

Our operating segments are organized by our manufacturing facilities and include three reportable segments:

- Keystone Steel & Wire ("KSW"), located in Peoria, Illinois, operates an electric arc furnace mini-mill, rod mill, industrial wire mill and wire product fabrication facilities and manufactures and sells wire rod, coiled rebar, industrial wire, fabricated wire and other products to agricultural, industrial, construction, commercial, original equipment manufacturers and retail consumer markets;
- Engineered Wire Products, Inc. ("EWP"), located in Upper Sandusky, Ohio, primarily manufactures and sells wire mesh in both roll and sheet form that is utilized as reinforcement in concrete construction products including pipe, pre-cast boxes and applications for use in roadways, buildings and bridges; and
- Keystone-Calumet, Inc. ("Calumet"), located in Chicago Heights, Illinois, manufactures and sells merchant and special bar quality products and special sections in carbon and alloy steel grades for use in agricultural, cold drawn, construction, industrial chain, service centers and transportation applications as well as in the production of a wide variety of products by original equipment manufacturers.

Calumet's primary raw material is billet and EWP's primary raw material is wire rod. Both Calumet and EWP source the majority of their primary raw material requirements from KSW.

Manufacturing

Overview

Our manufacturing operations consist of an electric arc furnace mini-mill, a rod mill, a wire mill, an industrial wire mill and three steel product fabrication facilities as outlined in our segment discussion above. The manufacturing process commences at KSW where ferrous scrap is melted in an electric arc furnace, converted into molten steel and then transferred to a ladle refining furnace where chemistries and temperatures are monitored and adjusted to specifications prior to casting. The molten steel is transferred from the ladle refining furnace into a six-strand continuous casting machine which produces five-inch square strands, referred to as billets, that are cut to predetermined lengths. These billets are then either transferred to the adjoining rod mill, shipped to Calumet for the production of steel bars or sometimes sold to third party customers.

Upon entering the rod mill, the billets are brought to rolling temperature in a reheat furnace and are fed through the rolling mill, where they are rolled into either wire rod or coiled rebar in a variety of diameters, surface characteristics and specifications. After rolling, the wire rod or rebar is coiled and cooled. After cooling, the coiled wire rod or rebar passes through inspection stations for metallurgical, surface and diameter checks. Finished coils are compacted and tied. Coiled rebar is shipped to customers and wire rod is either further processed into industrial wire and fabricated wire products at KSW, shipped to EWP for the production of wire mesh and industrial wire, or shipped to third party wire rod customers.

While we do not maintain a significant "shelf" inventory of finished wire rod, we generally have on hand approximately a one-month supply of industrial wire, wire mesh, coiled rebar , fabricated wire products and steel bars inventory which enables us to fill customer orders and respond to shifts in product demand.

Raw Materials and Energy

The primary raw material used in our operations is ferrous scrap. Our steel mill is located close to numerous sources of high density automobile, industrial and railroad ferrous scrap. Currently all of these sources are readily available and we believe they will continue to be available for the foreseeable future. We believe we are one of the largest recyclers of ferrous scrap in Illinois. The purchase of ferrous scrap is highly competitive and its price volatility is influenced by periodic shortages, export activity, freight costs, weather and other conditions beyond our control. The cost of ferrous scrap can fluctuate significantly and product selling prices cannot always be adjusted, especially in the short-term, to recover the costs of increases in ferrous scrap prices. We have not entered into any hedging programs or long-term contracts for the purchase or supply of ferrous scrap; therefore, we are subject to the price fluctuation of ferrous scrap.

Our manufacturing processes consume large amounts of energy in the form of electricity and natural gas. Electricity in Illinois is not regulated. KSW and Calumet have energy service agreements whereby, on a daily basis for electricity and on a monthly basis for natural gas, we are required to notify the utility providers of the amount of energy we expect to consume during the next respective period. The price we pay for energy is determined when we provide such notification based on the next respective period's hourly market rate. All other tariff, transmission and utility charges are passed through at cost and the supplier adds a per unit charge for administration and margin. Any difference between our forecasted consumption and actual consumption is billed or credited to our account based on the actual hourly market rates. However, to provide us an opportunity to avoid pricing fluctuations, the contracts allow us, at our discretion, to purchase blocks of energy for future usage at prices negotiated at the time of purchase. We can sell any unused quantities under such contracts at market rates such that our only exposure on fixed price quantities is the difference between the contracted price and the market price.

The electric power supply at our KSW facility is interruptible and we agreed to a maximum of 5 interruption events during the summer season and a minimum interruption period of 4 hours per interruption. We would be compensated for each interruption based on market rates and the difference between our forecasted and actual consumption for the interruption period. We incurred no such interruptions during 2010, 2011 or 2012.

Employment

As of December 31, 2012, we employed 1,087 people as follows:

- 6 at our corporate office;
- 891 at KSW, of which 706 are represented by the Independent Steel Workers' Alliance (the "ISWA") under an agreement expiring in May 2015;
- 90 at EWP, of which 64 are represented by Local Union #40, an Affiliate to the International Brotherhood of Teamsters' Chauffeurs Warehousemen and Helpers of America (the "Teamsters"), under an agreement expiring in November 2014; and
- 100 at Calumet, of which 76 are represented by the United Steel, Paper and Forestry, Rubber, Manufacturing, Energy, Allied Industrial and Service Workers International Union (USA) AFL-CIO, CLC (the "USW"), under an agreement expiring in February 2016.

We believe our labor relations are good.

Products, Markets and Distribution

The following table sets forth certain information with respect to our product mix in each of the last three years.

	Years Ended December 31,					
	2010		2011		2012	
Product	Percent of Tons Shipped	Percent of Sales	Percent of Tons Shipped	Percent of Sales	Percent of Tons Shipped	Percent of Sales
Wire rod	65.2%	53.1%	64.2%	54.5%	**61.4%**	**50.2%**
Fabricated wire products	12.4	20.9	12.2	18.5	**14.4**	**21.6**
Industrial wire	8.9	10.8	9.4	10.9	**10.5**	**12.1**
Wire mesh	8.1	9.3	8.4	9.7	**8.8**	**10.6**
Bar	4.1	4.9	4.3	5.1	**4.0**	**4.8**
Coiled rebar	1.3	1.0	1.5	1.3	**0.9**	**0.7**
	100.0%	100.0%	100.0%	100.0%	**100.0%**	**100.0%**

Wire Rod. We produce primarily low carbon wire rod and some higher carbon wire rod at KSW's rod mill. Low carbon wire rod, with carbon content of up to 0.30%, is more easily shaped and formed than higher carbon wire rod and is suitable for a variety of applications where ease of forming and manipulation are primary considerations. High carbon wire rod, with carbon content above 0.30%, is used in applications where strength is a primary consideration. KSW's high carbon wire rod business represented 17% of its wire rod sales volume during 2012, and we expect our high carbon business to continue to grow during 2013 in order to meet the developing U.S. demand for high carbon steel. During 2012, we used approximately 35% of the wire rod we manufactured to produce our industrial wire, wire mesh and fabricated wire products. The remainder of our wire rod production was sold directly to producers of construction products, fabricated wire products and industrial wire, including products similar to those we manufacture.

Fabricated Wire Products . KSW is the leading U.S. manufacturer of agricultural fencing, barbed wire, stockade panels and a variety of woven wire, fabric and netting for agricultural and industrial applications. We sell these products to agricultural, industrial, consumer do-it-yourself and other end-user markets, which we believe are less cyclical than many steel consuming end-use markets such as the automotive, construction, appliance and machinery manufacturing industries. We serve these markets through distributors, agricultural retailers, building supply centers and consumer do-it-yourself chains such as Tractor Supply Co. and Lowe's Companies, Inc. We believe our ability to service these customers with a wide range of fabricated wire products through multiple distribution locations provides a competitive advantage. As part of our marketing strategy, we provide category management recommendations based on a data collection and analysis tool we created. We also design merchandise packaging and supportive product literature for marketing many of these products to the retail consumer market.

KSW also manufactures products for residential and commercial construction, including rebar ty wire and stucco netting. The primary customers for these products are construction contractors and building materials manufacturers and distributors.

We believe our fabricated wire products are less susceptible to selling price changes caused by the cyclical nature of the steel industry than industrial wire, coiled rebar or wire rod because the commodity-priced raw materials used in these products, such as ferrous scrap, represent a lower percentage of the total cost of these value-added products.

Industrial Wire . KSW is one of the largest manufacturers of industrial wire in the United States. We also produce small quantities of industrial wire at EWP. We produce custom-drawn industrial wire in a variety of gauges, finishes and packages for further consumption by our fabricated wire products operations or for sale direct to industrial fabrication and original equipment manufacturer customers, who are generally not our competitors. Our industrial wire is used by customers in the production of a broad range of finished goods, including nails, coat hangers, barbecue grills, air conditioners, tools, containers, refrigerators and other appliances.

Wire mesh. EWP manufactures a wide variety of wire mesh rolls and sheets used to form wire reinforcement in concrete construction projects such as pipe, precast boxes, roadways, buildings and bridges. Our wire mesh customers include pipe manufacturers, culvert manufacturers, rebar fabricators and steel reinforcing distributors. Like our fabricated wire products, we believe our wire mesh products are also less susceptible to selling price changes caused by the cyclical nature of the steel industry than industrial wire, coiled rebar or wire rod because the commodity-priced raw materials used in these products, such as ferrous scrap, represent a lower percentage of the total cost of such value-added products.

Bar. Calumet manufactures merchant and special bar quality products and custom sections in carbon and alloy steel grades, offering a broad range of value-added products for use in agricultural, cold drawn, construction, industrial chain, service centers and transportation applications as well as in the production of a wide variety of products by original equipment manufacturers. Calumet's product line consists primarily of angles, flats, channels, rounds, squares and other related products.

Coiled Rebar. We produce several sizes of coiled rebar at KSW's rod mill. The coils are typically used by fabricators who will process the material as straightened and cut-to-length bars or fabricated shapes for specific reinforcement applications such as building and road construction.

Trademarks

Many of our fencing and related fabricated wire products are marketed under our *RedBrand*®label, a widely recognized brand name in the agricultural fencing and construction marketplaces for more than 85 years. *RedBrand* sales represented approximately 80% of our fabricated wire products net sales in 2012. We also maintain other trademarks for various products that are promoted in their respective markets.

ITEM 6. SELECTED FINANCIAL DATA.

The following selected consolidated financial data should be read in conjunction with our Consolidated Financial Statements and Item 7. "Management's Discussion and Analysis of Financial Condition and Results of Operations."

	Years ended December 31,				
	2008	2009	2010	2011	2012
	(In thousands, except per share and per ton amounts)				
Statement of Operations Data:					
Net sales	$562,693	$322,347	$450,745	$563,985	**$547,657**
Operating income (loss)	120,635	(11,991)	21,885	51,568	**33,898**
Defined benefit pension credit (expense)	73,923	(5,887)	4,654	24,388	**6,858**
OPEB credit	8,474	4,748	5,258	5,799	**6,075**
Operating income (loss) before pension and OPEB [1]	38,238	(10,852)	11,973	21,381	**20,965**
Income tax benefit (expense)	(43,742)	3,243	(8,645)	(20,838)	**(11,943)**
Net income (loss)	$ 72,528	$ (9,424)	$ 12,014	$ 30,211	**$ 20,224**
Basic and diluted income (loss) per share	$ 6.29	$ (0.78)	$ 0.99	$ 2.50	**$ 1.67**
Basic and diluted weighted average shares outstanding	11,533	12,102	12,102	12,102	**12,102**
Other Operating Data:					
Shipments (000 tons):					
Wire rod	343	257	381	409	**382**
Fabricated wire products	86	66	73	78	**89**
Industrial wire	61	34	52	60	**66**
Wire mesh	54	41	47	53	**55**
Bar	18	13	24	27	**25**
Coiled rebar	15	5	7	10	**6**
Total	577	416	584	637	**623**
Per-ton selling prices:					
Wire rod	$ 797	$ 575	$ 618	$ 737	**$ 706**
Fabricated wire products	1,380	1,373	1,277	1,317	**1,298**
Industrial wire	1,103	897	915	1,009	**994**
Wire mesh	1,168	916	878	1,004	**1,041**
Bar	946	782	888	1,030	**1,043**
Coiled rebar	841	540	622	742	**701**
Weighted average of all products in total	957	767	759	868	**864**
Average per-ton ferrous scrap cost of goods sold	$ 368	$ 262	$ 294	$ 373	**$ 364**
Other Financial Data:					
Capital expenditures	$ 13,298	$ 9,000	$ 14,937	$ 16,479	**$ 14,096**
Depreciation and amortization	15,164	13,584	12,062	11,234	**11,406**

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**KEYSTONE CONSOLIDATED INDUSTRIES, INC.
AND SUBSIDIARIES**

CONSOLIDATED STATEMENTS OF INCOME

(In thousands, except per share data)

	Years Ended December 31, 2010	2011	2012
Net sales	$ 450,745	$ 563,985	**$ 547,657**
Cost of goods sold	(417,918)	(520,015)	**(502,779)**
Gross margin	32,827	43,970	**44,878**
Other operating income (expense):			
Selling expense	(6,758)	(7,351)	**(8,093)**
General and administrative expense	(14,096)	(15,238)	**(15,820)**
Defined benefit pension credit	4,654	24,388	**6,858**
Other postretirement benefit credit	5,258	5,799	**6,075**
Total other operating income (expense)	(10,942)	7,598	**(10,980)**
Operating income	21,885	51,568	**33,898**
Nonoperating income (expense):			
Interest expense	(1,863)	(1,218)	**(1,213)**
Other, net	637	699	**(518)**
Total nonoperating expense	(1,226)	(519)	**(1,731)**
Income before income taxes	20,659	51,049	**32,167**
Income tax expense	(8,645)	(20,838)	**(11,943)**
Net income	$ 12,014	$ 30,211	**$ 20,224**
Basic and diluted income per share	$ 0.99	$ 2.50	**$ 1.67**
Basic and diluted weighted average shares outstanding	12,102	12,102	**12,102**

Public Exhibit

EXHIBIT 8

ARCELORMITTAL'S FINANCIAL STATEMENT

BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA
INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

POSTCONFERENCE BRIEF
ON BEHALF OF
AMERICAN WIRE PRODUCERS ASSOCIATION

FEBRUARY 27, 2014

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selling price in the second half of the year was down 14% from the same period in 2011.

Long Carbon Americas and Europe
In the Long Carbon Americas and Europe segment, sales were $21.9 billion for the year ended December 31, 2012, representing a decrease of 13% from sales of $25.2 billion for the year ended December 31, 2011. The decrease was due both to a 6% decrease in average steel selling price along with a 5% decrease in steel shipments. Sales in the first half of 2012 were $11.5 billion, down 9% from the same period in 2011, while sales in the second half of the year were $10.4 billion, down 17% from the same period in 2011.

Total steel shipments reached 22.6 million tonnes for the year ended December 31, 2012, a decrease of 5% from steel shipments for the year ended December 31, 2011. Shipments were 11.6 million tonnes in the first half of 2012, down 4% from the same period in 2011, while shipments in the second half of the year were 11.1 million tonnes, down 7% from same period in 2011.

Average steel selling price decreased 6% for the year ended December 31, 2012 as compared to the year ended December 31, 2011 primarily due to the weakening of local currency against the U.S. dollar; the increase in local average steel selling prices in Americas was fully offset by a decrease in Europe. Average steel selling price in the first half of 2012 was down 4% from the same period in 2011, while average steel selling price in the second half of the year was down 8% from the same period in 2011.

AACIS
In the AACIS segment, sales were $10.1 billion for the year ended December 31, 2012, representing a decrease of 7% from sales of $10.8 billion for the year ended December 31, 2011. The decrease was primarily due to a 9% decrease in average selling price. Sales in the first half of 2012 were $5.5 billion, up 1% from the same period in 2011, while sales in the second half of the year were $4.6 billion, down 14% from the same period in 2011.

Total steel shipments reached 12.8 million tonnes for the year ended December 31, 2012, an increase of 3% from steel shipments for the year ended December 31, 2011. Shipments were 6.7 million tonnes in the first half of 2012, up 4% from the same period in 2011, while shipments in the second half of the year were 6.2 million tonnes, up 1% from the same period in 2011.

Average steel selling price decreased 9% for the year ended December 31, 2012 as compared to the year ended December 31, 2011. This decrease was mainly related to the weakening of the South African rand against U.S. dollar, lower prices in CIS and African markets following lower raw material prices and economic slowdown in China resulting in lower prices in key markets. Average steel selling price in the first half of 2012 was down 5% from the same period in 2011, while average steel selling price in the second half of the year was down 14% from the same period in 2011.

Distribution Solutions
In the Distribution Solutions segment, sales were $16.3 billion for the year ended December 31, 2012, representing a decrease of 14% from sales of $19.1 billion for the year ended December 31, 2011. The decrease was primarily due to an 11% decrease in average steel selling price. Sales in the first half of 2012 were $8.7 billion, down 6% from the same period in 2011, while sales in the second half of the year were $7.6 billion, down 23% from the same period in 2011. Total steel shipments reached 17.7 million tonnes for the year ended December 31, 2012, a decrease of 4% from steel shipments for the year ended December 31, 2011. Shipments were 9.1 million tonnes in the first half of 2012, up 4% from the same period in 2011, while shipments in the second half of the year were 8.6 million tonnes, down 10% from the same period in 2011.

Average steel selling price decreased 11% for the year ended December 31, 2012 as compared to the year ended December 31, 2011. The decrease in average steel selling prices was mainly related to the weakening of the euro against the U.S. dollar, the decline in raw material prices and demand contraction in Europe. Average steel selling price in the first half of 2012 was down 9% from the same period in 2011, while average steel selling price in the second half of the year was down 13% from the same period in 2011.

Mining
In the Mining segment, sales were $5.4 billion for the year ended December 31, 2012, representing a decrease of 14% from sales of $6.3 billion for the year ended December 31, 2011. The decrease was primarily due to lower selling prices of iron ore and coal driven by a decrease in international prices, which was partially offset by higher shipments from own mines for both iron ore and coal. Lower selling prices on marketable coal and iron ore sales (internal market-priced plus external sales) accounted for approximately $1.1 billion of the decrease in the mining segment sales. Sales in the first half of 2012 were $2.8 billion, up 2% from the same period in 2011, while sales in the second half of the year were $2.5 billion, down 27% from the same period in 2011 (iron ore prices were down 26% during the same reference period). Sales to external customers were $1.7 billion for the year ended December 31, 2012, representing a 12% increase compared to $1.5 billion for the year ended December 31, 2011. The increase is mainly due to higher shipment volumes of iron ore sold externally. Iron ore shipments to external customers increased 15% from 9 million tonnes in 2011 to 10.4 million tonnes in 2012, and coal shipments to external customers decreased by 5% from 3.5 million tonnes to 3.3 million tonnes. The increase in the volume of external sales of iron ore was due in part to the Company's increasing marketing efforts in anticipation of increasing mining production. The Company expects the trend toward an increase in the external sales as a percentage of overall mining sales to continue in the near to mid-term. With respect to prices, for example, the average benchmark iron ore price per tonne in 2012 of $130.0 CFR China (62% Fe) and the average benchmark price for hard coking coal (Low Volatile peak-down) FOB Australia in 2012 of $191.0 per tonne were 22% and 35% lower than in 2011, respectively. It should be noted, however, that there may not be a direct correlation between benchmark prices and actual selling prices in various regions at a given time.

Operating Income (Loss)

The following table provides a summary of operating income (loss) and operating margin of ArcelorMittal for the year ended December 31, 2012, as compared with operating income and operating margin for the year ended December 31, 2011:

	Operating Income (Loss)		Operating Margin	
Coal production (million metric tonnes)	for the Year ended December 31,[1] 2011 (in $ millions)	for the Year ended December 31,[1] 2012 (in $ millions)	2011 (%)	2012 (%)
Flat Carbon Americas	1,198	517	6	3
Flat Carbon Europe	(324)	(3,724)	(1)	(14)
Long Carbon Americas and Europe	646	(566)	3	(3)
AACIS	721	(88)	7	(1)
Distribution Solutions	52	(687)	-	(4)
Mining	2,568	1,184	41	22
Total adjustments to segment operating income and other[2]	37	138	-	-
Total consolidated operating income	4,898	(3,226)		

[1] *Segment amounts are prior to inter-segment eliminations.*
[2] *Total adjustments to segment operating income and other reflects certain adjustments made to operating income of the segments to reflect corporate costs, income from non-steel operations (e.g. energy, logistics and shipping services) and the elimination of stock margins between the segments. See table below.*

	for the Year ended December 31, 2011 (in $ millions)	for the Year ended December 31, 2012 (in $ millions)
Corporate and shared services[1]	(265)	(158)
Real Estate and financial activities	154	54
Shipping and logistics	73	32
Provisions	90	47
Intragroup stock margin eliminations[2]	19	219
Depreciation and impairment	(34)	(56)
Total adjustments to segment operating income and other	37	138

[1] *Includes primarily staff and other holding costs and results from shared service activities.*
[2] *In 2012, inventory levels decreased as compared to 2011, which, combined with reduction in margins due to decrease in iron ore prices and increase in cost of production, resulted in lower intragroup-margin eliminations.*

ArcelorMittal's operating loss for the year ended December 31, 2012 was $3.2 billion, as compared with an operating income of $4.9 billion for the year ended December 31, 2011. The operating loss in 2012 reflected the $4.3 billion impairment of goodwill in the European businesses and $1.3 billion charges related to asset optimization (of which $0.7 billion of fixed asset impairment charges and $0.6 billion of restructuring charges) as well as price-cost squeeze during the year, primarily in steel, but also in mining, following reduction of raw material prices, demand contraction in Europe and economic slowdown in China.

Operating income in the first half of 2012 was lower than in the first half of 2011 and then decreased to a slight operating loss in the third quarter and then to a significant operating loss in the fourth quarter of 2012, when the above-mentioned impairment loss was recognized. Cost of sales consists primarily of purchases of raw materials necessary for steel-making (iron ore, coke and coking coal, scrap and alloys), electricity, repair & maintenance costs, as well as direct labor costs, depreciation and impairment. Cost of sales for the year ended December 31, 2012 was $84.1 billion as compared to $85.5 billion for the year ended December 31, 2011. Excluding impairment losses of $5 billion described below, cost of sales decreased by 7% as a result of lower shipments and lower raw material prices. Selling, general and administrative expenses ("SG&A") for the year ended December 31, 2012 were $3.3 billion as compared to $3.6 billion for the year ended December 31, 2011. SG&A remained relatively stable compared to sales as it represented 3.9% of sales for the year ended December 31, 2012 as compared to 3.8% for the year ended December 31, 2011.

Operating loss for the year ended December 31, 2012 included impairment losses of $5,035 million, which compared to impairment losses of $331 million for the year ended December 31, 2011. These impairment losses included a charge of $4,308 million with respect to goodwill in the European operating segments ($2,493 million, $1,010 million and $805 million for Flat Carbon Europe, Long Carbon Europe and Distribution Solutions, respectively), as a result of the downward revision of cash flow projections due to the weak macro economic and market environment in Europe and the expectation that this situation will persist over the near medium term. Impairment losses also included a charge of $222 million relating to facilities in Spain and North Africa in the Long Carbon Europe operating segment; in determining these expenses, the Company analyzed the recoverable amount of these facilities based on their value in use and determined that the recoverable amount from these facilities was less than their carrying amount. In connection with long term idled assets, the Company recorded an impairment loss of $505 million including $130 million related to the liquid phase at the Florange site of ArcelorMittal Atlantique et Lorraine in France (Flat Carbon Europe) and $61 million recorded in connection with the extended idling of the electric arc furnace and continuous caster at the Schifflange site of ArcelorMittal Rodange & Schifflange in Luxembourg (Long Carbon Europe). ArcelorMittal also recognized an impairment loss amounting to $296 million in respect of the intended permanent closure of the coke plant and six finishing lines at the Liège site of ArcelorMittal Belgium (Flat Carbon Europe). See "—Critical Accounting Policies and Uses of Judgments and Estimates—Impairment of Tangible and Intangible Assets, including Goodwill".

Operating loss for the year ended December 31, 2012 was reduced by a net gain of $220 million recorded on the sale of carbon dioxide credits (the proceeds of which will be re-invested in energy saving projects), a non-cash gain of $566 million relating to unwinding of hedges on raw material purchases (see "—

Business overview

continued

Overview—Impact of Exchange Rate Movements"), gains on disposal of Skyline Steel and the stake in Paul Wurth for $331 million and 242 million, respectively, and a curtailment gain of $241 million due to changes to the employee benefit plans at ArcelorMittal Dofasco.

Operating loss for the year ended December 31, 2012 was negatively impacted by restructuring costs associated with asset optimization, totaling $587 million, primarily affecting various Distribution Solutions entities, Flat Carbon Europe and Long Carbon Europe operations. Operating loss for the year ended December 31, 2012 was also negatively impacted by a charge of $182 million including one-time signing bonus and actuarial losses related to post retirement benefits following the conclusion of the new US labor agreement.

Flat Carbon Americas

Operating income for the Flat Carbon Americas segment amounted to $0.5 billion for the year ended December 31, 2012, compared to operating income of $1.2 billion for the year ended December 31, 2011. The decrease in operating income in 2012 generally reflected price-cost squeeze effects following lower average steel selling prices in North American operations. Operating income was also negatively impacted by the weaker market conditions in the international slab market and the South American markets which affected the results of the Mexican and Brazilian operations. Operating loss for the segment amounted to $0.1 billion for the second half of the year, compared to operating income of $0.6 billion in the first half. The operating loss in the second half of 2012 reflected the effect of a price-cost squeeze, especially in North America in the fourth quarter, in which the operating loss was substantially driven by a 6% decrease in average selling price as compared to the third quarter of 2012. Operating income for the first half of the year was positively impacted by the curtailment gain of $241 million resulting from the changes to the pension plan and health and dental benefits in ArcelorMittal Dofasco in Canada. Operating loss for the second half of the year included a charge of $182 million including one-time signing bonus and actuarial losses related to post retirement benefits following the conclusion of the new US labor agreement.

Flat Carbon Europe

Operating loss for the Flat Carbon Europe segment for the year ended December 31, 2012 was $3.7 billion compared to operating loss of $0.3 billion for the year ended December 31, 2011. Operating loss for the segment amounted to $3.3 billion for the second half of the year, compared to operating loss of $0.4 billion in the first half of the year. Operating loss for the year ended December 31, 2012 occurred in a context of deterioration of the economic environment in Europe resulting in lower shipment volumes (-4%), lower average steel selling prices (-12%) and price-cost squeeze effects. The Flat Carbon Europe segment is particularly exposed to price-cost squeeze effects resulting from the overhang of high-cost raw material inventories and the negative impact of the time lag of passing along increases in cost to customers, as it does not have a significant amount of captive iron ore supply, and demand contraction in Europe, where apparent steel consumption declined by 9% in 2012 compared to 2011.

Flat Carbon Europe's operating loss (particularly in the second half of the year) mainly resulted from a $2,493 million impairment charge of goodwill and $448 million impairment losses related to property, plant and equipment in the framework of asset optimization, of which $130 million in respect of the long term idling of the liquid phase at the Florange site of ArcelorMittal Atlantique et Lorraine in France and $296 million with respect to the intention to permanently close the coke plant and six finishing lines at the Liège site of ArcelorMittal Belgium.

In addition, operating loss for the year ended December 31, 2012 was increased by restructuring costs amounting to $355 million as part of asset optimization, of which $231 million related to the closure of the primary facilities at the Liège site of ArcelorMittal Belgium and $64 million associated with separation schemes primarily relating to ArcelorMittal Poland. These charges were partially offset by a gain of $210 million recorded on the sale of carbon dioxide credits (the proceeds of which will be re-invested in energy saving projects) and a non-cash gain of $566 million relating to unwinding of hedges on raw material purchases.

Operating income for the year ended December 31, 2011 had been negatively impacted by impairment losses of $141 million relating to various idled facilities (including $85 million for the primary facilities of ArcelorMittal Liège Upstream, Belgium). These charges were offset by a gain of $93 million recorded on the sale of carbon dioxide credits (the proceeds of which will be re-invested in energy saving projects) and a non-cash gain of $600 million relating to unwinding of hedges on raw material purchases. In addition, operating income for the year ended December 31, 2011 had been negatively impacted by restructuring costs associated with asset optimization, totaling $143 million, primarily relating to Spanish entities.

Long Carbon Americas and Europe

Operating loss for the Long Carbon Americas and Europe segment for the year ended December 31, 2012 was $0.6 billion compared to operating income of $0.6 billion for the year ended December 31, 2011. The decrease in operating income in 2012 generally reflected the deterioration of the economic environment in Europe, resulting in lower shipment volumes (which were down 5%) and lower average steel selling prices (down 6%). Operating loss for the segment amounted to $1.0 billion for the second half of the year, compared to operating income of $0.4 billion in the first half of the year, primarily driven by an impairment charge of $1,010 million related to goodwill, lower steel shipment volumes and lower average selling price. European operations were particularly exposed to price-cost squeeze effects resulting from the overhang of high-cost raw material inventories and the negative impact of the time lag of passing along increases in cost to customers, as it does not have a significant amount of captive iron ore supply and to demand contraction in Europe.

Operating income for the year ended December 31, 2012 (in particular in the second half of 2012) was negatively impacted by an impairment charge of goodwill for $1,010 million and a net impairment charge of property, plant and equipment for $270 million, including $222 million related to Spanish and North African entities and $61 million related to the extended idling of the electric arc furnace and continuous caster at the Schifflange site in Luxembourg.

In addition, operating income for the year ended December 31, 2012 was negatively impacted by restructuring costs totaling $98 million associated with asset optimization, primarily in Spanish entities.

Operating income for the year ended December 31, 2011 was negatively impacted by impairment losses of $178 million of which $151 million related to the extended idling of the ArcelorMittal Madrid electric arc furnace. In addition, operating income for the year ended December 31, 2011 was negatively impacted by restructuring costs associated with asset optimization, totaling $37 million.

AACIS

Operating loss for the AACIS segment for the year ended December 31, 2012 was $0.1 billion, compared to operating income of $0.7 billion for the year ended December 31, 2011. Lower profitability in 2012 was primarily

Public Exhibit

<u>EXHIBIT 9</u>

AMERICAN METAL MARKET ARTICLE

BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA
INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

POSTCONFERENCE BRIEF
ON BEHALF OF
<u>AMERICAN WIRE PRODUCERS ASSOCIATION</u>

FEBRUARY 27, 2014

American Metal Market

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Nucor's new rod mill begins shipments

Oct 09, 2013 | 04:27 PM | *Samuel Frizell*

NEW YORK — Nucor Corp. has begun shipments from its wire rod mill in Darlington, S.C., as it concludes commissioning the new facility, a company spokeswoman told *AMM*.

The new mill, part of the company's Darlington bar mill, has an annual capacity of 300,000 tons in a range of sizes.

"Nucor is concluding the commissioning of its newly constructed wire rod mill at the Nucor Steel-South Carolina bar mill in Darlington. The new mill is capable of producing wire rod down to 5.5 mm (7/32 inch) and bar-in-coil up to 2 inches. Wire rod production from the plant will focus on the full complement of low-, medium- and high-carbon products," the spokeswoman said via e-mail.

Nucor plans to move up the product mix and produce wire rod for prestressed concrete (PC) strand by early 2014, *AMM* understands.

The Charlotte, N.C.-based steelmaker confirmed that customers have begun receiving wire rod from the mill. One rod buyer said he had some material in his yard that he was getting ready to test.

"So as far as we're concerned, this is going to improve the quality of what they sell us," a second wire rod buyer said.

Nucor said in 2012 that the mill would have a four-stand pre-finishing block, an eight-stand rod block and a four-stand sizing block, in addition to thermo-mechanical rolling capability and a 100-meter-long Stelmore deck (*amm.com*, April 11, 2012).

Darlington is less than 100 miles from ArcelorMittal SA's Georgetown, S.C., mill, which also produces wire as small as 7/32 inch.

Market sources speculated that the extra capacity brought online at Nucor's new wire rod mill could have a softening effect on prices as the two mills, Georgetown and Darlington, compete in the market.

Due to weak demand, Georgetown has been running two shifts instead of three for months and laid off 30 employees in the fourth quarter of 2012 (*amm.com*, March 19).

"It's going to make the market even more competitive for the mills, and it's going to drive prices down," the first wire rod buyer said.

A third wire rod buyer said it may be some time before Nucor can compete with Georgetown on high-carbon wire rod, however. "I wouldn't write Georgetown's obituary just yet," he said. "I think around the edges they're going to hurt them, but initially Nucor's entry over the next six months may have more of an effect on Gerdau" Long Steel North America's mill in Jacksonville, Fla., which produces low-carbon wire rod.

Nucor's new mill is part of a $290-million investment in special bar quality (SBQ) and wire rod capacity the company announced in January 2012 in Darlington, Memphis, Tenn., and Norfolk, Neb. (*amm.com*, Jan. 25, 2012).

Public Exhibit

<u>EXHIBIT 10</u>

IMPORTS
OF
CARBON STEEL WIRE ROD
FROM ALL COUNTRIES OTHER THAN CHINA
(CALENDAR YEARS 2011—2013)

BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA
INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

POSTCONFERENCE BRIEF
ON BEHALF OF
<u>AMERICAN WIRE PRODUCERS ASSOCIATION</u>

FEBRUARY 27, 2014

February 2014

Imports of Carbon Steel Wire Rod from All Countries Other Than China

Calendar Years 2011–2013

(*All figures are in short tons.*)

	COUNTRY	2011	2012	2013
1	Belgium	-	714	-
2	Brazil	116,513	102,517	96,639
3	Canada	331,926	312,314	304,917
4	Finland	230	-	-
5	France	-	5	7
6	Germany	44,155	28,762	22,010
7	India	64	143	-
8	Italy	11,494	8,434	2
9	Japan	127,567	124,031	114,048
10	Korea	9,868	25,575	37,567
11	Malaysia	90	19	-
12	Mexico	77,873	24,626	18,330
13	Portugal	-	106	-
14	South Africa	11,454	11,316	1,629
15	Spain	18,769	20,310	17,509
16	Turkey	109,574	165,820	32,026
17	U. Arab Emirates	-	-	518
18	United Kingdom	40,010	69,501	55,902
19	Venezuela	17,270	11,516	-
	TOTALS	916,857	905,709	701,104

Source: *AISI Imports 3 (2011—2013).*

Prepared by Frederick P. Waite and Kimberly R. Young
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Public Exhibit

EXHIBIT 11

IMPORTS
OF
COLD-HEADING QUALITY ("CHQ") WIRE ROD
AND TIRE CORD QUALITY WIRE ROD FROM CHINA
(CALENDAR YEARS 2011—2013)

BEFORE THE U.S. INTERNATIONAL TRADE COMMISSION

IN THE MATTER OF THE ANTIDUMPING AND COUNTERVAILING DUTY INVESTIGATIONS OF CARBON AND CERTAIN ALLOY STEEL WIRE ROD FROM CHINA
INV. NOS. 701-TA-512 AND 731-TA-1248 (PRELIMINARY)

**POSTCONFERENCE BRIEF
ON BEHALF OF
AMERICAN WIRE PRODUCERS ASSOCIATION**

FEBRUARY 27, 2014

FEBRUARY 2014

IMPORTS
OF
COLD-HEADING QUALITY ("CHQ") WIRE ROD AND TIRE CORD QUALITY WIRE ROD FROM CHINA

CALENDAR YEARS 2011—2013

(All quantity figures are in short tons.)

TYPE OF WIRE ROD	2011	2012	2013
CHQ (CARBON STEEL) HTSUS 7213.91.3015	0	0	0
CHQ (ALLOY STEEL) HTSUS 7227.90.6010	0	0	0
TIRE CORD HTSUS 7213.91.3011	3,381	891	38

Source: *U.S. International Trade Commission, Trade DataWeb* (2011—2013).

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VORYS
Legal Counsel

PUBLIC
CERTIFICATE OF SERVICE

I hereby certify that on this 27th day of February, 2014, I have caused to be served a true and complete copy of a *Postconference Brief* (Public Version), as filed with the U.S. INTERNATIONAL TRADE COMMISSION, on behalf of the AMERICAN WIRE PRODUCERS ASSOCIATION, in the matter of *Carbon and Certain Alloy Steel Wire Rod from the People's Republic of China*, Inv. Nos. 701-TA-512 and 731-TA-1248 (Preliminary), by hand, upon the following parties:

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