

IMPORTERS' QUESTIONNAIRE
CERTAIN STEEL NAILS FROM CHINA AND THE UNITED ARAB EMIRATES

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615-B
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than June 13, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning certain steel nails from China and the United Arab Emirates (inv. Nos. 731-TA-1114 and 1115 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported certain steel nails (as defined in the instruction booklet) from any country at any time since January 1, 2004?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

Email address

PART I. GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain steel nails from China or the United Arab Emirates into the United States or which are engaged in exporting certain steel nails from China or the United Arab Emirates to the United States?

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Country and affiliation</u>
_____	_____	_____
_____	_____	_____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187 or fred.ruggles@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of certain steel nails since January 1, 2004?

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

II-3. Has your firm imported or arranged for the importation of certain steel nails from China or the United Arab Emirates for delivery after March 31, 2007?

No Yes—Indicate when such orders are to be delivered and the country and quantities involved.

II-4. If your firm also produces certain steel nails in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of certain steel nails imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

China United Arab Emirates All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
IMPORTS:²					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ³ of internal consumption/transfers					
EXPORT SHIPMENTS:⁴					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES⁵ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004, 2005, and 2006 below: _____

⁴ Identify your principal export markets: _____

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

Yes No—Please explain: _____

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

II-6. Please provide the quantity and value of U.S. shipments of your firm's **imports from China** of certain steel nails during 2006:

Type of Nail/Finish	Quantity (<i>short tons</i>)	Value (\$1,000)
Collated:		
Bright (no finish)		
Galvanized		
Other		
Uncollated:		
Bright (no finish)		
Galvanized		
Other		

II-7. Please provide the quantity and value of U.S. shipments of your firm's **imports from the United Arab Emirates** of certain steel nails during 2006:

Type of Nail/Finish	Quantity (<i>short tons</i>)	Value (\$1,000)
Collated:		
Bright (no finish)		
Galvanized		
Other		
Uncollated:		
Bright (no finish)		
Galvanized		
Other		

II-8. Please provide the quantity and value of U.S. shipments of your firm's **imports from all other countries** of certain steel nails during 2006:

Type of Nail/Finish	Quantity (<i>short tons</i>)	Value (\$1,000)
Collated:		
Bright (no finish)		
Galvanized		
Other		
Uncollated:		
Bright (no finish)		
Galvanized		
Other		

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

II-9. Please provide the principal end use(s) for each of the products reported in questions II-8, II-7, and II-8 (e.g., common; finishing; drywall; flooring; pallet).

Collated-bright: _____

Collated-galvanized: _____

Collated-other: _____

Uncollated-bright: _____

Uncollated-galvanized: _____

Uncollated-other: _____

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from China and the United Arab Emirates and sold by your firm. Also complete a separate page for each subject country you import from.

Product 1 Product 2 Product 3 Product 4 Product 5 Product 6
 China United Arab Emirates

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value ²
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
January-March		
April-June		
July-September		
October-December		
2007:		
January-March		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of certain steel nails (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-B-3. What are your firm's typical sales terms for certain steel nails imported from China and the United Arab Emirates (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its certain steel nails imported from China and the United Arab Emirates in 2006 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)? (Please indicate if it differs by source country.)

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain steel nails?

Source	Share of 2006 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of certain steel nails that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's certain steel nails?

- Northeast Mid-Atlantic Midwest Southeast
- Southwest Rocky Mountains West Coast Northwest
- National Other (describe) _____

III-B-10. Describe the end uses of the certain steel nails that you import from China and the United Arab Emirates. For each end-use product, what percentage of the total cost is accounted for by certain steel nails?

<u>End use</u>	<u>Share of total cost accounted for by certain steel nails (percent)</u>
_____	_____
_____	_____

PART III.--PRICING AND RELATED INFORMATION--Continued

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

III-B-11. (a) Please list in order of importance any products that may be substituted for certain steel nails.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for certain steel nails?

No Yes--To what degree do changes in their prices affect the price for certain steel nails? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of certain steel nails or final end use?

III-B-12. How has the demand within the United States (and outside the United States if known) for certain steel nails changed since January 1, 2004? What principal factors affect changes in demand?

Increased Unchanged Decreased

III-B-13. Have there been any significant changes in the product range or marketing of certain steel nails since January 1, 2004?

No Yes--Please describe.

III-B-14. Does your firm sell certain steel nails over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of certain steel nails in 2006 accounted for by internet sales.

PART III.--PRICING AND RELATED INFORMATION--Continued

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

III-B-15. Are certain steel nails produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	United Arab Emirates	Other countries
United States				
China				
United Arab Emirates				

¹ For any country-pair producing certain steel nails which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for certain steel nails imported from China and the United Arab Emirates during 2004-2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of certain steel nails from China and the United Arab Emirates that each of these customers accounted for in 2006.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2006 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--ALTERNATIVE PRODUCT--TRADE AND RELATED INFORMATION

V-1. **COMPARABILITY OF STEEL ROOFING NAILS AND CERTAIN STEEL**

NAILS.-Since January 1, 2004, has your firm imported steel roofing nails?

No

Yes--Please describe the differences and similarities between steel roofing nails and certain steel nails with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART IV.--ALTERNATIVE PRODUCT--TRADE AND RELATED INFORMATION

V-2. **Does your firm import steel roofing nails from China?**

No Yes--Please indicate the amount of steel roofing nails you imported in 2004-06.

2004 _____ short tons 2005 _____ short tons 2006 _____ short tons

V-3. **Does your firm import steel roofing nails from the United Arab Emirates?**

No Yes--Please indicate the amount of steel roofing nails you imported in 2004-06.

2004 _____ short tons 2005 _____ short tons 2006 _____ short tons

V-4. **Does your firm import steel roofing nails from all other countries?**

No Yes--Please indicate the amount of steel roofing nails you imported in 2004-06.

2004 _____ short tons 2005 _____ short tons 2006 _____ short tons