

**IMPORTERS' QUESTIONNAIRE**  
**LAWN AND GARDEN STEEL FENCE POSTS FROM CHINA**

*Return completed questionnaire to:*

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

**So as to be received by the Commission by no later than March 4, 2003**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning lawn and garden steel fence posts from China (inv. No. 731-TA-1010 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>E-Mail address _____</p> <p>Has your firm imported (1) lawn and garden steel fence posts, (2) other posts of 1 pound or less per foot, or (3) posts of over 1 pound per foot, as defined in the instruction booklet, from any country at any time since January 1, 2000?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
--

**CERTIFICATION**

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.*

*Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation 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.*

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

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I. GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

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

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

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

---

---

---

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

No                       Yes—List the following information.

<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 lawn and garden steel fence posts from China into the United States or which are engaged in exporting lawn and garden steel fence posts from China to the United States?

No                       Yes—List the following information.

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



**PART II.—TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Christopher Cassise (202-708-5408). **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 lawn and garden steel fence posts since January 1, 2000?

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

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

II-3. Has your firm imported or arranged for the importation of lawn and garden steel fence posts from China for delivery after December 31, 2002?

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

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

II-4. If your firm also produces lawn and garden steel fence posts 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 (1) lawn and garden steel fence posts, or (2) other posts of 1 pound or less per foot, that were imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each product and also report separately for China and for all other sources combined.** Photocopy page as needed and identify the product and the country for which you are reporting.

- Lawn and garden steel fence posts       Other posts of 1 pound or less per foot
- China       All other sources combined<sup>1</sup>

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Calendar years		
	2000	2001	2002
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>			
<b>IMPORTS:</b> <sup>2</sup> <i>Quantity of imports</i>			
<i>Value of imports</i>			
<b>U.S. SHIPMENTS:</b> <b>Commercial shipments:</b> <i>Quantity of commercial shipments</i>			
<i>Value of commercial shipments</i>			
<b>Internal consumption/company transfers:</b> <i>Quantity of internal consumption/transfers</i>			
<i>Value</i> <sup>3</sup> <i>of internal consumption/transfers</i>			
<b>EXPORT SHIPMENTS:</b> <sup>4</sup> <i>Quantity of export shipments</i>			
<i>Value of export shipments</i>			
<b>END-OF-PERIOD INVENTORIES</b> <sup>5</sup> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO WHOLESALERS OR TO DISTRIBUTORS</b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO RETAILERS OR TO END USERS</b> <i>(quantity)</i>			
<sup>1</sup> Please identify these sources: _____			
<sup>2</sup> Please identify the foreign producers, if known: _____			
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below: _____			
<sup>4</sup> Identify your principal export markets: _____			
<sup>5</sup> <b>Reconciliation of data.</b> —Please note that the <b>quantities</b> 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? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____			

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

II-6. Based on your experience, is it true that the anchor plates on domestically-produced lawn and garden steel fence posts are crimped to the post whereas the anchor plates on lawn and garden steel fence posts imported from China are riveted to the post?

- No                       Yes—Please indicate how important this factor is in your importation and sales of lawn and garden steel fence posts.
- 
- 

II-7. Based on your experience, are the anchor plates on lawn and garden steel fence posts that are produced in nonsubject countries (countries other than China) (1) crimped to the post or (2) riveted to the post?

- Crimped to the post                       Riveted to the post                       Don't know/not applicable

How important is this factor in your importation and sales of lawn and garden steel fence posts produced in nonsubject countries?

---

---

II-8. Are lawn and garden steel fence posts sold to consumers together with other products (e.g. fencing)?

- No                       Yes—Please indicate if the pricing of lawn and garden steel fence posts is affected by the product mix demands of the consumers
- 
- 

II-9. Do your suppliers of lawn and garden steel fence posts also supply other products to your firm?

- No                       Yes—Please indicate approximately how many and what other products are supplied by your lawn and garden steel fence post supplier.
- 
-

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

Further information on this part of the questionnaire can be obtained from Mary Pedersen (202-205-3247).

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

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

**Section III-A.-PRICE DATA**

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products **imported from China** during January 2000-December 2002:

***Product 1.***--Light duty lawn and garden steel fence posts, 14 gauge thick, 1 ¾ inches wide by 4 feet tall

***Product 2.***--Light duty lawn and garden steel fence posts, 14 gauge thick, 1 ¾ inches wide by 5 feet tall

***Product 3.***--Heavy duty lawn and garden steel fence posts, 13 gauge thick, 3 inches wide by 5 feet tall

***Product 4.***--Heavy duty lawn and garden steel fence posts, 13 gauge thick, 3 inches wide by 6 feet tall

**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 products<sup>1</sup> imported from China and sold by your firm.

Product 1  Product 2  Product 3  Product 4

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>2</sup>
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
<sup>2</sup> Net value (i.e., gross sales 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. a) Please describe how your firm determines the prices that it charges for sales of lawn and garden steel fence posts imported from China (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.

---

---

b) Are prices for lawn and garden steel fence posts affected by the availability and prices for other products that your firm sells? Yes \_\_\_\_ No \_\_\_\_\_. If yes, please describe how prices for lawn and garden steel fence posts are affected by the availability and prices for other products that your firm sells.

---

---

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 lawn and garden steel fence posts imported from China (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 percentage of your firm's sales of lawn and garden steel fence posts imported from China are on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) How frequently are contracts renegotiated? \_\_\_\_\_

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

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

(e) What are the standard quantity requirements, if any? \_\_\_\_\_

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

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

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

III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of lawn and garden steel fence posts? \_\_\_\_\_

III-B-6. a) What is the approximate percentage of the total delivered cost of lawn and garden steel fence posts that is accounted for by transportation costs? \_\_\_\_ percent. Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_ or purchaser \_\_\_\_ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? \_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_ percent. Over 1,000 miles? \_\_\_\_ percent.

b) What proportion of your firm's sales are delivered by truck? \_\_\_\_\_ percent, or by rail? \_\_\_\_\_ percent.

III-B-7. What is the geographic market area in the United States served by your firm's imports of lawn and garden steel fence posts from China?

\_\_\_\_\_  
\_\_\_\_\_

III-B-8. What other products (such as other steel posts of 1 pound or less per foot) may be substitutes for lawn and garden steel fence posts?

\_\_\_\_\_  
\_\_\_\_\_

III-B-9. Describe the end uses of the lawn and garden steel fence posts that you import from China. For each end use product, what percentage of the total cost is accounted for by lawn and garden steel fence posts?

\_\_\_\_\_  
\_\_\_\_\_

III-B-10 a) How has the demand within the United States (and outside the United States if known) for lawn and garden steel fence posts changed since January 1, 2000? What were the principal factors affecting changes in demand?

\_\_\_\_\_  
\_\_\_\_\_

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

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

III-B-10 b) Is demand for lawn and garden steel fence posts in the U.S. market seasonal or influenced by any business cycles? What influence does any seasonality or the presence of business cycles have on prices during the year?

---

---

III-B-11. Have there been any significant changes in the product range or marketing of lawn and garden steel fence posts in the past five years?

No       Yes—Please describe.

---

---

III-B-12. Do your customers of lawn and garden steel fence posts also purchase lawn and garden fencing? Yes \_\_\_\_\_ No \_\_\_\_\_. Are lawn and garden steel fence posts and fencing marketed together? Yes \_\_\_\_\_ No \_\_\_\_\_.

III-B-13. Does your firm purchase or sell lawn and garden steel fence posts over the internet?

No       Yes—Please describe, noting the estimated percentage of your firm's total purchases/sales of lawn and garden steel fence posts in 2002 accounted for by internet transactions.

---

---

III-B-14. Are the U.S.-produced and imported lawn and garden steel fence posts from China used interchangeably (i.e., can they physically be used in the same applications)?

Yes       No—Please explain.

---

---

III-B-15. Are the U.S.-produced and NONSUBJECT imported lawn and garden steel fence posts (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

Yes       No—Please explain, by country.

---

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

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

III-B-16. Are NONSUBJECT imported lawn and garden steel fence posts used interchangeably with lawn and garden steel fence posts imported from China?

- Yes       No—Please explain, by country.

---

---

III-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced lawn and garden steel fence posts and such products imported from China that are a significant factor in your firm's sales of lawn and garden steel fence posts?

- No       Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

---

---

III-B-18. Are there any differences in product characteristics or sales conditions between U.S.-produced lawn and garden steel fence posts and NONSUBJECT imported lawn and garden steel fence posts that are a significant factor in your firm's sales of such products?

- No       Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

---

---

III-B-19. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported lawn and garden steel fence posts and such products imported from China that are a significant factor in your firm's sales of lawn and garden steel fence posts?

- No       Yes—Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from China.

---

---

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

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

III-B-20. a) Do you sell lawn and garden steel fence posts to large or “big box” retailers (such as Home Depot and Lowe’s)?

No             Yes—What percentage of your firm’s 2002 sales were to these retailers?

---

---

b) Please describe any differences in the product characteristics and sales terms and conditions (e.g., quality, volume requirements, volume discounts, distribution network, product range) between sales to “big box” retailers and other customers.

---

---

I11-B-21. The following questions relate to the degree of similarity or the differences between (1) lawn and garden steel fence posts, (2) other posts of 1 pound or less per foot, and (3) posts over 1 pound per foot.

Please describe any similarities and/or differences in the physical characteristics.

---

---

Please describe any similarities and/or differences in the uses.

---

---

Please describe the degree of interchangeability, if any, i.e., are they used in the same or similar applications?

---

---

Please describe any similarities and/or differences in the channels of distribution.

---

---

Please describe, to the best of your knowledge, any similarities and/or differences in customer and producer perceptions.

---

---

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

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

III-21 Please explain whether they are made in common (i.e., the same or shared) manufacturing facilities, using common production processes, and production employees.

---

---

---

Please describe any similarities and/or differences in the prices.

---

---

---

**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 lawn and garden steel fence posts imported from China during January 2000-December 2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of lawn and garden steel fence posts from China that each of these customers accounted for in 2002.

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