

U.S. PRODUCERS' QUESTIONNAIRE

CERTAIN STEEL NAILS FROM CHINA AND THE UNITED ARAB EMIRATES

This questionnaire must be received by the Commission by no later than April 24, 2008

See page 5 of the Instruction Booklet for filing instructions.

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 (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>Has your firm produced certain steel nails (as defined in the instruction booklet) at any time since January 1, 2005?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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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 means of 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.

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

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

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 50 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. Do you support or oppose the petition?

Support Oppose Take no position

I-4. 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-5. 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>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain steel nails?

No Yes--List the following information

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

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

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

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

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced using the same workers and share of total production in 2007 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Certain steel nails</u>	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain steel nails?

No Yes--Name firm(s): _____.

II-7. Does your firm produce certain steel nails in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-8. Since January 1, 2005, has your firm imported certain steel nails?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain steel nails in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)			
Item	Calendar years		
	2005	2006	2007
Average production capacity ¹ (quantity)			
Beginning-of-period inventories (quantity)			
Production (quantity)			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
Quantity of internal consumption			
Value ² of internal consumption			
Transfers to related firms:			
Quantity of transfers			
Value ² of transfers			
Export shipments:³			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories ⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
Employment data:			
Average number of PRWs (number)			
Hours worked by PRWs (1,000 hours)			
Wages paid to PRWs (value)			
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>			
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below: <hr/>			
³ Identify your principal export markets: _____. 			
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? 			
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-11. Other than direct imports, has your firm otherwise purchased certain steel nails since January 1, 2005? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Calendar years		
	2005	2006	2007
PURCHASES FROM U.S. IMPORTERS² OF CERTAIN STEEL NAILS FROM--			
China:			
<i>Quantity</i>			
<i>Value</i>			
United Arab Emirates:			
<i>Quantity</i>			
<i>Value</i>			
All other countries:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:²			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:²			
<i>Quantity</i>			
<i>Value</i>			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>			
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>			

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

II-12. Please discuss the production method used by your firm to manufacture certain steel nails. If your firm uses more than one method, please also identify the share (in percent) of your production accounted for by each method. In answering, please specify whether or not your firm's production operations are fully integrated or whether they are non-integrated and you start the production process with wire. If your production of certain steel nails is a non-integrated operation, please indicate whether supply of wire has affected production of certain steel nails.

II-13. Please provide the quantity and value of **U.S. shipments** of your firm's **U.S. production** of certain steel nails during 2007:

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

II-14. Are your certain steel nails subject to a patent?

No Yes—Please identify which nails and indicate whether there is a generic equivalent.

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

II-15a. Please provide the quantity and value of **U.S. shipments** of your firm's **U.S. production** of principal types of certain steel nails during 2007:

Nail by Form and Type	Quantity (in short tons)	Value (in \$1,000)
Collated: Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other types not listed above (Please identify: _____)		
TOTAL		
Uncollated: Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
Spikes		
All other types not listed above (Please identify: _____)		
TOTAL		

II-15b. Please indicate whether your firm has increased or decreased its production of any of the types of nails specified above from 2005 to 2007, and indicate why your firm has made this change in the type of nails produced:

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

II-16. Has your firm benefited in any way, including from increased sales volumes or increased prices, from the filing of this trade case or the imposition of preliminary duties against China or the United Arab Emirates?

- No Yes—Please discuss.

II-17. Does your firm anticipate that it will benefit from the imposition of antidumping duty orders against China and the United Arab Emirates?

- No Yes—In what way?

PART III.—FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432, charles.yost@usitc.gov).

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below:

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise:

- 2. Does your firm prepare profit/loss statements for the subject merchandise:
 Yes No
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually
- 4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes certain steel nails, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

PART III.—FINANCIAL INFORMATION--Continued

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

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of certain steel nails from any related firm?

Yes—Continue to question III-7 below. No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of certain steel nails that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes—Continue to question III-9 below. No--Continue to question III-10 below.

PART III.—FINANCIAL INFORMATION--Continued

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No—Please contact Charles Yost (202-205-3432, charles.yost@usitc.gov).

III-10. Nonrecurring charges.--For each annual and interim period for which financial results are reported in question III-7, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-7 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's certain steel nails operations.

Item	Fiscal years ended--		
	_____	_____	_____
Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-7.)			
1.			
2.			
3.			
4.			
5.			
6.			
7.			

PART III.—FINANCIAL INFORMATION--Continued

III-11. Operations on certain steel nails.--Report the revenue and related cost information requested below on the certain steel nails operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost at (202) 205-3432 before completing this section of the questionnaire.

Quantity (in short tons) and value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS): ⁴			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. ³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ⁴ COGS should include costs associated with internal consumption and transfers to related firms.			

PART III.—FINANCIAL INFORMATION--Continued

III-12. Consolidate operations on certain steel nails, including purchases of imports from China and/or the United Arab Emirates.—If your firm imported or purchased certain steel nails from China and/or the United Arab Emirates (reported data in question II-11 or the importers questionnaire), report the revenue and related cost information requested below, combining the purchases of imports with the operations of your U.S. establishment(s) and present a consolidated report.¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for your three most recently completed fiscal years in chronological order from left to right.

Quantity (in short tons) and value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS): ⁴			
Raw materials ⁴			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income (loss)			
¹ Include all sales (whether domestic or export) and costs related to your U.S. manufacturing operations and purchases of imports from China and/or United Arab Emirates. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ COGS should include costs associated with internal consumption and transfers to related firms. ⁴ Including the purchase cost of certain steel nails from China and/or United Arab Emirates either directly or indirectly.			

PART III.—FINANCIAL INFORMATION--Continued

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of certain steel nails. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe: _____)			
F. Total current assets (lines 1.A. through 1.E.)			
2. Property, plant, and equipment			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
3. Other (describe: _____)			
4. Other (describe: _____)			
5. Total assets (lines 1.F., 2.C., 3 and 4)			

III-14. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on certain steel nails. Provide data for your three most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Capital expenditures			
Research and development expenditures			

PART III.—FINANCIAL INFORMATION--Continued

III-15. Since January 1, 2005, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain steel nails from China or the United Arab Emirates? Indicate whether any actual negative effects are the results of imports from **China** , **the United Arab Emirates** , or **both** .

No

Yes--My firm has experienced actual negative effects as follows:

Cancellation, postponement, or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify) _____

III-16a. Does your firm anticipate any negative impact of imports of certain steel nails from **China**?

III-16b. Does your firm anticipate any negative impact of imports of certain steel nails from **the United Arab Emirates**?

PART IV.—PRICING AND RELATED INFORMATION--Continued

Further information on this part of the questionnaire can be obtained from **Kelly Clark (202-205-3166 or Kelly.Clark@usitc.gov)**.

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2005-December 2007.

Product 1.-10d 3" by 0.128"-0.131" (10.25 gauge) bright smooth, 20-22 degree plastic-strip collated nails

Product 2.-10d 3" by 0.118"-0.121" (11 gauge) bright smooth, 20-22 degree plastic-strip collated nails

Product 3.-8d 2³/₈" by 0.110"-0.113" (11.5 gauge) bright screw or ring shank, 20-22 degree plastic-strip collated nails

Product 4.-16d 3¹/₄" by 0.148" (9 gauge) smooth vinyl- or cement-coated sinker, bulk

Product 5.-6d 2" by 0.112"-0.115" (11.5 gauge) bright drive screw (threaded), bulk

Product 6.-6d 2" by 0.096"-0.099" (12.5 gauge) bright screw (threaded), 15 degree wire coil collated nails

Product 7.-16d 3¹/₄" by 0.128"-0.131" (10.25 gauge) bright smooth, 20-22 degree plastic-strip collated nails

Product 8.-5d 1³/₄" by 0.082"-0.086" (13.5 gauge) bright screw (threaded) **15 degree** wire coil collated nails

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

Also note that the quantities requested are "thousand count of nails" for products 1, 2, 3, 6, 7, and 8 but are "short tons" for products 4 and 5. (To convert metric tons to short tons, take the quantity in metric tons and divide by 0.907185.)

PART IV.—PRICING AND RELATED INFORMATION--Continued

IV-2. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in 1,000 nails for products 1, 2, and 3, and in short tons for product 4, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2006								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2007								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								

(Quantity in short tons for product 5, and in 1,000 nails for products 6, 7, and 8, value in dollars)								
Period of shipment	Product 5		Product 6		Product 7		Product 8	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2006								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2007								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Pricing product definitions are provided on the previous page.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

PART IV.—PRICING AND RELATED INFORMATION--Continued

IV-3. 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.

IV-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-5. What are your firm's typical sales terms for its U.S.-produced certain steel nails (e.g., 2/10 net 30 days)? _____. On what basis are your prices of domestic certain steel nails usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

IV-6. Approximately what share of your firm's sales of its U.S.-produced certain steel nails in 2007 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)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____
TOTAL	100%

IV-7. 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 IV.—PRICING AND RELATED INFORMATION--Continued

IV-8. 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? _____

IV-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced certain steel nails?

<u>Source</u>	<u>Share of sales,</u> <u>2007</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

IV-10. (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? (check one)
 Your firm or purchaser

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

IV-11. What is the geographic market area in the United States served by your firm's certain steel nails? (check all that apply)

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

PART IV.—PRICING AND RELATED INFORMATION--Continued

IV-12. Describe the end uses of the certain steel nails that you manufacture. For each end-use product, **what percent of the total cost** is accounted for by certain steel nails (and NOTE: the percentages should not add up to 100 percent)?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

IV-13. (a) Please list in order of importance any products that may be substituted for certain steel nails.

(i) _____

(ii) _____

(iii) _____

(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?

PART IV.—PRICING AND RELATED INFORMATION--Continued

IV-14. (a) How has the demand within the United States for certain steel nails changed since January 1, 2005? What principal factors affect changes in demand?

Increased No change Decreased

(b) How has the demand outside the United States for certain steel nails changed since January 1, 2005? What principal factors affect changes in demand?

Increased No change Decreased

IV-15. (a) Are the certain steel nails market subject to business cycles or conditions of competition (including seasonal business) distinctive to certain steel nails?

No Yes-- Please describe.

(b) If yes, have there been any changes in the business cycles or conditions of competition for certain steel nails since January 1, 2005?

No Yes-- Please describe.

PART IV.—PRICING AND RELATED INFORMATION--Continued

IV-16. Have there been any significant changes in the product range or marketing of certain steel nails since January 1, 2005?

No Yes-- Please describe.

IV-17. Has your firm refused, declined, or been unable to supply certain steel nails since January 1, 2005 (examples include placing customers on allocation, or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No Yes-- Please describe.

IV-18. Are there any types of certain steel nails that your firm cannot produce?

No Yes-- Please supply specific details as to the type of certain steel nails.

IV-19. Please describe any trends in the prices of raw materials used to produce certain steel nails and whether your firm expects these trends to continue.

PART IV.—PRICING AND RELATED INFORMATION--Continued

IV-22. Please identify below the names and addresses of your firm's 10 largest customers for certain steel nails during 2005-2007. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain steel nails that each of these customers accounted for in 2007.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.—PRICING AND RELATED INFORMATION--Continued

IV-24. COMPETITION FROM IMPORTS--LOST SALES.-- PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS

Since January 1, 2005: Did your firm lose sales of certain steel nails to imports of these products from China or the United Arab Emirates?

No Yes

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

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

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (short tons)	Rejected U.S. price (total value—1,000 dollars)	Country of origin	Competing import price (total value—1,000 dollars)

PART V.—OTHER TRADE AND RELATED INFORMATION

V-1. Does your firm produce steel roofing nails?

No Yes --Please indicate the amount of steel roofing nails you produced in 2005-07.

2005 _____ short tons 2006 _____ short tons 2007 _____ short tons

V-2. Does your firm produce and sell certain steel nails that are:

ICC-ES quality certified? Yes No

ISO 9001-2000 certified? Yes No

Plastic collated? Yes No

Paper collated? Yes No

Wire collated? Yes No

Heat-treated by your firm? Yes No

For a customer's private label? Yes No

ICC-ES quality certified? Yes No

Phosphate coated? Yes No

Two-piece nails? Yes No

Lead head nails? Yes No