

U.S. IMPORTERS' QUESTIONNAIRE

CERTAIN STEEL NAILS FROM THE UNITED ARAB EMIRATES

This questionnaire must be received by the Commission by no later than January 27, 2012

See page 4 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 investigation concerning certain steel nails from the United Arab Emirates (inv. No. 731-TA-1185 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm imported certain steel nails (as defined in the instruction booklet) from any country at any time since January 1, 2009?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

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 this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings 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 of Authorized Official

Title of Authorized Official

Date

Signature

Phone: ()

Fax ()

E-mail address

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 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. **OMB statistics**--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. **OMB feedback**--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. **Establishments covered**--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. **Ownership**--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-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing certain steel nails from the United Arab Emirates into the United States or that are engaged in exporting certain steel nails from 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-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on certain steel nails. More than one answer may be applicable.

- Importer of record Takes title to the imported product(s)
- Consignee of the imported products(s) Customs broker or freight forwarder.

I-7. **Consignee.**--If your firm is an importer of record of certain steel nails but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters certain steel nails into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports certain steel nails under the TIB (temporary importation under bond) program.

No Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No Yes--Please specify. _____

PART II.--TRADE AND RELATED INFORMATION

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

II-1. Please identify the individual to be contacted regarding the confidential information requested in Part II. Please indicate the manner by which Commission staff may contact the individual responsible for Part II with questions regarding the submitted confidential information.

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of certain steel nails since January 1, 2009.

(check as many as appropriate) *(please describe)*

- office/warehouse openings _____

- office/warehouse closings _____

- relocations _____

- expansions _____

- acquisitions _____

- consolidations _____

- prolonged shutdowns or
importation curtailments _____

- revised labor agreements _____

- other _____

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

II-3. **Arranged imports**--Has your firm imported or arranged for the importation of certain steel nails from the United Arab Emirates for delivery **after** December 31, 2011?

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

II-4. **Reasons for importing**--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 FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of certain steel nails imported from the United Arab Emirates by your firm during the specified periods. (See definitions in the instruction booklet.)

The United Arab Emirates

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2009	2010	2011
Beginning-of-period inventories (<i>quantity</i>)			
Imports: ¹			
<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> ² of internal consumption/transfers			
Export shipments: ³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
End-of-period inventories ⁴ (<i>quantity</i>)			
Channels of distribution:			
U.S. shipments to distributors (<i>quantity</i>)			
U.S. shipments to end users (<i>quantity</i>)			
¹ Please identify the sources and foreign producers, if known: _____ _____ _____			
² 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 each of the periods noted above: _____ _____			
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 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-5a. **Types of shipments.**-- Please report the share of 2011 U.S. shipments reported in Question II-5 that were sold in small packs (for purposes of this question, in packages of five pounds or less): _____ percent.

Please report the share of 2011 U.S. shipments reported in Question II-5 that consisted of the following types of nails (Duplex, Cut masonry, Brite Common, Gutter spikes, Pole bam, EG Tile, Vinyl Coated Barbed Drywall, Blued Plasterboard, Stub, Cut flooring, Neo Wash Roof, Blued Lath, Furring, Panelboard, Green Vinyl Sinkers, A/T Drywall, Flooring, Tension Pins, EG Joist Hangar, EG Finish, Masonry, Lead Head, Phosphate Coated Drywall, EGCommon, Nursery, EG Box, 28 degree stick framing nails plastic collated, 28 degree stick framing nails wire collated): _____ percent.

II-6. Please provide the quantity and value of **U.S. shipments** of your firm's **U.S. imports from the UAE** of certain steel nails during 2011:

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

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

II-7. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of certain steel nails imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2009	2010	2011
Beginning-of-period inventories (quantity)			
Imports: ¹			
Quantity of imports			
Value of imports			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ² of internal consumption/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)			
¹ Please identify the sources and foreign producers, if known: _____ _____ _____			
² 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 each of the periods noted above: _____ _____ _____			
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 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-7a. **Types of shipments.**-- Please report the share of 2011 U.S. shipments reported in Question II-7 that were sold in small packs (for purposes of this question, in packages of five pounds or less): _____ percent.

Please report the share of 2011 U.S. shipments reported in Question II-7 that consisted of the following types of nails (Duplex, Cut masonry, Brite Common, Gutter spikes, Pole bam, EG Tile, Vinyl Coated Barbed Drywall, Blued Plasterboard, Stub, Cut flooring, Neo Wash Roof, Blued Lath, Furring, Panelboard, Green Vinyl Sinkers, A/T Drywall, Flooring, Tension Pins, EG Joist Hangar, EG Finish, Masonry, Lead Head, Phosphate Coated Drywall, EGCommon, Nursery, EG Box, 28 degree stick framing nails plastic collated, 28 degree stick framing nails wire collated): _____ percent.

II-8. Please provide the quantity and value of **U.S. shipments** of your firm's **U.S. imports from all other sources** of certain steel nails during 2011:

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

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Jeff Clark (202-205-3318, jeffrey.clark@usitc.gov).

III-1. **Contact information.**-- Please identify the individual to be contacted regarding the confidential information requested in Part III. Please indicate the manner by which Commission staff may contact the individual responsible for Part III with questions regarding the submitted confidential information.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

III-2. These questions requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since January 1, 2009 of the following products you imported from the United Arab Emirates:

PRODUCT 1.--3" by 0.131" bright smooth, plastic-strip collated nails

PRODUCT 2.--3" by 0.120" bright smooth, plastic-strip collated nails

PRODUCT 3.--2³/₈" by 0.113" bright screw and ring shank nails, plastic-strip collated

PRODUCT 4.--3¹/₄" by 0.148" 16D smooth vinyl-coated sinkers, bulk

PRODUCT 5.--2" by 0.113" bright, drive screw, machine quality pallet nails, bulk

PRODUCT 6.--2" by 0.099" bright, drive screw, wire-welded collated in coils

PRODUCT 7.--3¹/₄" by 0.131" bright smooth, plastic-strip collated

PRODUCT 8.--1³/₄" by 0.086" bright screw, wire coil collated

PRODUCT 9.--2³/₈" by 0.113" hot-dip, ring shank, plastic-strip collated

PRODUCT 10.--2" by 0.092" 6D bright smooth, 1 lb. packaging, bulk

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, 8, and 9 but are "**short tons**" for products 4, 5, and 10. (To convert metric tons to short tons, take the quantity in metric tons and divide by 0.907185.)

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

III-2a. **Price data**.--Report below the quarterly price data¹ for pricing products² imported from the United Arab Emirates and sold by your firm.

The United Arab Emirates

(Quantity in 1,000 nails for products 1, 2, and 3, and in short tons for products 4 and 5, value in dollars)										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2009										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2010										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2011										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										

(Quantity in 1,000 nails for products 6, 7, 8, and 9, and in short tons for product 10, value in dollars)										
Period of shipment	Product 6		Product 7		Product 8		Product 9		Product 10	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2009										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2010										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2011										
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 III.--PRICING AND RELATED INFORMATION--Continued

III-2b. **Price data** *continued*.--Report below the quarterly price data¹ for pricing products² imported from your largest country source sold by your firm.

Largest country source: _____

(Quantity in 1,000 nails for products 1, 2, and 3, and in short tons for products 4 and 5, value in dollars)										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2009										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2010										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2011										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										

(Quantity in 1,000 nails for products 6, 7, 8, and 9, and in short tons for product 10, value in dollars)										
Period of shipment	Product 6		Product 7		Product 8		Product 9		Product 10	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2009										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2010										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2011										
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 III.--PRICING AND RELATED INFORMATION--Continued

III-2c. **Price data** *continued*.--Report below the quarterly price data¹ for pricing products² imported from your second largest country source sold by your firm.

Second largest country source: _____

(Quantity in 1,000 nails for products 1, 2, and 3, and in short tons for products 4 and 5, value in dollars)										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2009										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2010										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2011										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										

(Quantity in 1,000 nails for products 6, 7, 8, and 9, and in short tons for product 10, value in dollars)										
Period of shipment	Product 6		Product 7		Product 8		Product 9		Product 10	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2009										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2010										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
2011										
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 III.--PRICING AND RELATED INFORMATION--Continued

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of certain steel nails (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **Pricing terms for certain steel nails.**--

(a) What are your firm's typical sales terms for certain steel nails imported from the UAE?

Net 30 days	Net 60 days	2/10 net 30 days	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your prices of imported certain steel nails from the UAE usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Contract versus spot.**-- Approximately what share of your firm's sales of certain steel nails imported from the UAE in 2011 were on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2011 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

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

III-7. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for certain steel nails (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

III-8. **Lead times.**--What is your share of sales of certain steel nails imported from the UAE both from inventory and produced to order and 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?

<u>Source</u>	<u>Share of 2011 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

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

III-9. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of certain steel nails imported from the United Arab Emirates 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) When you sell certain steel nails imported from the United Arab Emirates, from where is it shipped?
 (check one) point of importation or storage facility
- (d) Indicate the approximate percentage of your sales of certain steel nails imported from the UAE that are delivered the following distances from your U.S. point of shipment.

Distance from your U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

- III-10. **Geographical shipments--**What is the geographic market area in the United States served by your firm's shipments of imported certain steel nails? (check all that apply)

Geographic area	√ if applicable	Share of 2011 U.S. commercial shipments (percent)	
		UAE	All others
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>	%	%
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>	%	%
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>	%	%
Central Southwest. —AR, LA, OK, and TX.	<input type="checkbox"/>	%	%
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>	%	%
Pacific Coast. —CA, OR, and WA.	<input type="checkbox"/>	%	%
Other. —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>	%	%
Total		100 %	100 %

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

III-11. **End uses**--Describe the end uses of the certain steel nails that you import from the United Arab Emirates. For each end-use product, what percentage of the total cost is accounted for by certain steel nails and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	Certain steel nails (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

III-12. **Substitutes**-- Can other products be substituted for certain steel nails?

No Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for certain steel nails?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

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

III-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for certain steel nails has changed since January 1, 2009. Describe the principal factors that have affected these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Product changes.**--Have there been any significant changes in the product mix or marketing of certain steel nails since January 1, 2009?

No Yes-- Please describe.

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

III-15. **Business cycles.**--

(a) Is the certain steel nails market subject to business cycles or conditions of competition (including seasonal business) distinctive to certain steel nails?

No (skip to question III-16.) Yes-- Please describe below and then answer part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for certain steel nails since January 1, 2009?

No Yes-- Please describe.

III-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply certain steel nails since January 1, 2009 (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.

III-17. **Raw materials.**--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 III.--PRICING AND RELATED INFORMATION--Continued

III-20. **Customer Identification.**--Please identify the names and contact information for your firm's 10 largest customers for certain steel nails since January 1, 2009. Indicate the share of the quantity of your firm's total shipments of certain steel nails that each of these customers accounted for in 2011.

Customer's name	Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2011 sales (%)
1				Street Address City ' State Zip Code	
2				Street Address City ' State Zip Code	
3				Street Address City ' State Zip Code	
4				Street Address City ' State Zip Code	
5				Street Address City ' State Zip Code	
6				Street Address City ' State Zip Code	
7				Street Address City ' State Zip Code	
8				Street Address City ' State Zip Code	
9				Street Address City ' State Zip Code	
10				Street Address City ' State Zip Code	