

**U.S. PRODUCERS' 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)).

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

_____ <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. **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.

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I-3. **Petition support**--Do you support or oppose the petition?

Support     Oppose     Take no position

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**PART I.--GENERAL INFORMATION--Continued**

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

I-5. **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-6. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**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](mailto: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 production of certain steel nails since January 1, 2009.

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

- plant openings ..... \_\_\_\_\_  
\_\_\_\_\_
- plant closings..... \_\_\_\_\_  
\_\_\_\_\_
- relocations ..... \_\_\_\_\_  
\_\_\_\_\_
- expansions ..... \_\_\_\_\_  
\_\_\_\_\_
- acquisitions..... \_\_\_\_\_  
\_\_\_\_\_
- consolidations..... \_\_\_\_\_  
\_\_\_\_\_
- prolonged shutdowns or  
production curtailments ..... \_\_\_\_\_  
\_\_\_\_\_
- revised labor agreements..... \_\_\_\_\_  
\_\_\_\_\_
- other (*e.g.*, technology) ..... \_\_\_\_\_  
\_\_\_\_\_

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

II-3. **Same equipment, machinery, and workers.**--Has your firm since 2009 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of certain steel nails and/or using the same production and related workers employed to produce certain steel nails?

- No                       Yes--List the following information and report your firm's combined production capacity and production of these products and certain steel nails in the periods indicated.

<b>Product</b>	<b>Period</b>	<b>Basis for allocation of capacity and employment data (indicate if different)</b>
_____	_____	_____
_____	_____	_____
_____	_____	_____

(Quantity in short tons)			
Item	Calendar years		
	2009	2010	2011
<b>Overall production capacity</b>			
<b>Production of:</b> Subject merchandise			
_____			
_____			

II-4. **Production constraints and product shifting.**--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. **Tolling.**--Since January 1, 2009, 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): \_\_\_\_\_.

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

II-6. During 2009- 11, did your firm have the in-house capability to perform the following production processes for manufacturing certain steel nails, did your firm actually perform these production processes in-house, and/or has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain steel nails?

<b>Process</b>	<b>Do you have the capability? Yes/No</b>	<b>Do you actually perform? Yes/No</b>	<b>Have you been involved in a toll agreement? Yes/No</b>
a. Complete nail making process			
b. Hot dip galvanizing process			
c. Electro-plating process			
d. Heat treatment process			
e. Sinker coating process			
f. Packing process for small packaged nails ( 1 lb/ 5 lb boxes)			

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

No             Yes--Identify FTZ(s): \_\_\_\_\_.

II-8. **Importer.**--Since January 1, 2009, 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. **Trade data.**--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.)

<b>Quantity (in short tons) and value (in \$1,000)</b>			
Item	Calendar years		
	2009	2010	2011
<b>Average production capacity<sup>1</sup></b> (quantity)			
<b>Beginning-of-period inventories</b> (quantity)			
<b>Production</b> (quantity)			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption:</b>			
Quantity of internal consumption			
Value <sup>2</sup> of internal consumption			
<b>Transfers to related firms:</b>			
Quantity of transfers			
Value <sup>2</sup> of transfers			
<b>Export shipments:<sup>3</sup></b>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories<sup>4</sup></b> (quantity)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<b>Employment data:</b>			
Average number of PRWs (number)			
Hours worked by PRWs (1,000 hours)			
Wages paid to PRWs (value)			
<sup>1</sup> 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/>			
<sup>2</sup> 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 each of the periods noted above: <hr/>			
<sup>3</sup> Identify your principal export markets: _____ 			
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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-9a. **Types of shipments.**-- Please report the share of 2011 U.S. shipments reported in Question II-9 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-9 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-10. Please provide the quantity and value of **U.S. shipments** of your firm's **U.S. production** of certain steel nails during 2011:

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

II-11. **Related firms.**--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.

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

II-12. **Purchases** --Other than direct imports, has your firm otherwise purchased certain steel nails since January 1, 2009? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Calendar years		
	2009	2010	2011
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF CERTAIN STEEL NAILS FROM--</b>			
<b>The United Arab Emirates:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>All Other Countries:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>			
<sup>2</sup> 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 III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Mary Klir (202-205-3247, [Mary.Klir@usitc.gov](mailto:Mary.Klir@usitc.gov)).

III-1. 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	

III-2. **Accounting system.**--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,    10Qs,  
 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. **Cost accounting system.**--Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

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

**PART III.--FINANCIAL INFORMATION--Continued**

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

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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. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of certain steel nails that your firm receives from related parties.

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

**PART III.--FINANCIAL INFORMATION--Continued**

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 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

III-9. **Nonrecurring charges.**--For each annual period for which financial results are reported in question III-10, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-10 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--		
	_____	_____	_____
<b>Non-recurring charges:</b> (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-10.)			
1.			
2.			
3.			
4.			
5.			
6.			
7.			

**PART III.--FINANCIAL INFORMATION--Continued**

III-10. 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).<sup>1</sup> **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.**<sup>2</sup> 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--		
	_____	_____	_____
<b>Net sales quantities:</b> <sup>3</sup>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
<b>Net sales values:</b> <sup>3</sup>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
<b>Cost of goods sold (COGS):</b> <sup>4</sup>			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
<b>Gross profit or (loss)</b>			
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
<b>Operating income (loss)</b>			
<b>Other income and expenses:</b>			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
<b>Net income or (loss) before income taxes</b>			
<b>Depreciation/amortization included above</b>			
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> 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. <sup>3</sup> 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. <sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.			

**PART III.--FINANCIAL INFORMATION--Continued**

III-11. **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 information necessary to calculate total assets for certain steel nails in the normal course of business, please estimate this information based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

**Note:** Total assets should be net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
<b>Total assets (net)</b>			

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses 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--		
	_____	_____	_____
<b>Capital expenditures</b>			
<b>Research and development expenses</b>			

III-13. **Data consistency and reconciliation.**--  
Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year: Calendar year ( \_\_\_\_\_ ) or Fiscal year ( \_\_\_\_\_ )

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-8 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-8?

Yes     No--Please explain \_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

III-14. **Effects of imports**--Since January 1, 2009, 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 the United Arab Emirates?

- 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-15. **Anticipated effects of imports**--Does your firm anticipate any negative impact of imports of certain steel nails from the United Arab Emirates?

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**PART IV.--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](mailto:jeffrey.clark@usitc.gov)).

- IV-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**

- IV-2. This question requests quarterly quantity and value 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 produced by your firm.

**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.**--2<sup>3</sup>/<sub>8</sub>" by 0.113" bright screw and ring shank nails, plastic-strip collated

**PRODUCT 4.**--3<sup>1</sup>/<sub>4</sub>" 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.**--3<sup>1</sup>/<sub>4</sub>" by 0.131" bright smooth, plastic-strip collated

**PRODUCT 8.**--1<sup>3</sup>/<sub>4</sub>" by 0.086" bright screw, wire coil collated

**PRODUCT 9.**--2<sup>3</sup>/<sub>8</sub>" 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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2a. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

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

<b>(Quantity in 1,000 nails for products 6, 7, 8, and 9, and in short tons for product 10, value in dollars)</b>										
Period of shipment	Product 6		Product 7		Product 8		Product 9		Product 10	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>2009</b>										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
<b>2010</b>										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										
<b>2011</b>										
Jan-Mar										
Apr-June										
July-Sept										
Oct-Dec										

<sup>1</sup> 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.

<sup>2</sup> 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. **Price setting.**-- How does your firm determine the prices that it charges for sales of certain steel nails (*check all that apply*)?

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

IV-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"/>	

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

(a) What are your firm's typical sales terms for its U.S.-produced certain steel nails?

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 domestic certain steel nails usually quoted (*check one*)?

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

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced certain steel nails 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>
<b>Long-term contracts</b> (multiple deliveries for more than 12 months)	_____ %
<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	_____ %
<b>Spot sales</b> (for a single delivery)	_____ %
<b>Total</b>	<b>100 %</b>

IV-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).

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

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

IV-8. **Lead times.**--What is your share of sales 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 your U.S.-produced certain steel nails?

<b>Source</b>	<b>Share of 2011 sales</b>	<b>Lead time (days)</b>
From inventory	_____ %	_____
Produced to order	_____ %	_____
<b>Total</b>	<b>100 %</b>	

IV-9. **Shipping information.**--

- (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) Indicate the approximate percentage of your sales of certain steel nails that are delivered the following distances from your production facility.

<b>Distance from production facility</b>	<b>Share</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b>	<b>100 %</b>

IV-10. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of certain steel nails? (check all that apply and estimate the share of your firm's U.S. commercial shipments of U.S.-produced certain steel nails)

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

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

IV-11. **End uses.**--List the end uses of the certain steel nails that you manufacture. 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)	
1.	%	%	100%
2.	%	%	100%
3.	%	%	100%

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-12. **Substitutes.**--Please list in order of importance any products that may be substituted for certain steel nails. For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price 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"/>	

IV-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
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

No                       Yes--Please describe and quantify if possible.

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-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 IV-16.)       Yes-- Please describe below and then answer part (b).

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(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.

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IV-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.

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IV-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.

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-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	

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**IV-21. COMPETITION FROM IMPORTS--LOST REVENUES.--**

Since January 1, 2009: To avoid losing sales to competitors selling certain steel nails from the United Arab Emirates, did your firm:

Reduce prices  No  Yes  
 Roll back announced price increases  No  Yes

**THE TABLE BELOW IS TO BE COMPLETED BY NON-PETITIONERS FOR SALES BEGINNING ON JANUARY 1, 2009, AND FOR PETITIONERS FOR SALES AFTER THE FILING OF THE PETITION. PETITIONERS ALSO SHOULD NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS PROCEEDING.**

If you indicated "yes" above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., 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 initial price quotation
- Quantity involved
- Your initial *rejected* price quotation (total delivered value)
- Your *accepted* price quotation (total delivered value)
- The country of origin of the competing imported product
- The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (short tons)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Country of origin	Competing import price (total value-- dollars)
Firm Contact Phone Fax							
Firm Contact Phone Fax							
Firm Contact Phone Fax							
Firm Contact Phone Fax							

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**IV-22. COMPETITION FROM IMPORTS--LOST SALES.--**

Since January 1, 2009: Did your firm lose sales of certain steel nails to imports of these products from the United Arab Emirates?

No                       Yes

**PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS PROCEEDING.**

If you indicated "yes" above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., 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)

<b>Customer name, contact person, phone and fax numbers</b>	<b>Product</b>	<b>Date of quote</b>	<b>Quantity (short tons)</b>	<b>Rejected U.S. price (total value-- dollars)</b>	<b>Country of origin</b>	<b>Competing import price (total value— dollars)</b>
Firm Contact Phone      Fax						
Firm Contact Phone      Fax						
Firm Contact Phone      Fax						
Firm Contact Phone      Fax						