

**CERTAIN STEEL NAILS FROM UNITED ARAB EMIRATES
USITC Inv. No. 731-TA-1185 (Final)**

**EXHIBITS TO ACCOMPANY TESTIMONY OF DOMESTIC INDUSTRY
WITNESSES**

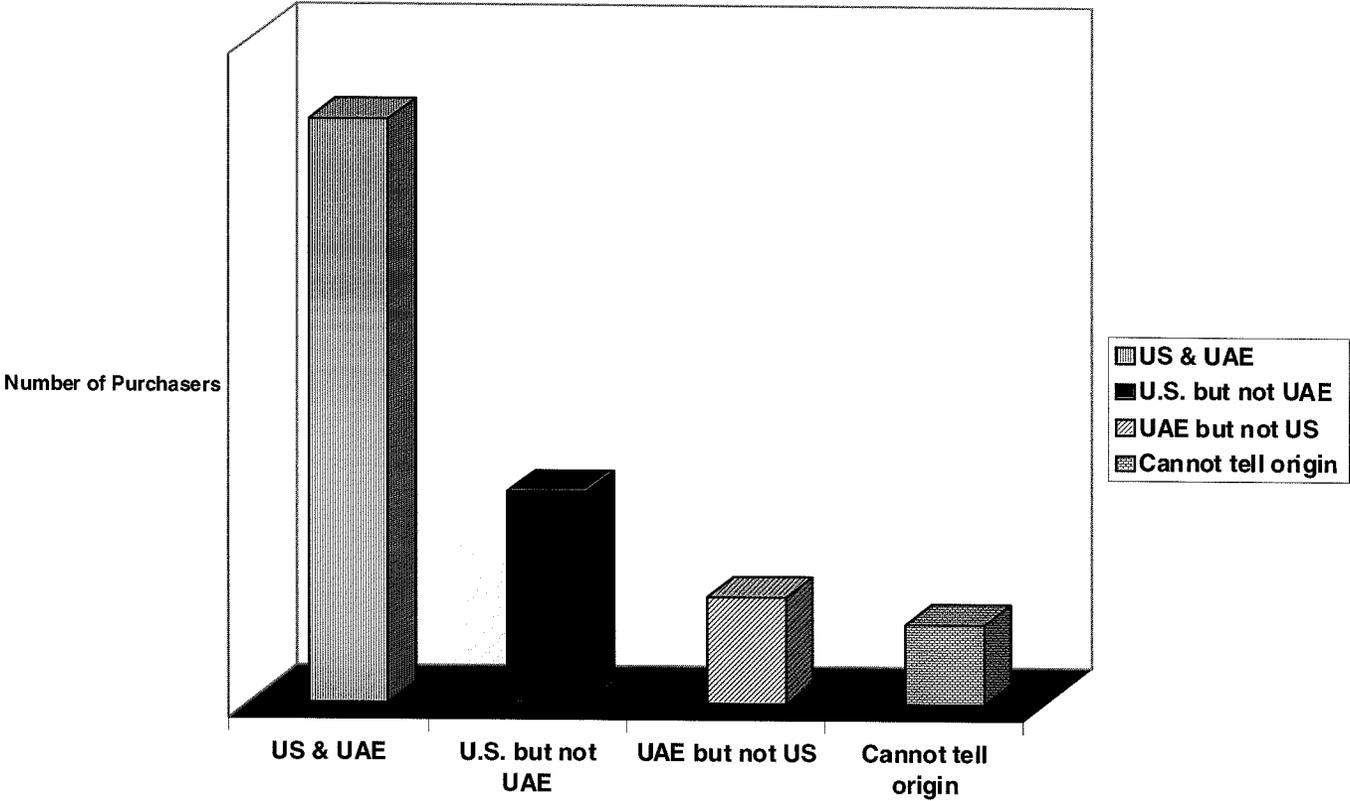
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The U.S. Steel Nail Industry Is Materially Injured By Reason Of Subject Nail Imports From The United Arab Emirates

Change In Industry Performance From 2009 To 2011		
Item	2009 to 2011 Unit Change	2009 to 2011 Percentage Change
Number of U.S. Producers	-7	-43.8%
Quantity Market Share (%)	-4.8%	-21.1%
Production Capacity (S. Tons)	-24,097	-6.7%
U.S. Shipment Quantity (S. Tons)	-4,342	-4.3%
U.S. Shipment Value (\$1,000s)	-\$18,798	-9.3%
PRW Workers	-102	-16.8%
Wages Paid (\$1,000)	-\$7,874	-34.6%
Wages Paid per Ton Produced (\$/S. Ton)	-\$91	-37.3%
Wages per Hour	-\$3.53	-20.3%
Wages per PRW	-\$8,008	-21.4%
Net Sales Average Unit Value (\$/S. Ton)	-\$85	-4.4%
Gross Profit Margin (%)	-3.5%	-18.2%
Gross Profit per S. Ton	-\$81	-21.8%
Operating Income (\$1,000)	-\$3,485	-35.5%
Operating Income Margin (%)	-1.6%	-30.6%
Operating Income per S. Ton	-\$34	-33.7%
Return on Investment (%)	-3.1%	-24.5%

The Overwhelming Majority Of Purchasers That Bought From The UAE Also Bought From U.S. Producers



The Overwhelming Majority Of Purchasers Rate U.S. Nails As Comparable To UAE Nails On All Physical Characteristics So The Deciding Factor Is Price

