

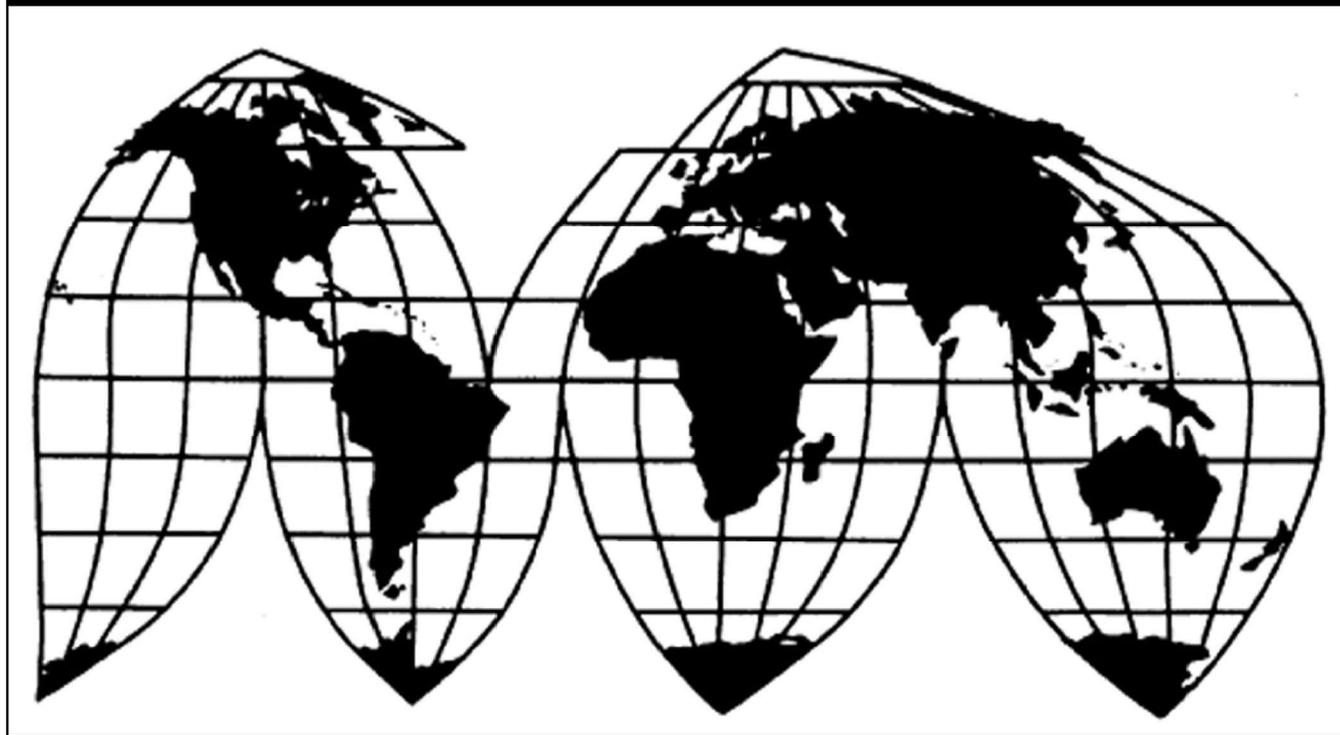
# Steel Nails from India, Thailand, and Turkey

Investigation Nos. 731-TA-1580, 1582, and 1583 (Final)

Publication 5404

February 2023

**U.S. International Trade Commission**



Washington, DC 20436

# U.S. International Trade Commission

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## UNITED STATES INTERNATIONAL TRADE COMMISSION

Investigation Nos. 731-TA-1580, 1582, and 1583 (Final)

Steel Nails from India, Thailand, and Turkey

### DETERMINATIONS

On the basis of the record<sup>1</sup> developed in the subject investigations, the United States International Trade Commission (“Commission”) determines, pursuant to the Tariff Act of 1930 (“the Act”), that an industry in the United States is not materially injured or threatened with material injury by reason of imports of steel nails from India, Thailand, and Turkey, provided for in subheadings 7317.00.55, 7317.00.65, and 7317.00.75 of the Harmonized Tariff Schedule of the United States, that have been found by the U.S. Department of Commerce (“Commerce”) to be sold in the United States at less than fair value (“LTFV”).<sup>2</sup>

### BACKGROUND

The Commission instituted these investigations effective December 30, 2021, following receipt of petitions filed with the Commission and Commerce by Mid Continent Steel & Wire, Inc., Poplar Bluff, Missouri. The Commission scheduled the final phase of the investigations following notification of preliminary determinations by Commerce that imports of steel nails from India, Oman, Sri Lanka, and Turkey were being subsidized within the meaning of section 703(b) of the Act (19 U.S.C. 1671b(b)).<sup>3</sup> Notice of the scheduling of the final phase of the Commission’s investigations and of a public hearing to be held in connection therewith was given by posting copies of the notice in the Office of the Secretary, U.S. International Trade

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<sup>1</sup> The record is defined in § 207.2(f) of the Commission’s Rules of Practice and Procedure (19 CFR 207.2(f)).

<sup>2</sup> 87 FR 78929, December 23, 2022; 87 FR 78935, December 23, 2022; and 87 FR 78937, December 23, 2022. Commerce also published notice in the *Federal Register* of a negative final antidumping duty determination in connection with the investigation concerning steel nails from Sri Lanka (87 FR 78933, December 23, 2022). Accordingly, effective December 23, 2022, the Commission terminated its antidumping duty investigation concerning steel nails from Sri Lanka (88 FR 1291, January 9, 2023).

<sup>3</sup> While Commerce preliminarily determined that countervailable subsidies were not being provided to producers and exporters of steel nails from Thailand, the Commission continued its investigative activities pursuant to Commission rule 207.21(c). Determinations by Commerce with respect to sales at less-than-fair-value value of imports of steel nails from India, Sri Lanka, Thailand, and Turkey were pending at that time and subsequently published in the *Federal Register* on August 4, 2022 (87 FR 47719, 87 FR 47701, 87 FR 47708, and 87 FR 47699).

Commission, Washington, DC, and by publishing the notice in the *Federal Register* of June 21, 2022 (87 FR 36882). In light of the restrictions on access to the Commission building due to the COVID–19 pandemic, the Commission conducted its hearing through written testimony and video conference on August 17, 2022. All persons who requested the opportunity were permitted to participate.

The investigation schedules became staggered when Commerce did not align its countervailing duty investigations with its antidumping duty investigations and reached earlier final countervailing duty determinations. On October 6, 2022, the Commission issued final negative determinations in its countervailing duty investigations of steel nails from India, Oman, Sri Lanka, and Turkey (87 FR 61631, October 12, 2022). Following notification of final determinations by Commerce that imports of steel nails from India, Thailand, and Turkey were being sold at LTFV within the meaning of section 735(a) of the Act (19 U.S.C. 1673d(a)), notice of the supplemental scheduling of the final phase of the Commission’s antidumping duty investigations was given by posting copies of the notice in the Office of the Secretary, U.S. International Trade Commission, Washington, DC, and by publishing the notice in the *Federal Register* of scheduling of the final phase of Commission’s antidumping duty investigations (88 FR 2373, January 13, 2023).

The Commission made these determinations pursuant to section 735(b) of the Act (19 U.S.C. 1673d(b)).

## Views of the Commission

Based on the record in the final phase of these investigations, we determine that an industry in the United States is not materially injured or threatened with material injury by reason of imports of steel nails from India, Thailand, and Turkey found by the U.S. Department of Commerce (“Commerce”) to be sold in the United States at less than fair value (“LTFV”).

### I. Background

Mid Continent Steel & Wire, Inc. (“Mid Continent” or “Petitioner”), a domestic producer of steel nails, filed the petitions in these investigations on December 30, 2021. Although the antidumping duty petitions for steel nails from India, Sri Lanka, Thailand, and Turkey and the countervailing duty petitions for steel nails from India, Oman, Sri Lanka, Thailand, and Turkey were filed on the same day, the investigation schedules became staggered when Commerce did not align its countervailing duty investigations with its antidumping duty investigations,<sup>1</sup> reaching earlier final determinations concerning the countervailing duty investigations on steel nails from India, Oman, Sri Lanka, and Turkey (the “leading investigations”) on August 22, 2022.<sup>2</sup> This necessitated that the Commission issue earlier determinations in the leading

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<sup>1</sup> See *Certain Steel Nails From India: Preliminary Affirmative Countervailing Duty Determination*, 87 Fed. Reg. 34,654 (June 7, 2022); *Certain Steel Nails From Sri Lanka: Preliminary Affirmative Countervailing Duty Determination*, 87 Fed. Reg. 34,645 (June 7, 2022); *Certain Steel Nails From Thailand: Preliminary Negative Countervailing Duty Determination*, 87 Fed. Reg. 34,651 (June 7, 2022); and *Certain Steel Nails From the Republic of Turkey: Preliminary Affirmative Countervailing Duty Determination*, 87 Fed. Reg. 34,649 (June 7, 2022). In addition, Commerce postponed the final determinations for its antidumping duty investigations regarding India, Sri Lanka, Thailand, and Turkey. See *Certain Steel Nails From India: Preliminary Affirmative Determination of Sales at Less Than Fair Value, Postponement of Final Determination, and Extension of Provisional Measures*, 87 Fed. Reg. 47,719 (Aug. 4, 2022); *Certain Steel Nails From Sri Lanka: Preliminary Negative Determination of Sales at Less Than Fair Value and Postponement of Final Determination*, 87 Fed. Reg. 47,701 (Aug. 4, 2022); *Certain Steel Nails From Thailand: Preliminary Affirmative Determination of Sales at Less Than Fair Value, Postponement of Final Determination, and Extension of Provisional Measures*, 87 Fed. Reg. 47,708 (Aug. 4, 2022); *Certain Steel Nails From the Republic of Turkey: Preliminary Affirmative Determination of Sales at Less Than Fair Value*, 87 Fed. Reg. 47,699, 47,701 (Aug. 4, 2022); and *Certain Steel Nails From the Republic of Turkey: Postponement of Final Determination of Sales at Less Than Fair Value Investigation*, 87 Fed. Reg. 59,058 (Sep. 29, 2022).

<sup>2</sup> See *Certain Steel Nails From India: Final Affirmative Countervailing Duty Determination*, 87 Fed. Reg. 51,333 (Aug. 22, 2022); *Certain Steel Nails From the Sultanate of Oman: Final Affirmative Countervailing Duty Determination*, 87 Fed. Reg. 51,335 (Aug. 22, 2022); *Certain Steel Nails From Sri Lanka: Final Affirmative Countervailing Duty Determination*, 87 Fed. Reg. 51,337 (Aug. 22, 2022); and *Certain Steel Nails From the Republic of Turkey: Final Affirmative Countervailing Duty Determination*, 87 Fed. Reg. 51,339 (Aug. 22, 2022). Commerce published a final negative countervailing duty determination with respect to Thailand. See *Certain Steel Nails From Thailand: Final Negative* (Continued...)

investigations than in the trailing antidumping duty investigations, and the Commission terminated the leading investigation with respect to Sri Lanka on the basis of negligibility and reached negative determinations in the other leading investigations in September 2022.<sup>3</sup>

Subsequently, Commerce published its final affirmative determinations in the antidumping duty investigations concerning steel nails from India, Thailand, and Turkey on December 23, 2022.<sup>4</sup> As a result, the Commission must now make its determinations in the antidumping duty investigations on steel nails from India, Thailand, and Turkey (the “trailing investigations”). Pursuant to the statutory provision on staggered investigations, the record for all investigations closed on September 9, 2022, except that Commerce’s final affirmative antidumping duty determinations regarding imports from India, Thailand, and Turkey, and the parties’ final comments concerning those determinations, have been added to the record.<sup>5</sup>

Two groups of respondents filed supplemental final comments in these trailing investigations: Astrotech Steels Private Ltd., a producer of subject merchandise in India, the Hillman Group, a U.S. importer of subject merchandise, and Trinity Steel Pvt. Ltd., a producer of nonsubject merchandise in Sri Lanka (the “Hillman Coalition”);<sup>6</sup> and Metropolitan Staple Corp., PrimeSource Building Products, Inc., Steel Products Company, Inc., and Steel & Wire Northeast, LP, U.S. importers of subject merchandise (the “PrimeSource Coalition”).<sup>7 8</sup>

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*Countervailing Duty Determination*, 87 Fed. Reg. 51,343 (Aug. 22, 2022). Consequently, the Commission terminated the countervailing duty investigation concerning steel nails imported from Thailand. See *Steel Nails from Thailand: Termination of Investigation*, 87 Fed. Reg. 55,036 (Sep. 8, 2022).

<sup>3</sup> *Steel Nails from India, Oman, Sri Lanka, and Turkey*, Inv. Nos. 701-TA-673-675 and 677 (Final), USITC Pub. 5370 (Sep. 2022) (“*Steel Nails Leading Determinations*”) at 1.

<sup>4</sup> See *Certain Steel Nails From India: Final Affirmative Determination of Sales at Less Than Fair Value*, 87 Fed. Reg. 78,937 (Dec. 23, 2022); *Certain Steel Nails From Thailand: Final Affirmative Determination of Sales at Less Than Fair Value*; 87 Fed. Reg. 78,929 (Dec. 23, 2022); and *Certain Steel Nails From the Republic of Turkey: Final Affirmative Determination of Sales at Less Than Fair Value*, 87 Fed. Reg. 78,935 (Dec. 23, 2022). Commerce published a final negative antidumping duty determination with respect to Sri Lanka. See *Certain Steel Nails From Sri Lanka: Final Negative Determination of Sales at Less Than Fair Value*, 87 Fed. Reg. 78,933 (Dec. 23, 2022). Consequently, the Commission terminated the antidumping duty investigation concerning steel nails imported from Sri Lanka. See *Steel Nails From Sri Lanka; Termination of Investigation*, 88 Fed. Reg. 1,291 (Jan. 9, 2023).

<sup>5</sup> See 19 U.S.C. § 1677(7)(G)(iii).

<sup>6</sup> Hillman Coalition Supplemental Final Comments, EDIS Doc. No. 787586 (Jan. 10, 2023). The Hillman Coalition contends that nothing in Commerce’s final antidumping determinations changes the record evidence supporting the Commission’s negative determinations in the leading investigations. *Id.* at 1-2.

<sup>7</sup> PrimeSource Coalition Supplemental Final Comments, EDIS Doc. No. 787605 (Jan. 10, 2023). The PrimeSource Coalition contends that Commerce’s determinations that the prices of subject imports are dumped is irrelevant to the Commission’s consideration of whether they have injured or threaten the domestic industry, given the Commission’s finding in the leading investigations that subject import underselling resulted in no adverse price effects. *Id.* at 1-3.

<sup>8</sup> Petitioner Mid Continent did not file supplemental final comments in these investigations.

## II. Negligible Imports

Pursuant to Section 771(24) of the Tariff Act, imports from a subject country of merchandise corresponding to a domestic like product that account for less than 3 percent of all such merchandise imported into the United States during the most recent 12 months for which data are available preceding the filing of the petition shall generally be deemed negligible.<sup>9</sup> Neither group of respondents addressed negligibility in their supplemental final comments.

During the 12-month period prior to the filing of the petitions (December 2020 through November 2021), imports from India accounted for 4.67 percent of total imports, imports from Thailand accounted for 6.48 of total imports, and imports from Turkey accounted for 6.55 percent of total imports.<sup>10</sup> Because subject imports from each of the subject countries were individually above the 3 percent statutory negligibility threshold, we find that imports of steel nails from India, Thailand, and Turkey subject to the antidumping duty investigations are not negligible.

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<sup>9</sup> 19 U.S.C. § 1677(24)(A)(i).

<sup>10</sup> Confidential Staff Report, Memorandum INV-VV-004 (Jan. 18, 2023) (“Supplemental CR”); *Steel Nails from India, Thailand, and Turkey*, Inv. Nos. 731-TA-1580, 1582, and 1583 (Final), USITC Pub. 5404 (Feb. 2023) (“Supplemental PR”) at Table I-6.

### III. No Material Injury or Threat of Material Injury by Reason of Cumulated Subject Imports

Section 771(7)(G)(iii) of the Tariff Act of 1930, as amended, provides that the Commission must make its material injury determination in the trailing investigations on the basis of the same record as that in the leading investigations, except to the extent discussed above.<sup>11</sup> Therefore, in these investigations, we adopt the findings and analyses from our determinations and views regarding subject imports from the leading investigations with respect to the issues of domestic like product, domestic industry, cumulation, conditions of competition, and no material injury or threat thereof by reason of cumulated subject imports.<sup>12</sup>

13

Accordingly, we determine that an industry in the United States is not materially injured or threatened with material injury by reason of subject imports of steel nails from India, Thailand, and Turkey found by Commerce to be sold in the United States at LTFV.

### IV. Conclusion

For the reasons stated above, we determine that an industry in the United States is not materially injured or threatened with material injury by reason of subject imports of steel nails from India, Thailand, and Turkey found by Commerce to be sold in the United States at LTFV.

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<sup>11</sup> 19 U.S.C. §§ 1677(7)(G)(iii).

<sup>12</sup> *Steel Nails Leading Determinations*, USITC Pub. 5370.

<sup>13</sup> The statute additionally instructs the Commission to consider the “magnitude of the margin of dumping” in an antidumping proceeding as part of its consideration of the impact of imports. 19 U.S.C. § 1677(7)(C)(iii)(V). In its final antidumping duty determinations, Commerce found estimated dumping margins ranging from 2.94 to 3.98 percent for subject imports from India, 12.61 to 13.90 percent for subject imports from Thailand, and 27.62 to 118.20 percent for subject imports from Turkey. See 87 Fed. Reg. 78,937, 78,938 (Dec. 23, 2022), 87 Fed. Reg. 78,929, 78,930 (Dec. 23, 2022), 87 Fed. Reg. 78,935, 78,936 (Dec. 23, 2022); Supplemental CR/Supplemental PR at Tables I-2-I-4.

We note that probative factors that support our analysis from the leading determinations in *Steel Nails Leading Determinations* remain unchanged and do not require modification; in turn, our analysis of the absence of significant price effects by subject imports on a cumulated basis in the leading determinations are especially probative to our assessment of the impact of subject imports from India, Thailand, and Turkey on the domestic industry. *Steel Nails Leading Determinations*, USITC Pub. 5370 at 34-56. We find that notwithstanding the fact that subject imports have been found to be sold at less than fair value in the U.S., the predominant underselling by cumulated subject imports did not result in the domestic industry losing market share to subject imports from 2019 to 2021, while the domestic industry’s supply constraints prevented the industry from producing or selling significant additional volumes of steel nails towards the end of the period of investigation. *Id.* at 34-38, 48-49, 56. Subject imports also did not depress domestic prices or prevent price increases that otherwise would have occurred to a significant degree. *Id.* at 49-51, 56-58.

# Part I: Introduction

## Background

These investigations result from petitions filed with the U.S. Department of Commerce (“Commerce”) and the U.S. International Trade Commission (“USITC” or “Commission”) by Mid Continent Nail Corporation (“Mid Continent”), Poplar Bluff, Missouri on December 30, 2021, alleging that an industry in the United States is materially injured and threatened with material injury by reason of subsidized imports of certain steel nails (“steel nails”) <sup>1</sup> from India, Oman, Sri Lanka, Thailand, and Turkey and less-than-fair-value (“LTFV”) imports of steel nails from India, Sri Lanka, Thailand, and Turkey. Table I-1 presents information relating to the background of these investigations.

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<sup>1</sup> For a complete description of the merchandise subject to this proceeding, see the section entitled “The Subject Merchandise” in Part I of *Steel Nails from India, Oman, Sri Lanka, and Turkey, Investigation Nos. 701-TA-673-675 and 677 (Final)*, USITC Publication 5370, October 2022 (memoranda INV-UU-086 and 089).

**Table I-1**  
**Steel nails: Information relating to the background and schedule of this proceeding**

| Effective date    | Action   |
|-------------------|--|
| December 30, 2021 | Petitions filed with Commerce and the Commission; institution of Commission's investigations (87 FR 993, January 7, 2022)  |
| January 19, 2022  | Commerce's notice of initiation (87 FR 3970 and 87 FR 3965, January 26, 2022)  |
| February 14, 2022 | Commission's preliminary phase determinations (87 FR 9378, February 18, 2022)  |
| June 7, 2022      | Commerce's preliminary countervailing duty determinations (87 FR 34654, 87 FR 34639, 87 FR 34645, 87 FR 34651, 87 FR 34649, June 7, 2022); scheduling of final phase of Commission's investigations (87 FR 36882, June 21, 2022) |
| August 4, 2022    | Commerce's preliminary antidumping duty determinations (87 FR 47719, 87 FR 47701, 87 FR 47708, 87 FR 47699, August 4, 2022)  |
| August 17, 2022   | Commission's hearing   |
| August 22, 2022   | Commerce's final affirmative countervailing duty determinations (87 FR 51333, 87 FR 51337, 87 FR 51335, and 87 FR 51339)   |
| August 22, 2022   | Commerce's negative final determination for countervailing duty Thailand (87 FR 51343)   |
| August 22, 2022   | Commission's notice of termination for Thailand countervailing duty investigation (87 FR 55036, September 8, 2022)   |
| December 23, 2022 | Commerce's final affirmative antidumping duty determinations (87 FR 78929, 87 FR 78935, and 87 FR 78937)   |
| December 23, 2022 | Scheduling of final phase of Commission's antidumping duty investigations—India, Thailand, and Turkey (88 FR 2373, January 13, 2023)   |
| December 23, 2022 | Commerce's negative final antidumping duty determination for Sri Lanka (87 FR 78933)   |
| December 23, 2022 | Commission's notice of termination for Sri Lanka antidumping duty investigation (88 FR 1291, January 9, 2023)  |
| January 25, 2023  | Commission's vote  |
| February 6, 2023  | Commission's views   |

The information contained in this report is intended to be used in conjunction with data presented in *Steel Nails from India, Oman, Sri Lanka, and Turkey, Investigation Nos. 701-TA-673-675 and 677 (Final)*, USITC Publication 5370, October 2022, and in confidential memoranda INV-UU-086 and 089. No new information except for Commerce's final countervailing duty determinations concerning steel nails from India, Thailand, and Turkey, along with its final

negative determinations concerning steel nails from Sri Lanka, and party comments thereon is included in the record for these proceedings.<sup>2 3</sup>

## Nature and extent of sales at LTFV

On December 23, 2022, Commerce published a notice in the Federal Register of its final affirmative determinations of sales at LTFV with respect to imports from India, Thailand, and Turkey.<sup>4</sup> Tables I-2, I-3, and I-4 present Commerce’s dumping margins with respect to imports of product from India, Thailand and Turkey.

**Table I-2**  
**Steel nails: Commerce’s final weighted-average LTFV margins with respect to imports from India**

| Exporter/producer                | Final dumping margin (percent) |
|----------------------------------|--------------------------------|
| Astrotech Steels Private Limited | 2.94                           |
| Geekay Wires Limited             | 3.98                           |
| All others                       | 3.33                           |

Source: 87 FR 78937, December 23, 2022.

**Table I-3**  
**Steel nails: Commerce’s final weighted-average LTFV margins with respect to imports from Thailand**

| Exporter                      | Final dumping margin (percent) |
|-------------------------------|--------------------------------|
| Come Best (Thailand) Co., Ltd | 12.61                          |
| Jinhai Hardware Co., Ltd      | 13.90                          |
| All others                    | 13.07                          |

Source: 87 FR 78929, December 23, 2022.

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<sup>2</sup> Appendix C of this report reproduces summary data referenced in the Commission’s initial views. Table C-2 contains the same data for the U.S. industry, but presents specific U.S. import data only for the three subject countries for which there are still active investigations before the Commission (India, Thailand, and Turkey). The Commerce’s antidumping duty investigations were terminated for Sri Lanka effective December 23, 2022, and the Commission published its termination of the antidumping duty investigation for Sri Lanka on January 9, 2023.

<sup>3</sup> Trinity Steel Pvt. Ltd., Astrotech Steels Private, Limited, and The Hillman Group (collectively the “GDLSK Respondents”) and PrimeSource Building Products, Inc., Metropolitan Staple Corp., Steel Products Company, Inc. and Steel & Wire Northeast, LP filed comments consistent with the statutory limitation for subsequently completed investigations on January 10, 2023.

<sup>4</sup> 87 FR 78929, December 23, 2022 (Thailand), 87 FR 78933, December 23, 2022 (Sri Lanka), 87 FR 78935, December 23, 2022 (Turkey), and 87 FR 78937, December 23, 2022 (India).

**Table I-4**  
**Steel nails: Commerce’s final weighted-average LTFV margins with respect to imports from Turkey**

| <b>Exporter</b>                           | <b>Final dumping margin (percent)</b> |
|---|---------------------------------------|
| Aslanbas Civi Tel Ve Celik Hasir San A.S. | 27.62                                 |
| Sertel Vida Metal A.S.                    | 118.20                                |
| All others                                | 27.62                                 |

Source: 87 FR 78935, December 23, 2022.

## **Imports**

Table I-5 and figure I-1 present U.S. imports of steel nails by source during 2019-21, January-March 2021, and January-March 2022. U.S. imports of steel nails from India, Thailand, and Turkey are presented individually, while U.S. imports from Oman and Sri Lanka are included in “All other sources.”

**Table I-5**  
**Steel nails: U.S. imports, by source and period**

Quantity in short tons; Value in 1,000 dollars, Unit values in dollars per short ton; Shares in percent

| Source             | Measure           | 2019    | 2020    | 2021      | Jan-Mar 2021 | Jan-Mar 2022 |
|--------------------|-------------------|---------|---------|-----------|--------------|--------------|
| India              | Quantity          | 33,690  | 28,443  | 41,174    | 8,356        | 12,183       |
| Thailand           | Quantity          | 40,035  | 48,715  | 57,365    | 10,927       | 14,196       |
| Turkey             | Quantity          | 48,164  | 51,758  | 57,320    | 14,072       | 16,093       |
| Subtotal           | Quantity          | 121,888 | 128,916 | 155,859   | 33,355       | 42,472       |
| All other sources  | Quantity          | 564,622 | 616,202 | 737,140   | 171,499      | 193,672      |
| All import sources | Quantity          | 686,510 | 745,117 | 892,999   | 204,855      | 236,144      |
| India              | Value             | 39,613  | 29,313  | 52,419    | 8,810        | 19,827       |
| Thailand           | Value             | 47,869  | 59,139  | 82,479    | 13,669       | 25,548       |
| Turkey             | Value             | 49,338  | 51,768  | 75,044    | 14,425       | 26,958       |
| Subtotal           | Value             | 136,819 | 140,220 | 209,942   | 36,904       | 72,333       |
| All other sources  | Value             | 755,580 | 762,674 | 1,112,554 | 215,346      | 364,408      |
| All import sources | Value             | 892,399 | 902,894 | 1,322,497 | 252,250      | 436,741      |
| India              | Unit value        | 1,176   | 1,031   | 1,273     | 1,054        | 1,627        |
| Thailand           | Unit value        | 1,196   | 1,214   | 1,438     | 1,251        | 1,800        |
| Turkey             | Unit value        | 1,024   | 1,000   | 1,309     | 1,025        | 1,675        |
| Subtotal           | Unit value        | 1,122   | 1,088   | 1,347     | 1,106        | 1,703        |
| All other sources  | Unit value        | 1,338   | 1,238   | 1,509     | 1,256        | 1,882        |
| All import sources | Unit value        | 1,300   | 1,212   | 1,481     | 1,231        | 1,849        |
| India              | Share of quantity | 4.9     | 3.8     | 4.6       | 4.1          | 5.2          |
| Thailand           | Share of quantity | 5.8     | 6.5     | 6.4       | 5.3          | 6.0          |
| Turkey             | Share of quantity | 7.0     | 6.9     | 6.4       | 6.9          | 6.8          |
| Subtotal           | Share of quantity | 17.8    | 17.3    | 17.5      | 16.3         | 18.0         |
| All other sources  | Share of quantity | 82.2    | 82.7    | 82.5      | 83.7         | 82.0         |
| All import sources | Share of quantity | 100.0   | 100.0   | 100.0     | 100.0        | 100.0        |

Table continued

**Table I-5--Continued**  
**Steel nails: U.S. imports, by source and period**

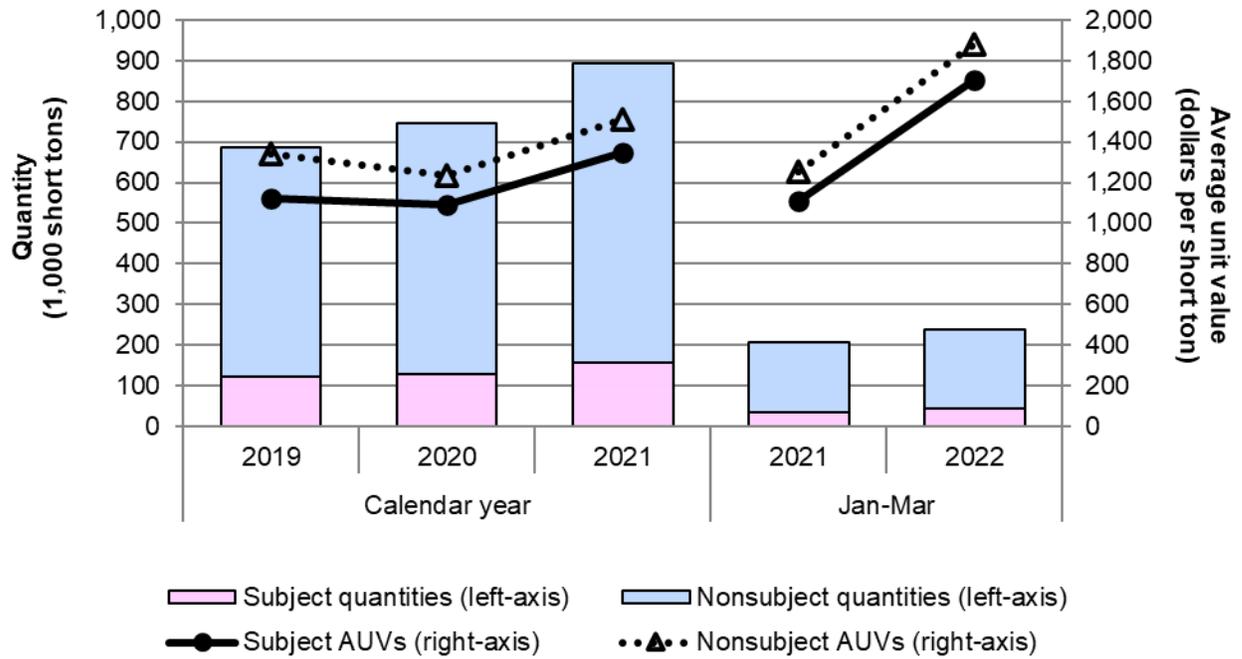
Ratios in percent; Ratios represent the ratio to U.S. production

| Source             | Measure        | 2019  | 2020  | 2021  | Jan-Mar 2021 | Jan-Mar 2022 |
|--------------------|----------------|-------|-------|-------|--------------|--------------|
| India              | Share of value | 4.4   | 3.2   | 4.0   | 3.5          | 4.5          |
| Thailand           | Share of value | 5.4   | 6.5   | 6.2   | 5.4          | 5.8          |
| Turkey             | Share of value | 5.5   | 5.7   | 5.7   | 5.7          | 6.2          |
| Subtotal           | Share of value | 15.3  | 15.5  | 15.9  | 14.6         | 16.6         |
| All other sources  | Share of value | 84.7  | 84.5  | 84.1  | 85.4         | 83.4         |
| All import sources | Share of value | 100.0 | 100.0 | 100.0 | 100.0        | 100.0        |
| India              | Ratio          | 27.9  | 21.0  | 31.4  | 24.3         | 37.5         |
| Thailand           | Ratio          | 33.1  | 36.0  | 43.8  | 31.8         | 43.7         |
| Turkey             | Ratio          | 39.9  | 38.2  | 43.7  | 41.0         | 49.5         |
| Subtotal           | Ratio          | 100.9 | 95.2  | 118.9 | 97.2         | 130.8        |
| All other sources  | Ratio          | 467.5 | 455.1 | 562.5 | 499.7        | 596.3        |
| All import sources | Ratio          | 568.4 | 550.3 | 681.5 | 596.9        | 727.0        |

Note.-- This table corresponds to table IV-2 in *Steel Nails from India, Oman, Sri Lanka, and Turkey, Investigation Nos. 701-TA-673-675 and 677 (Final)*, USITC Publication 5370, October 2022 (memoranda INV-UU-086 and 089).

Source: Compiled from official U.S. import statistics of the U.S. Department of Commerce Census Bureau using statistical reporting numbers 7317.00.5501, 7317.00.5502, 7317.00.5503, 7317.00.5505, 7317.00.5507, 7317.00.5508, 7317.00.5511, 7317.00.5518, 7317.00.5519, 7317.00.5520, 7317.00.5530, 7317.00.5540, 7317.00.5550, 7317.00.5560, 7317.00.5570, 7317.00.5580, 7317.00.5590, 7317.00.6530, 7317.00.6560, and 7317.00.7500, accessed August 18, 2022. Imports are based on the imports for consumption data series. Unit value data reflect per short ton landed duty-paid values.

**Figure I-1**  
**Steel nails: U.S. import quantities and average unit values, by source and period**



Source: Compiled from official U.S. import statistics of the U.S. Department of Commerce Census Bureau using statistical reporting numbers 7317.00.5501, 7317.00.5502, 7317.00.5503, 7317.00.5505, 7317.00.5507, 7317.00.5508, 7317.00.5511, 7317.00.5518, 7317.00.5519, 7317.00.5520, 7317.00.5530, 7317.00.5540, 7317.00.5550, 7317.00.5560, 7317.00.5570, 7317.00.5580, 7317.00.5590, 7317.00.6530, 7317.00.6560, and 7317.00.7500, accessed August 18, 2022. Imports are based on the imports for consumption data series. Unit value data reflect per short ton landed duty-paid values.

Note.-- This table corresponds to figure IV-1 in *Steel Nails from India, Oman, Sri Lanka, and Turkey, Investigation Nos. 701-TA-673-675 and 677 (Final)*, USITC Publication 5370, October 2022 (memoranda INV-UU-086 and 089).

## Negligibility

The statute requires that an investigation be terminated without an injury determination if imports of the subject merchandise are found to be negligible.<sup>5</sup> Negligible imports are generally defined in the Act, as amended, as imports from a country of merchandise corresponding to a domestic like product where such imports account for less than 3 percent of the volume of all such merchandise imported into the United States in the most recent 12-month period for which data are available that precedes the filing of the petition or the initiation of the investigation. However, if there are imports of such merchandise from a number of countries subject to investigations initiated on the same day that individually account for less than 3 percent of the total volume of the subject merchandise, and if the imports from those countries collectively account for more than 7 percent of the volume of all such merchandise imported into the United States during the applicable 12-month period, then imports from such countries are deemed not to be negligible.<sup>6</sup> Imports from India accounted for 4.67 percent, Thailand 6.48 percent, and Turkey 6.55 percent of total imports of steel nails by quantity during December 2020 through November 2021. Table I-6 presents U.S. imports of steel nails in the twelve-month period preceding the filing of the petition, December 2020 through November 2021.

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<sup>5</sup> Sections 703(a)(1), 705(b)(1), 733(a)(1), and 735(b)(1) of the Act (19 U.S.C. §§ 1671b(a)(1), 1671d(b)(1), 1673b(a)(1), and 1673d(b)(1)).

<sup>6</sup> Section 771 (24) of the Act (19 U.S.C § 1677(24)).

**Table I-6**  
**Steel nails: U.S. imports in the twelve-month period preceding the filing of the petition, December 2020 through November 2021**

Quantity in short tons; share in percent

| Source of imports  | Quantity | Share of quantity |
|--------------------|----------|-------------------|
| India              | 40,934   | 4.67              |
| Thailand           | 56,843   | 6.48              |
| Turkey             | 57,465   | 6.55              |
| Subtotal           | 155,242  | 17.71             |
| All other sources  | 721,578  | 82.29             |
| All import sources | 876,820  | 100.00            |

Source: Compiled from data submitted in response to Commission questionnaires.

Note: These calculations are based on Commerce's final AD determinations for steel nails from India (87 FR 78937, December 23, 2022), Thailand (87 FR78929, December 23, 2022), and Turkey (87 FR 78935, December 23, 2022) and are unchanged from the calculations in the leading investigations.

Note: Share of quantity is the share of total imports by quantity. This table is the same as table IV-5 in Steel Nails from India, Oman, Sri Lanka, and Turkey, Investigation Nos. 701-TA-673-675 and 677 (Final), USITC Publication 5370, October 2022 (memoranda INV-UU-086 and 089).

## **Apparent U.S. consumption and market shares**

Table I-7 and figure I-2 present U.S. consumption and market shares of steel nails, based on quantity data during 2019-21, January-March 2021, and January-March 2022. Table I-8 and figure I-3 present U.S. consumption and market shares of steel nails, based on quantity value during 2019-21, January-March 2021, and January-March 2022.

**Table I-7**  
**Steel nails: Apparent U.S. consumption and market shares, based on quantity data**

Quantity in short tons; shares in percent

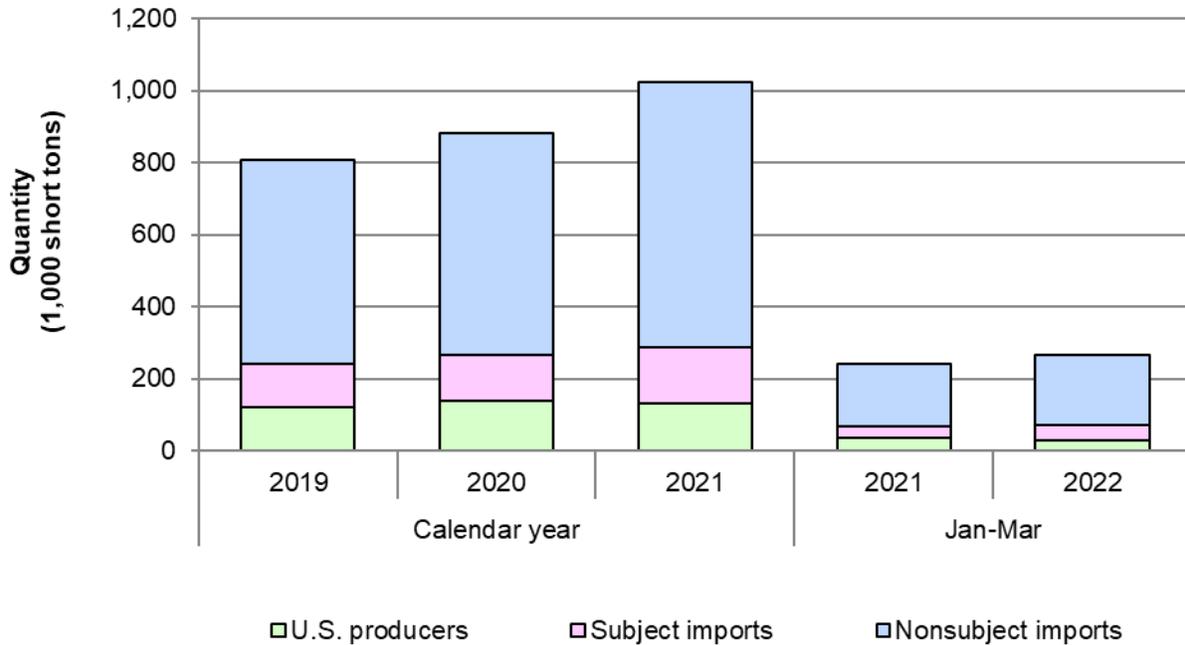
| Source             | Measure  | 2019    | 2020    | 2021      | Jan-Mar 2021 | Jan-Mar 2022 |
|--------------------|----------|---------|---------|-----------|--------------|--------------|
| U.S. producers     | Quantity | 120,333 | 136,855 | 132,287   | 35,866       | 29,383       |
| India              | Quantity | 33,690  | 28,443  | 41,174    | 8,356        | 12,183       |
| Thailand           | Quantity | 40,035  | 48,715  | 57,365    | 10,927       | 14,196       |
| Turkey             | Quantity | 48,164  | 51,758  | 57,320    | 14,072       | 16,093       |
| Subtotal           | Quantity | 121,888 | 128,916 | 155,859   | 33,355       | 42,472       |
| All other sources  | Quantity | 564,622 | 616,202 | 737,140   | 171,499      | 193,672      |
| All import sources | Quantity | 686,510 | 745,117 | 892,999   | 204,855      | 236,144      |
| All sources        | Quantity | 806,843 | 881,972 | 1,025,286 | 240,721      | 265,527      |
| U.S. producers     | Share    | 14.9    | 15.5    | 12.9      | 14.9         | 11.1         |
| India              | Share    | 4.2     | 3.2     | 4.0       | 3.5          | 4.6          |
| Thailand           | Share    | 5.0     | 5.5     | 5.6       | 4.5          | 5.3          |
| Turkey             | Share    | 6.0     | 5.9     | 5.6       | 5.8          | 6.1          |
| Subtotal           | Share    | 15.1    | 14.6    | 15.2      | 13.9         | 16.0         |
| All other sources  | Share    | 70.0    | 69.9    | 71.9      | 71.2         | 72.9         |
| All import sources | Share    | 85.1    | 84.5    | 87.1      | 85.1         | 88.9         |
| All sources        | Share    | 100.0   | 100.0   | 100.0     | 100.0        | 100.0        |

Source: Compiled from data submitted in response to Commission questionnaires and from official U.S. import statistics of the U.S. Department of Commerce Census Bureau using statistical reporting numbers 7317.00.5501, 7317.00.5502, 7317.00.5503, 7317.00.5505, 7317.00.5507, 7317.00.5508, 7317.00.5511, 7317.00.5518, 7317.00.5519, 7317.00.5520, 7317.00.5530, 7317.00.5540, 7317.00.5550, 7317.00.5560, 7317.00.5570, 7317.00.5580, 7317.00.5590, 7317.00.6530, 7317.00.6560, and 7317.00.7500, accessed August 18, 2022. Imports are based on the imports for consumption data series.

Note: Shares and ratios shown as "0.0" represent values greater than zero, but less than "0.05" percent. Zeroes, null values, and undefined calculations are suppressed and shown as "--". U.S. producers' data reflect U.S. shipments and other sources are U.S. imports.

Note.-- This table corresponds to table IV-11 in *Steel Nails from India, Oman, Sri Lanka, and Turkey, Investigation Nos. 701-TA-673-675 and 677 (Final)*, USITC Publication 5370, October 2022 (memoranda INV-UU-086 and 089).

**Figure I-2**  
**Steel nails: Apparent U.S. consumption based on quantity data, by source and period**



Source: Compiled from data submitted in response to Commission questionnaires and from official U.S. import statistics of the U.S. Department of Commerce Census Bureau using statistical reporting numbers 7317.00.5501, 7317.00.5502, 7317.00.5503, 7317.00.5505, 7317.00.5507, 7317.00.5508, 7317.00.5511, 7317.00.5518, 7317.00.5519, 7317.00.5520, 7317.00.5530, 7317.00.5540, 7317.00.5550, 7317.00.5560, 7317.00.5570, 7317.00.5580, 7317.00.5590, 7317.00.6530, 7317.00.6560, and 7317.00.7500, accessed August 18, 2022. Imports are based on the imports for consumption data series.

Note.-- This table corresponds to figure IV-7 in *Steel Nails from India, Oman, Sri Lanka, and Turkey, Investigation Nos. 701-TA-673-675 and 677 (Final)*, USITC Publication 5370, October 2022 (memoranda INV-UU-086 and 089).

**Table I-8**  
**Steel nails: Apparent U.S. consumption and market shares, based on value data**

Value in 1,000 dollars; shares in percent

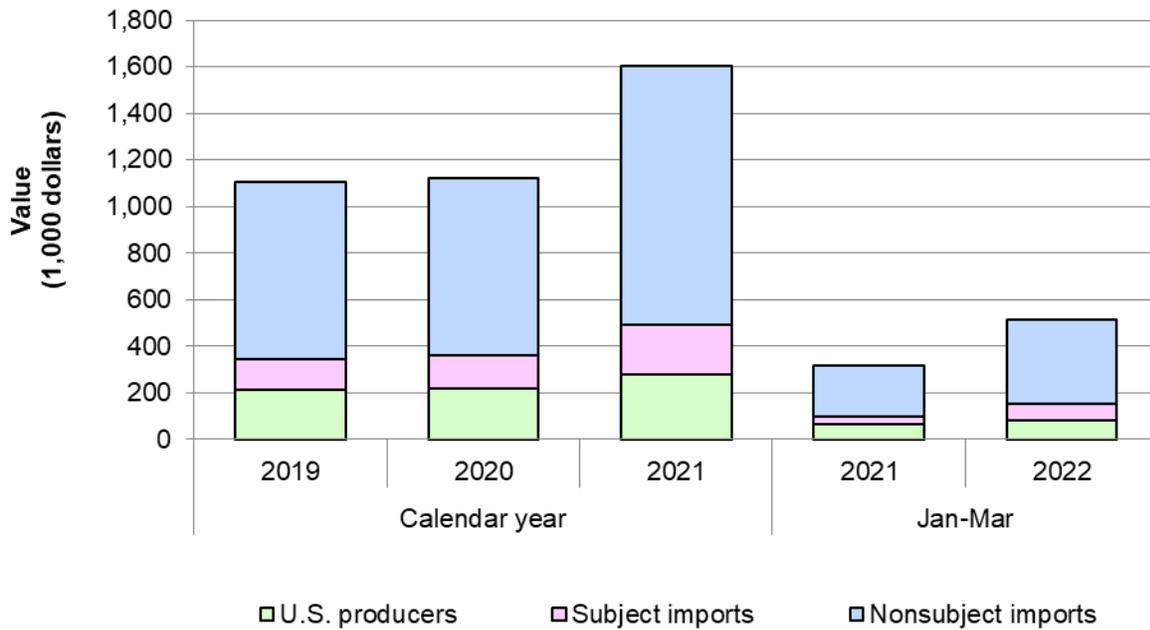
| Source             | Measure  | 2019      | 2020      | 2021      | Jan-Mar 2021 | Jan-Mar 2022 |
|--------------------|----------|-----------|-----------|-----------|--------------|--------------|
| U.S. producers     | Quantity | 210,354   | 221,142   | 281,503   | 63,661       | 80,138       |
| India              | Quantity | 39,613    | 29,313    | 52,419    | 8,810        | 19,827       |
| Thailand           | Quantity | 47,869    | 59,139    | 82,479    | 13,669       | 25,548       |
| Turkey             | Quantity | 49,338    | 51,768    | 75,044    | 14,425       | 26,958       |
| Subtotal           | Quantity | 136,819   | 140,220   | 209,942   | 36,904       | 72,333       |
| All other sources  | Quantity | 755,580   | 762,674   | 1,112,554 | 215,346      | 364,408      |
| All import sources | Quantity | 892,399   | 902,894   | 1,322,497 | 252,250      | 436,741      |
| All sources        | Quantity | 1,102,753 | 1,124,036 | 1,604,000 | 315,911      | 516,879      |
| U.S. producers     | Share    | 19.1      | 19.7      | 17.6      | 20.2         | 15.5         |
| India              | Share    | 3.6       | 2.6       | 3.3       | 2.8          | 3.8          |
| Thailand           | Share    | 4.3       | 5.3       | 5.1       | 4.3          | 4.9          |
| Turkey             | Share    | 4.5       | 4.6       | 4.7       | 4.6          | 5.2          |
| Subtotal           | Share    | 12.4      | 12.5      | 13.1      | 11.7         | 14.0         |
| All other sources  | Share    | 68.5      | 67.9      | 69.4      | 68.2         | 70.5         |
| All import sources | Share    | 80.9      | 80.3      | 82.4      | 79.8         | 84.5         |
| All sources        | Share    | 100.0     | 100.0     | 100.0     | 100.0        | 100.0        |

Source: Compiled from data submitted in response to Commission questionnaires and from official U.S. import statistics of the U.S. Department of Commerce Census Bureau using statistical reporting numbers 7317.00.5501, 7317.00.5502, 7317.00.5503, 7317.00.5505, 7317.00.5507, 7317.00.5508, 7317.00.5511, 7317.00.5518, 7317.00.5519, 7317.00.5520, 7317.00.5530, 7317.00.5540, 7317.00.5550, 7317.00.5560, 7317.00.5570, 7317.00.5580, 7317.00.5590, 7317.00.6530, 7317.00.6560, and 7317.00.7500, accessed August 18, 2022. Imports are based on the imports for consumption data series, and imports value are reported on a landed, duty-paid basis.

Note: Shares and ratios shown as "0.0" represent values greater than zero, but less than "0.05" percent. Zeroes, null values, and undefined calculations are suppressed and shown as "--". U.S. producers' data reflect U.S. shipments and other sources are U.S. imports.

Note.-- This table corresponds to table IV-12 in *Steel Nails from India, Oman, Sri Lanka, and Turkey, Investigation Nos. 701-TA-673-675 and 677 (Final)*, USITC Publication 5370, October 2022 (memoranda INV-UU-086 and 089).

**Figure I-3**  
**Steel nails: Apparent U.S. consumption based on value data, by source and period**



Source: Compiled from data submitted in response to Commission questionnaires and from official U.S. import statistics of the U.S. Department of Commerce Census Bureau using statistical reporting numbers 7317.00.5501, 7317.00.5502, 7317.00.5503, 7317.00.5505, 7317.00.5507, 7317.00.5508, 7317.00.5511, 7317.00.5518, 7317.00.5519, 7317.00.5520, 7317.00.5530, 7317.00.5540, 7317.00.5550, 7317.00.5560, 7317.00.5570, 7317.00.5580, 7317.00.5590, 7317.00.6530, 7317.00.6560, and 7317.00.7500, accessed August 18, 2022. Imports are based on the imports for consumption data series, and imports value are reported on a landed, duty-paid basis.

Note.-- This table corresponds to figure IV-8 in *Steel Nails from India, Oman, Sri Lanka, and Turkey, Investigation Nos. 701-TA-673-675 and 677 (Final)*, USITC Publication 5370, October 2022 (memoranda INV-UU-086 and 089).

## Price comparisons

Table I-9 presents data on the instances of underselling and overselling and the range of margins, by source for India, Thailand, and Turkey.

**Table I-9**  
**Steel nails: Instances of underselling and overselling and the range and average of margins, by source**

Quantity 1,000 nails or short tons; margin in percent

| Product                | Type         | Number of quarters | Quantity (1,000 nails) | Quantity (short tons) | Average margin | Min margin | Max margin |
|------------------------|--------------|--------------------|------------------------|-----------------------|----------------|------------|------------|
| India                  | Underselling | 34                 | ***                    | ***                   | ***            | ***        | ***        |
| Thailand               | Underselling | 13                 | ***                    | ***                   | ***            | ***        | ***        |
| Turkey                 | Underselling | 33                 | ***                    | ***                   | ***            | ***        | ***        |
| Subtotal, all products | Underselling | 80                 | ***                    | ***                   | ***            | ***        | ***        |
| India                  | Overselling  | 18                 | ***                    | ***                   | ***            | ***        | ***        |
| Thailand               | Overselling  | 29                 | ***                    | ***                   | ***            | ***        | ***        |
| Turkey                 | Overselling  | 10                 | ***                    | ***                   | ***            | ***        | ***        |
| Subtotal, all products | Overselling  | 57                 | 3,301,867              | ***                   | ***            | ***        | ***        |

Source: Compiled from data submitted in response to Commission questionnaires.

Note: These data include only quarters in which there is a comparison between the U.S. and subject product.

## U.S. inventories of imported merchandise

Table I-10 presents data on U.S. importers' reported inventories of steel nails, which includes India, Thailand, and Turkey.

**Table I-10**  
**Steel nails: U.S. importers' inventories and their ratio to select items, by source and period**

| Measure                             | Source            | 2019 | 2020 | 2021 | Jan-Mar 2021 | Jan-Mar 2022 |
|-------------------------------------|-------------------|------|------|------|--------------|--------------|
| Inventories quantity                | Subtotal          | ***  | ***  | ***  | ***          | ***          |
| Ratio to imports                    | Subtotal          | ***  | ***  | ***  | ***          | ***          |
| Ratio to U.S. shipments of imports  | Subtotal          | ***  | ***  | ***  | ***          | ***          |
| Ratio to total shipments of imports | Subtotal          | ***  | ***  | ***  | ***          | ***          |
| Inventories quantity                | All other sources | ***  | ***  | ***  | ***          | ***          |
| Ratio to imports                    | All other sources | ***  | ***  | ***  | ***          | ***          |
| Ratio to U.S. shipments of imports  | All other sources | ***  | ***  | ***  | ***          | ***          |
| Ratio to total shipments of imports | All other sources | ***  | ***  | ***  | ***          | ***          |

Source: Compiled from data submitted in response to Commission questionnaires.

Note: Shares and ratios shown as "0.0" represent values greater than zero, but less than "0.05" percent. Zeroes, null values, and undefined calculations are suppressed and shown as "---".

Note.-- This table corresponds to table VII-33 in *Steel Nails from India, Oman, Sri Lanka, and Turkey, Investigation Nos. 701-TA-673-675 and 677 (Final)*, USITC Publication 5370, October 2022 (memoranda INV-UU-086 and 089).

## Foreign industry data for India, Thailand, and Turkey combined

Table I-11 presents data on the industries in India, Thailand, and Turkey combined, based on quantity during 2019-2021, January to March 2021, January to March 2022, and projections for 2022 and 2023.

**Table I-11**  
**Steel nails: Data on the industries in India, Thailand, and Turkey, by period**

Quantity in short tons

| Item   | 2019 | 2020 | 2021 | Jan-Mar 2021 | Jan-Mar 2022 | Pro-<br>jection<br>2022 | Pro-<br>jection<br>2023 |
|--|------|------|------|--------------|--------------|-------------------------|-------------------------|
| Capacity                                       | ***  | ***  | ***  | ***          | ***          | ***                     | ***                     |
| Production                                     | ***  | ***  | ***  | ***          | ***          | ***                     | ***                     |
| End-of-<br>period<br>inventories               | ***  | ***  | ***  | ***          | ***          | ***                     | ***                     |
| Internal<br>consumption                        | ***  | ***  | ***  | ***          | ***          | ***                     | ***                     |
| Commercial<br>home<br>market<br>shipments      | ***  | ***  | ***  | ***          | ***          | ***                     | ***                     |
| Home<br>market<br>shipments                    | ***  | ***  | ***  | ***          | ***          | ***                     | ***                     |
| Exports to<br>the United<br>States             | ***  | ***  | ***  | ***          | ***          | ***                     | ***                     |
| Exports to<br>all other<br>markets             | ***  | ***  | ***  | ***          | ***          | ***                     | ***                     |
| Export<br>shipments                            | ***  | ***  | ***  | ***          | ***          | ***                     | ***                     |
| Total<br>shipments                             | ***  | ***  | ***  | ***          | ***          | ***                     | ***                     |
| Resales<br>exported to<br>the United<br>States | ***  | ***  | ***  | ***          | ***          | ***                     | ***                     |
| Total<br>exports to<br>the United<br>States    | ***  | ***  | ***  | ***          | ***          | ***                     | ***                     |

Table continued.

**Table I-11--Continued**

**Steel nails: Data on the industries in India, Thailand, and Turkey combined by period**

Shares and ratios in percent

| Item  | 2019 | 2020 | 2021 | Jan-Mar<br>2021 | Jan-Mar<br>2022 | Pro-<br>jection<br>2022 | Pro-<br>-jection<br>2023 |
|---|------|------|------|-----------------|-----------------|-------------------------|--------------------------|
| Capacity utilization ratio  | ***  | ***  | ***  | ***             | ***             | ***                     | ***                      |
| Inventory ratio to production                                     | ***  | ***  | ***  | ***             | ***             | ***                     | ***                      |
| Inventory ratio to total shipments                                | ***  | ***  | ***  | ***             | ***             | ***                     | ***                      |
| Internal consumption share  | ***  | ***  | ***  | ***             | ***             | ***                     | ***                      |
| Commercial home market shipments share                            | ***  | ***  | ***  | ***             | ***             | ***                     | ***                      |
| Home market shipments share                                       | ***  | ***  | ***  | ***             | ***             | ***                     | ***                      |
| Exports to the United States share                                | ***  | ***  | ***  | ***             | ***             | ***                     | ***                      |
| Exports to all other markets share                                | ***  | ***  | ***  | ***             | ***             | ***                     | ***                      |
| Export shipments share  | ***  | ***  | ***  | ***             | ***             | ***                     | ***                      |
| Total shipments share   | ***  | ***  | ***  | ***             | ***             | ***                     | ***                      |
| Exports by producers' share of total exports to the United States | ***  | ***  | ***  | ***             | ***             | ***                     | ***                      |
| Exports by resellers' share of total exports to the United States | ***  | ***  | ***  | ***             | ***             | ***                     | ***                      |
| Adjusted share of total shipments exported to the United States   | ***  | ***  | ***  | ***             | ***             | ***                     | ***                      |

**Table I-11--Continued**  
**Steel nails: Data on the industries in India, Thailand, and Turkey by period**

Source: Compiled from data submitted in response to Commission questionnaires.

Note: Shares and ratios shown as "0.0" represent values greater than zero, but less than "0.05" percent. Zeroes, null values, and undefined calculations are suppressed and shown as "---".

Note.-- This table corresponds to table VII-32 in *Steel Nails from India, Oman, Sri Lanka, and Turkey, Investigation Nos. 701-TA-673-675 and 677 (Final)*, USITC Publication 5370, October 2022 (memoranda INV-UU-086 and 089).

**APPENDIX A**  
**FEDERAL REGISTER NOTICES**



The Commission makes available notices relevant to its investigations and reviews on its website, [www.usitc.gov](http://www.usitc.gov). In addition, the following tabulation presents, in chronological order, Federal Register notices issued by the Commission and Commerce during the current proceeding.

| Citation                        | Title  | Link  |
|---------------------------------|--|---|
| 87 FR 997,<br>January 7, 2022   | <i>Steel Nails From India, Oman, Sri Lanka, Thailand, and Turkey; Institution of Antidumping and Countervailing Duty Investigations and Scheduling of Preliminary Phase Investigations</i> | <a href="https://www.govinfo.gov/content/pkg/FR-2022-01-07/pdf/2022-00085.pdf">https://www.govinfo.gov/content/pkg/FR-2022-01-07/pdf/2022-00085.pdf</a> |
| 87 FR 3965,<br>January 22, 2022 | <i>Certain Steel Nails From India, Sri Lanka, Thailand, and the Republic of Turkey: Initiation of Less-Than-Fair-Value Investigations</i>  | <a href="https://www.govinfo.gov/content/pkg/FR-2022-01-26/pdf/2022-01494.pdf">https://www.govinfo.gov/content/pkg/FR-2022-01-26/pdf/2022-01494.pdf</a> |
| 87 FR 3970,<br>January 22, 2022 | <i>Certain Steel Nails From India, the Sultanate of Oman, Sri Lanka, Thailand, and the Republic of Turkey: Initiation of Countervailing Duty Investigations</i>                            | <a href="https://www.govinfo.gov/content/pkg/FR-2022-01-26/pdf/2022-01509.pdf">https://www.govinfo.gov/content/pkg/FR-2022-01-26/pdf/2022-01509.pdf</a> |
| 87 FR 34654, June 7,<br>2022    | <i>Certain Steel Nails From India: Preliminary Affirmative Countervailing Duty Determination</i>   | <a href="https://www.govinfo.gov/content/pkg/FR-2022-06-07/pdf/2022-12188.pdf">https://www.govinfo.gov/content/pkg/FR-2022-06-07/pdf/2022-12188.pdf</a> |
| 87 FR 34639, June 7,<br>2022    | <i>Certain Steel Nails From the Sultanate of Oman: Preliminary Affirmative Countervailing Duty Determination</i>   | <a href="https://www.govinfo.gov/content/pkg/FR-2022-06-07/pdf/2022-12190.pdf">https://www.govinfo.gov/content/pkg/FR-2022-06-07/pdf/2022-12190.pdf</a> |
| 87 FR 34645, June 7,<br>2022    | <i>Certain Steel Nails From Sri Lanka: Preliminary Affirmative Countervailing Duty Determination</i>   | <a href="https://www.govinfo.gov/content/pkg/FR-2022-06-07/pdf/2022-12189.pdf">https://www.govinfo.gov/content/pkg/FR-2022-06-07/pdf/2022-12189.pdf</a> |
| 87 FR 34651, June 7,<br>2022    | <i>Certain Steel Nails From Thailand: Preliminary Negative Countervailing Duty Determination</i>   | <a href="https://www.govinfo.gov/content/pkg/FR-2022-06-07/pdf/2022-12187.pdf">https://www.govinfo.gov/content/pkg/FR-2022-06-07/pdf/2022-12187.pdf</a> |

| Citation                     | Title  | Link  |
|------------------------------|--|---|
| 87 FR 34649, June 7, 2022    | <i>Certain Steel Nails From the Republic of Turkey: Preliminary Affirmative Countervailing Duty Determination</i>  | <a href="https://www.govinfo.gov/content/pkg/FR-2022-06-07/pdf/2022-12191.pdf">https://www.govinfo.gov/content/pkg/FR-2022-06-07/pdf/2022-12191.pdf</a> |
| 87 FR 36882, June 21, 2022   | <i>Steel Nails From India, Oman, Sri Lanka, Thailand, and Turkey; Scheduling of the Final Phase of Countervailing Duty and Anti-Dumping Duty Investigations</i>                              | <a href="https://www.govinfo.gov/content/pkg/FR-2022-06-21/pdf/2022-12953.pdf">https://www.govinfo.gov/content/pkg/FR-2022-06-21/pdf/2022-12953.pdf</a> |
| 87 FR 47719, August 4, 2022  | <i>Certain Steel Nails From India: Preliminary Affirmative Determination of Sales at Less Than Fair Value, Postponement of Final Determination, and Extension of Provisional Measures</i>    | <a href="https://www.govinfo.gov/content/pkg/FR-2022-08-04/pdf/2022-16723.pdf">https://www.govinfo.gov/content/pkg/FR-2022-08-04/pdf/2022-16723.pdf</a> |
| 87 FR 47701, August 4, 2022  | <i>Certain Steel Nails From Sri Lanka: Preliminary Negative Determination of Sales at Less Than Fair Value and Postponement of Final Determination</i>                                       | <a href="https://www.govinfo.gov/content/pkg/FR-2022-08-04/pdf/2022-16722.pdf">https://www.govinfo.gov/content/pkg/FR-2022-08-04/pdf/2022-16722.pdf</a> |
| 87 FR 47708, August 4, 2022  | <i>Certain Steel Nails From Thailand: Preliminary Affirmative Determination of Sales at Less Than Fair Value, Postponement of Final Determination, and Extension of Provisional Measures</i> | <a href="https://www.govinfo.gov/content/pkg/FR-2022-08-04/pdf/2022-16720.pdf">https://www.govinfo.gov/content/pkg/FR-2022-08-04/pdf/2022-16720.pdf</a> |
| 87 FR 47699, August 4, 2022  | <i>Certain Steel Nails From the Republic of Turkey: Preliminary Affirmative Determination of Sales at Less Than Fair Value</i>   | <a href="https://www.govinfo.gov/content/pkg/FR-2022-08-04/pdf/2022-16721.pdf">https://www.govinfo.gov/content/pkg/FR-2022-08-04/pdf/2022-16721.pdf</a> |
| 87 FR 51333, August 22, 2022 | <i>Certain Steel Nails From India: Final Affirmative Countervailing Duty Determination</i>   | <a href="https://www.govinfo.gov/content/pkg/FR-2022-08-22/pdf/2022-18045.pdf">https://www.govinfo.gov/content/pkg/FR-2022-08-22/pdf/2022-18045.pdf</a> |
| 87 FR 51335, August 22, 2022 | <i>Certain Steel Nails From the Sultanate of Oman: Final Affirmative Countervailing Duty Determination</i>   | <a href="https://www.govinfo.gov/content/pkg/FR-2022-08-22/pdf/2022-18051.pdf">https://www.govinfo.gov/content/pkg/FR-2022-08-22/pdf/2022-18051.pdf</a> |
| 87 FR 51337, August 22, 2022 | <i>Certain Steel Nails From Sri Lanka: Final Affirmative Countervailing Duty Determination</i>   | <a href="https://www.govinfo.gov/content/pkg/FR-2022-08-22/pdf/2022-18050.pdf">https://www.govinfo.gov/content/pkg/FR-2022-08-22/pdf/2022-18050.pdf</a> |

| Citation                       | Title   | Link  |
|--------------------------------|---|---|
| 87 FR 51339, August 22, 2022   | <i>Certain Steel Nails From the Republic of Turkey: Final Affirmative Countervailing Duty Determination</i>                       | <a href="https://www.govinfo.gov/content/pkg/FR-2022-08-22/pdf/2022-18053.pdf">https://www.govinfo.gov/content/pkg/FR-2022-08-22/pdf/2022-18053.pdf</a> |
| 87 FR 51343, August 22, 2022   | <i>Certain Steel Nails From Thailand: Final Negative Countervailing Duty Determination</i>  | <a href="https://www.govinfo.gov/content/pkg/FR-2022-08-22/pdf/2022-18052.pdf">https://www.govinfo.gov/content/pkg/FR-2022-08-22/pdf/2022-18052.pdf</a> |
| 87 FR 51343, September 8, 2022 | <i>Termination Notice – Steel Nails from Thailand</i>   | <a href="https://www.govinfo.gov/content/pkg/FR-2022-09-08/pdf/2022-19428.pdf">https://www.govinfo.gov/content/pkg/FR-2022-09-08/pdf/2022-19428.pdf</a> |
| 87 FR 78929, December 23, 2022 | <i>Certain Steel Nails From Thailand: Final Affirmative Determination of Sales at Less Than Fair Value</i>                        | <a href="https://www.govinfo.gov/content/pkg/FR-2022-12-23/pdf/2022-28017.pdf">https://www.govinfo.gov/content/pkg/FR-2022-12-23/pdf/2022-28017.pdf</a> |
| 87 FR 78933, December 23, 2022 | <i>Certain Steel Nails From Sri Lanka: Final Negative Determination of Sales at Less Than Fair Value</i>                          | <a href="https://www.govinfo.gov/content/pkg/FR-2022-12-23/pdf/2022-28019.pdf">https://www.govinfo.gov/content/pkg/FR-2022-12-23/pdf/2022-28019.pdf</a> |
| 87 FR 78935, December 23, 2022 | <i>Certain Steel Nails From the Republic of Turkey: Final Affirmative Determination of Sales at Less Than Fair Value</i>          | <a href="https://www.govinfo.gov/content/pkg/FR-2022-12-23/pdf/2022-28018.pdf">https://www.govinfo.gov/content/pkg/FR-2022-12-23/pdf/2022-28018.pdf</a> |
| 87 FR 78937, December 23, 2022 | <i>Certain Steel Nails From India: Final Affirmative Determination of Sales at Less Than Fair Value</i>                           | <a href="https://www.govinfo.gov/content/pkg/FR-2022-12-23/pdf/2022-28016.pdf">https://www.govinfo.gov/content/pkg/FR-2022-12-23/pdf/2022-28016.pdf</a> |
| 88 FR 1291, January 9, 2023    | <i>Termination Notice – Steel Nails from Sri Lanka</i>  | <a href="https://www.govinfo.gov/content/pkg/FR-2023-01-09/pdf/2023-00107.pdf">https://www.govinfo.gov/content/pkg/FR-2023-01-09/pdf/2023-00107.pdf</a> |
| 88 FR 2373, January 13, 2023   | <i>Steel Nails From India, Thailand, and Turkey; Supplemental Schedule for the Final Phase of Antidumping Duty Investigations</i> | <a href="https://www.govinfo.gov/content/pkg/FR-2023-01-13/pdf/2023-00588.pdf">https://www.govinfo.gov/content/pkg/FR-2023-01-13/pdf/2023-00588.pdf</a> |



**APPENDIX B**

**LIST OF HEARING WITNESSES**



## CALENDAR OF PUBLIC HEARING

Those listed below appeared in the United States International Trade Commission's hearing via videoconference:

**Subject:** Steel Nails from India, Oman, Sri Lanka, Thailand, and Turkey  
**Inv. Nos.:** 701-TA-673-677 and 731-TA-1580-1583 (Final)  
**Date and Time:** August 17, 2022 - 9:30 a.m.

### **FOREIGN GOVERNMENT WITNESS:**

**The Republic of Turkey  
Ministry of Trade**

**Burak Güreşci, Head of Department, Directorate General for Imports**

### **OPENING REMARKS:**

In Support of Imposition (**Matthew L. Kanna**, Greenberg Traurig, LLP)  
In Opposition to Imposition (**Nithya Nagarajan**, Husch Blackwell LLP)

### **In Support of Imposition of Antidumping and Countervailing Duty Orders:**

Greenberg Traurig, LLP  
Washington, DC  
on behalf of

Mid Continent Steel & Wire Inc. ("Mid Continent")

**Chris Pratt**, U.S. Operations General Manager, Mid Continent

**George Skarich**, Vice President of Sales, Mid Continent

**Vince Lockhart**, Plant Manager, Mid Continent

**Remy Stachowiak**, President and Chief Operating Officer, Tree Island Steel

**Chris Frantzen**, Sales Manager, U.S. Residential Market, Tree Island Steel

**In Support of Imposition of  
Antidumping and Countervailing Duty Orders (continued):**

**Joe Faron**, Vice President of North American Field Sales,  
KYOCERA SENCO Industrial Tools, Inc.

**Jennifer Lutz**, Partner, ION Economics, LLC

**Susannah Perkins**, Economic Consultant, ION Economics, LLC

**Rosa S. Jeong** )  
 ) – OF COUNSEL  
**Matthew L. Kanna** )

**In Opposition to Imposition of  
Antidumping and Countervailing Duty Orders:**

Husch Blackwell, LLP  
Washington, DC  
on behalf of

PrimeSource Building Products, Inc.  
Steel & Wire Northeast, LP

**Scott Smith**, Chief Commercial Officer, PrimeSource Building Products, Inc.

**Nikki Betts**, Senior Director Global Sourcing, PrimeSource Building Products,  
Inc.

**Mark Buedel**, President of Steel Products, Steel & Wire Northeast, LP

**Thomas J. Prusa**, Economic Consultant, Economic Consultant, Rutgers  
University

**Nithya Nagarajan** )  
 ) – OF COUNSEL  
**Jeffrey S. Neeley** )

Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP  
Washington, DC  
on behalf of

Trinity Steel Pvt. Ltd. (“Trinity Steel”)  
The Hillman Group

**Arun Miranda**, Managing Director, Trinity Steel

**In Opposition to Imposition of  
Antidumping and Countervailing Duty Orders (continued):**

**Meagan Jump**, Trade and Customs Manager, The Hillman Group

**Doug Rhodus**, Senior Director of Sourcing, The Hillman Group

**Ned H. Marshak** )  
 ) – OF COUNSEL  
**William F. Marshall** )

**REBUTTAL/CLOSING REMARKS:**

In Support of Imposition (**Rosa S. Jeong**, Greenberg Traurig, LLP)

In Opposition to Imposition (**Jeffrey S. Neeley**, Husch Blackwell LLP)

**-END-**



**APPENDIX C**  
**SUMMARY DATA**



**Table C-1**

**Steel nails: Summary data concerning the U.S. market, by item and period**

Quantity=short tons; Value=1,000 dollars; Unit values, unit labor costs, and unit expenses=dollars per short ton; Period changes=percent--exceptions noted

| Item                                   | Reported data |           |           |         |         | Period changes   |         |         |         |
|--|---------------|-----------|-----------|---------|---------|------------------|---------|---------|---------|
|  | Calendar year |           |           | Jan-Mar |         | Comparison years |         |         | Jan-Mar |
|  | 2019          | 2020      | 2021      | 2021    | 2022    | 2019-21          | 2019-20 | 2020-21 | 2021-22 |
| <b>U.S. consumption quantity:</b>      |               |           |           |         |         |                  |         |         |         |
| Amount.....                            | 806,843       | 881,972   | 1,025,286 | 240,721 | 265,527 | ▲27.1            | ▲9.3    | ▲16.2   | ▲10.3   |
| Producers' share (fn1).....            | 14.9          | 15.5      | 12.9      | 14.9    | 11.1    | ▼(2.0)           | ▲0.6    | ▼(2.6)  | ▼(3.8)  |
| Importers' share (fn1):                |               |           |           |         |         |                  |         |         |         |
| India.....                             | 4.2           | 3.2       | 4.0       | 3.5     | 4.6     | ▼(0.2)           | ▼(1.0)  | ▲0.8    | ▲1.1    |
| Oman.....                              | 9.1           | 8.2       | 8.8       | 9.7     | 8.9     | ▼(0.2)           | ▼(0.9)  | ▲0.7    | ▼(0.8)  |
| Sri Lanka.....                         | 3.6           | 3.5       | 3.4       | 3.4     | 3.1     | ▼(0.2)           | ▼(0.1)  | ▼(0.1)  | ▼(0.3)  |
| Thailand.....                          | 5.0           | 5.5       | 5.6       | 4.5     | 5.3     | ▲0.6             | ▲0.6    | ▲0.1    | ▲0.8    |
| Turkey.....                            | 6.0           | 5.9       | 5.6       | 5.8     | 6.1     | ▼(0.4)           | ▼(0.1)  | ▼(0.3)  | ▲0.2    |
| Subject sources.....                   | 27.7          | 26.3      | 27.4      | 27.0    | 28.0    | ▼(0.3)           | ▼(1.4)  | ▲1.1    | ▲1.0    |
| Subject sources less Sri Lanka.....    | 24.2          | 22.8      | 24.0      | 23.6    | 24.9    | ▼(0.1)           | ▼(1.4)  | ▲1.2    | ▲1.4    |
| Nonsubject sources.....                | 57.3          | 58.2      | 59.7      | 58.1    | 60.9    | ▲2.3             | ▲0.8    | ▲1.5    | ▲2.8    |
| Nonsubject sources plus Sri Lanka..... | 60.9          | 61.7      | 63.1      | 61.5    | 64.0    | ▲2.2             | ▲0.8    | ▲1.4    | ▲2.5    |
| All import sources.....                | 85.1          | 84.5      | 87.1      | 85.1    | 88.9    | ▲2.0             | ▼(0.6)  | ▲2.6    | ▲3.8    |
| <b>U.S. consumption value:</b>         |               |           |           |         |         |                  |         |         |         |
| Amount.....                            | 1,102,753     | 1,124,036 | 1,604,000 | 315,911 | 516,879 | ▲45.5            | ▲1.9    | ▲42.7   | ▲63.6   |
| Producers' share (fn1).....            | 19.1          | 19.7      | 17.6      | 20.2    | 15.5    | ▼(1.5)           | ▲0.6    | ▼(2.1)  | ▼(4.6)  |
| Importers' share (fn1):                |               |           |           |         |         |                  |         |         |         |
| India.....                             | 3.6           | 2.6       | 3.3       | 2.8     | 3.8     | ▼(0.3)           | ▼(1.0)  | ▲0.7    | ▲1.0    |
| Oman.....                              | 8.9           | 8.3       | 8.3       | 9.2     | 8.4     | ▼(0.6)           | ▼(0.6)  | ▼(0.0)  | ▼(0.8)  |
| Sri Lanka.....                         | 2.9           | 2.6       | 2.4       | 2.6     | 2.4     | ▼(0.6)           | ▼(0.3)  | ▼(0.2)  | ▼(0.2)  |
| Thailand.....                          | 4.3           | 5.3       | 5.1       | 4.3     | 4.9     | ▲0.8             | ▲0.9    | ▼(0.1)  | ▲0.6    |
| Turkey.....                            | 4.5           | 4.6       | 4.7       | 4.6     | 5.2     | ▲0.2             | ▲0.1    | ▲0.1    | ▲0.6    |
| Subject sources.....                   | 24.3          | 23.4      | 23.8      | 23.4    | 24.7    | ▼(0.5)           | ▼(0.9)  | ▲0.4    | ▲1.3    |
| Subject sources less Sri Lanka.....    | 21.3          | 20.8      | 21.4      | 20.9    | 22.3    | ▲0.0             | ▼(0.6)  | ▲0.6    | ▲1.5    |
| Nonsubject sources.....                | 56.7          | 56.9      | 58.7      | 56.4    | 59.8    | ▲2.0             | ▲0.3    | ▲1.8    | ▲3.3    |
| Nonsubject sources plus Sri Lanka..... | 59.6          | 59.6      | 61.1      | 59.0    | 62.2    | ▲1.5             | ▼(0.0)  | ▲1.5    | ▲3.2    |
| All import sources.....                | 80.9          | 80.3      | 82.4      | 79.8    | 84.5    | ▲1.5             | ▼(0.6)  | ▲2.1    | ▲4.6    |
| <b>U.S. imports from:</b>              |               |           |           |         |         |                  |         |         |         |
| India:                                 |               |           |           |         |         |                  |         |         |         |
| Quantity.....                          | 33,690        | 28,443    | 41,174    | 8,356   | 12,183  | ▲22.2            | ▼(15.6) | ▲44.8   | ▲45.8   |
| Value.....                             | 39,613        | 29,313    | 52,419    | 8,810   | 19,827  | ▲32.3            | ▼(26.0) | ▲78.8   | ▲125.0  |
| Unit value.....                        | \$1,176       | \$1,031   | \$1,273   | \$1,054 | \$1,627 | ▲8.3             | ▼(12.4) | ▲23.5   | ▲54.4   |
| Ending inventory quantity.....         | ***           | ***       | ***       | ***     | ***     | ▼***             | ▼***    | ▼***    | ▼***    |
| Oman:                                  |               |           |           |         |         |                  |         |         |         |
| Quantity.....                          | 73,189        | 72,119    | 90,554    | 23,407  | 23,761  | ▲23.7            | ▼(1.5)  | ▲25.6   | ▲1.5    |
| Value.....                             | 98,308        | 93,133    | 132,805   | 28,997  | 43,160  | ▲35.1            | ▼(5.3)  | ▲42.6   | ▲48.8   |
| Unit value.....                        | \$1,343       | \$1,291   | \$1,467   | \$1,239 | \$1,816 | ▲9.2             | ▼(3.9)  | ▲13.6   | ▲46.6   |
| Ending inventory quantity.....         | ***           | ***       | ***       | ***     | ***     | ▲***             | ▲***    | ▲***    | ▼***    |
| Sri Lanka:                             |               |           |           |         |         |                  |         |         |         |
| Quantity.....                          | 28,746        | 30,891    | 34,631    | 8,170   | 8,177   | ▲20.5            | ▲7.5    | ▲12.1   | ▲0.1    |
| Value.....                             | 32,507        | 29,671    | 38,432    | 8,070   | 12,311  | ▲18.2            | ▼(8.7)  | ▲29.5   | ▲52.6   |
| Unit value.....                        | \$1,131       | \$960     | \$1,110   | \$988   | \$1,505 | ▼(1.9)           | ▼(15.1) | ▲15.5   | ▲52.4   |
| Ending inventory quantity.....         | ***           | ***       | ***       | ***     | ***     | ▼***             | ▲***    | ▼***    | ▼***    |
| Thailand:                              |               |           |           |         |         |                  |         |         |         |
| Quantity.....                          | 40,035        | 48,715    | 57,365    | 10,927  | 14,196  | ▲43.3            | ▲21.7   | ▲17.8   | ▲29.9   |
| Value.....                             | 47,869        | 59,139    | 82,479    | 13,669  | 25,548  | ▲72.3            | ▲23.5   | ▲39.5   | ▲86.9   |
| Unit value.....                        | \$1,196       | \$1,214   | \$1,438   | \$1,251 | \$1,800 | ▲20.2            | ▲1.5    | ▲18.4   | ▲43.9   |
| Ending inventory quantity.....         | ***           | ***       | ***       | ***     | ***     | ▼***             | ▼***    | ▲***    | ▲***    |
| Turkey:                                |               |           |           |         |         |                  |         |         |         |
| Quantity.....                          | 48,164        | 51,758    | 57,320    | 14,072  | 16,093  | ▲19.0            | ▲7.5    | ▲10.7   | ▲14.4   |
| Value.....                             | 49,338        | 51,768    | 75,044    | 14,425  | 26,958  | ▲52.1            | ▲4.9    | ▲45.0   | ▲86.9   |
| Unit value.....                        | \$1,024       | \$1,000   | \$1,309   | \$1,025 | \$1,675 | ▲27.8            | ▼(2.4)  | ▲30.9   | ▲63.4   |
| Ending inventory quantity.....         | ***           | ***       | ***       | ***     | ***     | ▼***             | ▼***    | ▼***    | ▼***    |

Table continued.

**Table C-1 Continued**  
**Steel nails: Summary data concerning the U.S. market, by item and period**

Quantity=short tons; Value=1,000 dollars; Unit values, unit labor costs, and unit expenses=dollars per short ton; Period changes=percent--exceptions noted

| Item   | Reported data |         |           |         |         | Period changes   |         |         |         |
|--|---------------|---------|-----------|---------|---------|------------------|---------|---------|---------|
|  | Calendar year |         |           | Jan-Mar |         | Comparison years |         |         | Jan-Mar |
|  | 2019          | 2020    | 2021      | 2021    | 2022    | 2019-21          | 2019-20 | 2020-21 | 2021-22 |
| U.S. imports from:--Continued                  |               |         |           |         |         |                  |         |         |         |
| Subject sources:                               |               |         |           |         |         |                  |         |         |         |
| Quantity.....                                  | 223,822       | 231,925 | 281,044   | 64,932  | 74,410  | ▲25.6            | ▲3.6    | ▲21.2   | ▲14.6   |
| Value.....                                     | 267,634       | 263,024 | 381,180   | 73,970  | 127,803 | ▲42.4            | ▼(1.7)  | ▲44.9   | ▲72.8   |
| Unit value.....                                | \$1,196       | \$1,134 | \$1,356   | \$1,139 | \$1,718 | ▲13.4            | ▼(5.2)  | ▲19.6   | ▲50.8   |
| Ending inventory quantity.....                 | ***           | ***     | ***       | ***     | ***     | ▼***             | ▼***    | ▼***    | ▼***    |
| Subject sources less Sri Lanka:                |               |         |           |         |         |                  |         |         |         |
| Quantity.....                                  | 195,077       | 201,034 | 246,413   | 56,763  | 66,232  | ▲26.3            | ▲3.1    | ▲22.6   | ▲16.7   |
| Value.....                                     | 235,127       | 233,353 | 342,747   | 65,900  | 115,492 | ▲45.8            | ▼(0.8)  | ▲46.9   | ▲75.3   |
| Unit value.....                                | \$1,205       | \$1,161 | \$1,391   | \$1,161 | \$1,744 | ▲15.4            | ▼(3.7)  | ▲19.8   | ▲50.2   |
| Ending inventory quantity.....                 | ***           | ***     | ***       | ***     | ***     | ▼***             | ▼***    | ▼***    | ▼***    |
| Nonsubject sources:                            |               |         |           |         |         |                  |         |         |         |
| Quantity.....                                  | 462,687       | 513,192 | 611,955   | 139,922 | 161,734 | ▲32.3            | ▲10.9   | ▲19.2   | ▲15.6   |
| Value.....                                     | 624,765       | 639,870 | 941,317   | 178,280 | 308,938 | ▲50.7            | ▲2.4    | ▲47.1   | ▲73.3   |
| Unit value.....                                | \$1,350       | \$1,247 | \$1,538   | \$1,274 | \$1,910 | ▲13.9            | ▼(7.7)  | ▲23.4   | ▲49.9   |
| Ending inventory quantity.....                 | ***           | ***     | ***       | ***     | ***     | ▲***             | ▼***    | ▲***    | ▲***    |
| Nonsubject sources plus Sri Lanka:             |               |         |           |         |         |                  |         |         |         |
| Quantity.....                                  | 491,433       | 544,083 | 646,586   | 148,092 | 169,911 | ▲31.6            | ▲10.7   | ▲18.8   | ▲14.7   |
| Value.....                                     | 657,273       | 669,540 | 979,749   | 186,349 | 321,248 | ▲49.1            | ▲1.9    | ▲46.3   | ▲72.4   |
| Unit value.....                                | \$1,337       | \$1,231 | \$1,515   | \$1,258 | \$1,891 | ▲13.3            | ▼(8.0)  | ▲23.1   | ▲50.3   |
| Ending inventory quantity.....                 | ***           | ***     | ***       | ***     | ***     | ▲***             | ▼***    | ▲***    | ▲***    |
| All import sources:                            |               |         |           |         |         |                  |         |         |         |
| Quantity.....                                  | 686,510       | 745,117 | 892,999   | 204,855 | 236,144 | ▲30.1            | ▲8.5    | ▲19.8   | ▲15.3   |
| Value.....                                     | 892,399       | 902,894 | 1,322,497 | 252,250 | 436,741 | ▲48.2            | ▲1.2    | ▲46.5   | ▲73.1   |
| Unit value.....                                | \$1,300       | \$1,212 | \$1,481   | \$1,231 | \$1,849 | ▲13.9            | ▼(6.8)  | ▲22.2   | ▲50.2   |
| Ending inventory quantity.....                 | ***           | ***     | ***       | ***     | ***     | ▼***             | ▼***    | ▲***    | ▲***    |
| U.S. producers':                               |               |         |           |         |         |                  |         |         |         |
| Average capacity quantity.....                 | 182,291       | 149,362 | 158,238   | 39,223  | 42,043  | ▼(13.2)          | ▼(18.1) | ▲5.9    | ▲7.2    |
| Production quantity.....                       | 120,782       | 135,410 | 131,039   | 34,321  | 32,481  | ▲8.5             | ▲12.1   | ▼(3.2)  | ▼(5.4)  |
| Capacity utilization (fn1).....                | 66.3          | 90.7    | 82.8      | 87.5    | 77.3    | ▲16.6            | ▲24.4   | ▼(7.8)  | ▼(10.2) |
| U.S. shipments:                                |               |         |           |         |         |                  |         |         |         |
| Quantity.....                                  | 120,333       | 136,855 | 132,287   | 35,866  | 29,383  | ▲9.9             | ▲13.7   | ▼(3.3)  | ▼(18.1) |
| Value.....                                     | 210,354       | 221,142 | 281,503   | 63,661  | 80,138  | ▲33.8            | ▲5.1    | ▲27.3   | ▲25.9   |
| Unit value.....                                | \$1,748       | \$1,616 | \$2,128   | \$1,775 | \$2,727 | ▲21.7            | ▼(7.6)  | ▲31.7   | ▲53.7   |
| Export shipments:                              |               |         |           |         |         |                  |         |         |         |
| Quantity.....                                  | ***           | ***     | ***       | ***     | ***     | ▲***             | ▲***    | ▲***    | ▼***    |
| Value.....                                     | ***           | ***     | ***       | ***     | ***     | ▲***             | ▲***    | ▲***    | ▲***    |
| Unit value.....                                | ***           | ***     | ***       | ***     | ***     | ▲***             | ▼***    | ▲***    | ▲***    |
| Ending inventory quantity.....                 | 21,562        | 18,626  | 15,792    | 16,573  | 18,817  | ▼(26.8)          | ▼(13.6) | ▼(15.2) | ▲13.5   |
| Inventories/total shipments (fn1).....         | ***           | ***     | ***       | ***     | ***     | ▼***             | ▼***    | ▼***    | ▲***    |
| Production workers.....                        | 796           | 711     | 736       | 754     | 725     | ▼(7.5)           | ▼(10.7) | ▲3.5    | ▼(3.8)  |
| Hours worked (1,000s).....                     | 1,484         | 1,549   | 1,605     | 415     | 384     | ▲8.2             | ▲4.4    | ▲3.6    | ▼(7.5)  |
| Wages paid (\$1,000).....                      | 24,777        | 25,075  | 28,209    | 7,292   | 7,206   | ▲13.9            | ▲1.2    | ▲12.5   | ▼(1.2)  |
| Hourly wages (dollars per hour).....           | \$16.70       | \$16.19 | \$17.58   | \$17.57 | \$18.77 | ▲5.3             | ▼(3.0)  | ▲8.6    | ▲6.8    |
| Productivity (short tons per 1,000 hours)..... | 81.4          | 87.4    | 81.6      | 82.7    | 84.6    | ▲0.3             | ▲7.4    | ▼(6.6)  | ▲2.3    |
| Unit labor costs.....                          | \$205         | \$185   | \$215     | \$212   | \$222   | ▲4.9             | ▼(9.7)  | ▲16.3   | ▲4.4    |

Table continued.

**Table C-1 Continued**

**Steel nails: Summary data concerning the U.S. market, by period**

Quantity=short tons; Value=1,000 dollars; Unit values, unit labor costs, and unit expenses=dollars per short ton; Period changes=percent--exceptions noted

|  | Reported data |         |         |         |         | Period changes   |         |         |         |
|--|---------------|---------|---------|---------|---------|------------------|---------|---------|---------|
|  | Calendar year |         |         | Jan-Mar |         | Comparison years |         |         | Jan-Mar |
|  | 2019          | 2020    | 2021    | 2021    | 2022    | 2019-21          | 2019-20 | 2020-21 | 2021-22 |
| U.S. producers':--Continued                |               |         |         |         |         |                  |         |         |         |
| Net sales:                                 |               |         |         |         |         |                  |         |         |         |
| Quantity.....                              | 121,487       | 138,264 | 133,731 | 36,429  | 29,723  | ▲10.1            | ▲13.8   | ▼(3.3)  | ▼(18.4) |
| Value.....                                 | 214,984       | 226,645 | 288,235 | 65,531  | 82,171  | ▲34.1            | ▲5.4    | ▲27.2   | ▲25.4   |
| Unit value.....                            | \$1,770       | \$1,639 | \$2,155 | \$1,799 | \$2,765 | ▲21.8            | ▼(7.4)  | ▲31.5   | ▲53.7   |
| Cost of goods sold (COGS).....             | 176,105       | 183,056 | 215,200 | 50,052  | 59,723  | ▲22.2            | ▲3.9    | ▲17.6   | ▲19.3   |
| Gross profit or (loss) (fn2).....          | 38,879        | 43,589  | 73,035  | 15,479  | 22,448  | ▲87.9            | ▲12.1   | ▲67.6   | ▲45.0   |
| SG&A expenses.....                         | 26,793        | 25,300  | 28,664  | 6,531   | 7,411   | ▲7.0             | ▼(5.6)  | ▲13.3   | ▲13.5   |
| Operating income or (loss) (fn2).....      | 12,086        | 18,289  | 44,371  | 8,948   | 15,037  | ▲267.1           | ▲51.3   | ▲142.6  | ▲68.0   |
| Net income or (loss) (fn2).....            | 12,631        | 18,858  | 44,970  | 9,424   | 15,295  | ▲256.0           | ▲49.3   | ▲138.5  | ▲62.3   |
| Unit COGS.....                             | \$1,450       | \$1,324 | \$1,609 | \$1,374 | \$2,009 | ▲11.0            | ▼(8.7)  | ▲21.5   | ▲46.2   |
| Unit SG&A expenses.....                    | \$221         | \$183   | \$214   | \$179   | \$249   | ▼(2.8)           | ▼(17.0) | ▲17.1   | ▲39.1   |
| Unit operating income or (loss) (fn2)..... | \$99          | \$132   | \$332   | \$246   | \$506   | ▲233.5           | ▲33.0   | ▲150.8  | ▲106.0  |
| Unit net income or (loss) (fn2).....       | \$104         | \$136   | \$336   | \$259   | \$515   | ▲223.4           | ▲31.2   | ▲146.5  | ▲98.9   |
| COGS/sales (fn1).....                      | 81.9          | 80.8    | 74.7    | 76.4    | 72.7    | ▼(7.3)           | ▼(1.1)  | ▼(6.1)  | ▼(3.7)  |
| Operating income or (loss)/sales (fn1).... | 5.6           | 8.1     | 15.4    | 13.7    | 18.3    | ▲9.8             | ▲2.4    | ▲7.3    | ▲4.6    |
| Net income or (loss)/sales (fn1).....      | 5.9           | 8.3     | 15.6    | 14.4    | 18.6    | ▲9.7             | ▲2.4    | ▲7.3    | ▲4.2    |
| Capital expenditures.....                  | 5,119         | 7,448   | 6,854   | ***     | 1,726   | ▲33.9            | ▲45.5   | ▼(8.0)  | ▲***    |
| Research and development expenses....      | ***           | ***     | ***     | ***     | ***     | ▲***             | ▲***    | ▲***    | ▲***    |
| Net assets.....                            | 272,612       | 286,192 | 329,212 | NA      | NA      | ▲20.8            | ▲5.0    | ▲15.0   | NA      |

Note.--Shares and ratios shown as "0.0" percent represent non-zero values less than "0.05" percent (if positive) and greater than "(0.05)" percent (if negative). Zeroes, null values, and undefined calculations are suppressed and shown as "---". Period changes preceded by a "▲" represent an increase, while period changes preceded by a "▼" represent a decrease.

fn1.--Reported data are in percent and period changes are in percentage points.

fn2.--Percent changes only calculated when both comparison values represent profits; the directional change in profitability provided when one or both comparison values represent a loss.

Source: Compiled from data submitted in response to Commission questionnaires and from official U.S. import statistics of the U.S. Department of Commerce Census Bureau using statistical reporting numbers 7317.00.5501, 7317.00.5502, 7317.00.5503, 7317.00.5505, 7317.00.5507, 7317.00.5508, 7317.00.5511, 7317.00.5518, 7317.00.5519, 7317.00.5520, 7317.00.5530, 7317.00.5540, 7317.00.5550, 7317.00.5560, 7317.00.5570, 7317.00.5580, 7317.00.5590, 7317.00.6530, 7317.00.6560, and 7317.00.7500, accessed August 18, 2022. Imports are based on the imports for consumption data series. Imports value data reflect landed duty-paid values. 508-compliant tables containing these data are contained in parts III, IV, VI, and VII of *Steel Nails from India, Oman, Sri Lanka, and Turkey, Investigation Nos. 701-TA-673-675 and 677 (Final)*, USITC Publication 5370, October 2022, and in confidential memoranda INV-UU-086 and 089.

**Table C-2**

**Steel nails: Summary data concerning the U.S. market, by item and period**

Quantity=short tons; Value=1,000 dollars; Unit values, unit labor costs, and unit expenses=dollars per short ton; Period changes=percent--exceptions noted

| Item                                       | Reported data |           |           |         |         | Period changes   |         |         |         |
|--|---------------|-----------|-----------|---------|---------|------------------|---------|---------|---------|
|  | Calendar year |           |           | Jan-Mar |         | Comparison years |         |         | Jan-Mar |
|  | 2019          | 2020      | 2021      | 2021    | 2022    | 2019-21          | 2019-20 | 2020-21 | 2021-22 |
| <b>U.S. consumption quantity:</b>          |               |           |           |         |         |                  |         |         |         |
| Amount.....                                | 806,843       | 881,972   | 1,025,286 | 240,721 | 265,527 | ▲27.1            | ▲9.3    | ▲16.2   | ▲10.3   |
| Producers' share (fn1).....                | 14.9          | 15.5      | 12.9      | 14.9    | 11.1    | ▼(2.0)           | ▲0.6    | ▼(2.6)  | ▼(3.8)  |
| <b>Importers' share (fn1):</b>             |               |           |           |         |         |                  |         |         |         |
| India.....                                 | 4.2           | 3.2       | 4.0       | 3.5     | 4.6     | ▼(0.2)           | ▼(1.0)  | ▲0.8    | ▲1.1    |
| Thailand.....                              | 5.0           | 5.5       | 5.6       | 4.5     | 5.3     | ▲0.6             | ▲0.6    | ▲0.1    | ▲0.8    |
| Turkey.....                                | 6.0           | 5.9       | 5.6       | 5.8     | 6.1     | ▼(0.4)           | ▼(0.1)  | ▼(0.3)  | ▲0.2    |
| Subtotal.....                              | 15.1          | 14.6      | 15.2      | 13.9    | 16.0    | ▲0.1             | ▼(0.5)  | ▲0.6    | ▲2.1    |
| All other sources.....                     | 70.0          | 69.9      | 71.9      | 71.2    | 72.9    | ▲1.9             | ▼(0.1)  | ▲2.0    | ▲1.7    |
| All import sources.....                    | 85.1          | 84.5      | 87.1      | 85.1    | 88.9    | ▲2.0             | ▼(0.6)  | ▲2.6    | ▲3.8    |
| <b>U.S. consumption value:</b>             |               |           |           |         |         |                  |         |         |         |
| Amount.....                                | 1,102,753     | 1,124,036 | 1,604,000 | 315,911 | 516,879 | ▲45.5            | ▲1.9    | ▲42.7   | ▲63.6   |
| Producers' share (fn1).....                | 19.1          | 19.7      | 17.6      | 20.2    | 15.5    | ▼(1.5)           | ▲0.6    | ▼(2.1)  | ▼(4.6)  |
| <b>Importers' share (fn1):</b>             |               |           |           |         |         |                  |         |         |         |
| India.....                                 | 3.6           | 2.6       | 3.3       | 2.8     | 3.8     | ▼(0.3)           | ▼(1.0)  | ▲0.7    | ▲1.0    |
| Thailand.....                              | 4.3           | 5.3       | 5.1       | 4.3     | 4.9     | ▲0.8             | ▲0.9    | ▼(0.1)  | ▲0.6    |
| Turkey.....                                | 4.5           | 4.6       | 4.7       | 4.6     | 5.2     | ▲0.2             | ▲0.1    | ▲0.1    | ▲0.6    |
| Subtotal.....                              | 12.4          | 12.5      | 13.1      | 11.7    | 14.0    | ▲0.7             | ▲0.1    | ▲0.6    | ▲2.3    |
| All other sources.....                     | 68.5          | 67.9      | 69.4      | 68.2    | 70.5    | ▲0.8             | ▼(0.7)  | ▲1.5    | ▲2.3    |
| All import sources.....                    | 80.9          | 80.3      | 82.4      | 79.8    | 84.5    | ▲1.5             | ▼(0.6)  | ▲2.1    | ▲4.6    |
| <b>U.S. imports from:</b>                  |               |           |           |         |         |                  |         |         |         |
| <b>India:</b>                              |               |           |           |         |         |                  |         |         |         |
| Quantity.....                              | 33,690        | 28,443    | 41,174    | 8,356   | 12,183  | ▲22.2            | ▼(15.6) | ▲44.8   | ▲45.8   |
| Value.....                                 | 39,613        | 29,313    | 52,419    | 8,810   | 19,827  | ▲32.3            | ▼(26.0) | ▲78.8   | ▲125.0  |
| Unit value.....                            | \$1,176       | \$1,031   | \$1,273   | \$1,054 | \$1,627 | ▲8.3             | ▼(12.4) | ▲23.5   | ▲54.4   |
| Ending inventory quantity.....             | ***           | ***       | ***       | ***     | ***     | ▼***             | ▼***    | ▼***    | ▼***    |
| <b>Thailand:</b>                           |               |           |           |         |         |                  |         |         |         |
| Quantity.....                              | 40,035        | 48,715    | 57,365    | 10,927  | 14,196  | ▲43.3            | ▲21.7   | ▲17.8   | ▲29.9   |
| Value.....                                 | 47,869        | 59,139    | 82,479    | 13,669  | 25,548  | ▲72.3            | ▲23.5   | ▲39.5   | ▲86.9   |
| Unit value.....                            | \$1,196       | \$1,214   | \$1,438   | \$1,251 | \$1,800 | ▲20.2            | ▲1.5    | ▲18.4   | ▲43.9   |
| Ending inventory quantity.....             | ***           | ***       | ***       | ***     | ***     | ▼***             | ▼***    | ▲***    | ▲***    |
| <b>Turkey:</b>                             |               |           |           |         |         |                  |         |         |         |
| Quantity.....                              | 48,164        | 51,758    | 57,320    | 14,072  | 16,093  | ▲19.0            | ▲7.5    | ▲10.7   | ▲14.4   |
| Value.....                                 | 49,338        | 51,768    | 75,044    | 14,425  | 26,958  | ▲52.1            | ▲4.9    | ▲45.0   | ▲86.9   |
| Unit value.....                            | \$1,024       | \$1,000   | \$1,309   | \$1,025 | \$1,675 | ▲27.8            | ▼(2.4)  | ▲30.9   | ▲63.4   |
| Ending inventory quantity.....             | ***           | ***       | ***       | ***     | ***     | ▼***             | ▼***    | ▼***    | ▼***    |
| <b>Subtotal (India, Thailand, Turkey):</b> |               |           |           |         |         |                  |         |         |         |
| Quantity.....                              | 121,888       | 128,916   | 155,859   | 33,355  | 42,472  | ▲27.9            | ▲5.8    | ▲20.9   | ▲27.3   |
| Value.....                                 | 136,819       | 140,220   | 209,942   | 36,904  | 72,333  | ▲53.4            | ▲2.5    | ▲49.7   | ▲96.0   |
| Unit value.....                            | \$1,122       | \$1,088   | \$1,347   | \$1,106 | \$1,703 | ▲20.0            | ▼(3.1)  | ▲23.8   | ▲53.9   |
| Ending inventory quantity.....             | ***           | ***       | ***       | ***     | ***     | ▼***             | ▼***    | ▼***    | ▼***    |
| <b>All other sources:</b>                  |               |           |           |         |         |                  |         |         |         |
| Quantity.....                              | 564,622       | 616,202   | 737,140   | 171,499 | 193,672 | ▲30.6            | ▲9.1    | ▲19.6   | ▲12.9   |
| Value.....                                 | 755,580       | 762,674   | 1,112,554 | 215,346 | 364,408 | ▲47.2            | ▲0.9    | ▲45.9   | ▲69.2   |
| Unit value.....                            | \$1,338       | \$1,238   | \$1,509   | \$1,256 | \$1,882 | ▲12.8            | ▼(7.5)  | ▲21.9   | ▲49.8   |
| Ending inventory quantity.....             | ***           | ***       | ***       | ***     | ***     | ▲***             | ▼***    | ▲***    | ▲***    |
| <b>All import sources:</b>                 |               |           |           |         |         |                  |         |         |         |
| Quantity.....                              | 686,510       | 745,117   | 892,999   | 204,855 | 236,144 | ▲30.1            | ▲8.5    | ▲19.8   | ▲15.3   |
| Value.....                                 | 892,399       | 902,894   | 1,322,497 | 252,250 | 436,741 | ▲48.2            | ▲1.2    | ▲46.5   | ▲73.1   |
| Unit value.....                            | \$1,300       | \$1,212   | \$1,481   | \$1,231 | \$1,849 | ▲13.9            | ▼(6.8)  | ▲22.2   | ▲50.2   |
| Ending inventory quantity.....             | ***           | ***       | ***       | ***     | ***     | ▼***             | ▼***    | ▲***    | ▲***    |

Table continued.

**Table C-2--Continued**

**Steel nails: Summary data concerning the U.S. market, by item and period**

Quantity=short tons; Value=1,000 dollars; Unit values, unit labor costs, and unit expenses=dollars per short ton; Period changes=percent--exceptions noted

| Item   | Reported data |         |         |         |         | Period changes   |         |         |         |
|--|---------------|---------|---------|---------|---------|------------------|---------|---------|---------|
|  | Calendar year |         |         | Jan-Mar |         | Comparison years |         |         | Jan-Mar |
|  | 2019          | 2020    | 2021    | 2021    | 2022    | 2019-21          | 2019-20 | 2020-21 | 2021-22 |
| U.S. producers <sup>1</sup> :                  |               |         |         |         |         |                  |         |         |         |
| Average capacity quantity.....                 | 182,291       | 149,362 | 158,238 | 39,223  | 42,043  | ▼(13.2)          | ▼(18.1) | ▲5.9    | ▲7.2    |
| Production quantity.....                       | 120,782       | 135,410 | 131,039 | 34,321  | 32,481  | ▲8.5             | ▲12.1   | ▼(3.2)  | ▼(5.4)  |
| Capacity utilization (fn1).....                | 66.3          | 90.7    | 82.8    | 87.5    | 77.3    | ▲16.6            | ▲24.4   | ▼(7.8)  | ▼(10.2) |
| U.S. shipments:                                |               |         |         |         |         |                  |         |         |         |
| Quantity.....                                  | 120,333       | 136,855 | 132,287 | 35,866  | 29,383  | ▲9.9             | ▲13.7   | ▼(3.3)  | ▼(18.1) |
| Value.....                                     | 210,354       | 221,142 | 281,503 | 63,661  | 80,138  | ▲33.8            | ▲5.1    | ▲27.3   | ▲25.9   |
| Unit value.....                                | \$1,748       | \$1,616 | \$2,128 | \$1,775 | \$2,727 | ▲21.7            | ▼(7.6)  | ▲31.7   | ▲53.7   |
| Export shipments:                              |               |         |         |         |         |                  |         |         |         |
| Quantity.....                                  | ***           | ***     | ***     | ***     | ***     | ▲***             | ▲***    | ▲***    | ▼***    |
| Value.....                                     | ***           | ***     | ***     | ***     | ***     | ▲***             | ▲***    | ▲***    | ▲***    |
| Unit value.....                                | ***           | ***     | ***     | ***     | ***     | ▲***             | ▼***    | ▲***    | ▲***    |
| Ending inventory quantity.....                 | 21,562        | 18,626  | 15,792  | 16,573  | 18,817  | ▼(26.8)          | ▼(13.6) | ▼(15.2) | ▲13.5   |
| Inventories/total shipments (fn1).....         | ***           | ***     | ***     | ***     | ***     | ▼***             | ▼***    | ▼***    | ▲***    |
| Production workers.....                        | 796           | 711     | 736     | 754     | 725     | ▼(7.5)           | ▼(10.7) | ▲3.5    | ▼(3.8)  |
| Hours worked (1,000s).....                     | 1,484         | 1,549   | 1,605   | 415     | 384     | ▲8.2             | ▲4.4    | ▲3.6    | ▼(7.5)  |
| Wages paid (\$1,000).....                      | 24,777        | 25,075  | 28,209  | 7,292   | 7,206   | ▲13.9            | ▲1.2    | ▲12.5   | ▼(1.2)  |
| Hourly wages (dollars per hour).....           | \$16.70       | \$16.19 | \$17.58 | \$17.57 | \$18.77 | ▲5.3             | ▼(3.0)  | ▲8.6    | ▲6.8    |
| Productivity (short tons per 1,000 hours)..... | 81.4          | 87.4    | 81.6    | 82.7    | 84.6    | ▲0.3             | ▲7.4    | ▼(6.6)  | ▲2.3    |
| Unit labor costs.....                          | \$205         | \$185   | \$215   | \$212   | \$222   | ▲4.9             | ▼(9.7)  | ▲16.3   | ▲4.4    |
| Net sales:                                     |               |         |         |         |         |                  |         |         |         |
| Quantity.....                                  | 121,487       | 138,264 | 133,731 | 36,429  | 29,723  | ▲10.1            | ▲13.8   | ▼(3.3)  | ▼(18.4) |
| Value.....                                     | 214,984       | 226,645 | 288,235 | 65,531  | 82,171  | ▲34.1            | ▲5.4    | ▲27.2   | ▲25.4   |
| Unit value.....                                | \$1,770       | \$1,639 | \$2,155 | \$1,799 | \$2,765 | ▲21.8            | ▼(7.4)  | ▲31.5   | ▲53.7   |
| Cost of goods sold (COGS).....                 | 176,105       | 183,056 | 215,200 | 50,052  | 59,723  | ▲22.2            | ▲3.9    | ▲17.6   | ▲19.3   |
| Gross profit or (loss) (fn2).....              | 38,879        | 43,589  | 73,035  | 15,479  | 22,448  | ▲87.9            | ▲12.1   | ▲67.6   | ▲45.0   |
| SG&A expenses.....                             | 26,793        | 25,300  | 28,664  | 6,531   | 7,411   | ▲7.0             | ▼(5.6)  | ▲13.3   | ▲13.5   |
| Operating income or (loss) (fn2).....          | 12,086        | 18,289  | 44,371  | 8,948   | 15,037  | ▲267.1           | ▲51.3   | ▲142.6  | ▲68.0   |
| Net income or (loss) (fn2).....                | 12,631        | 18,858  | 44,970  | 9,424   | 15,295  | ▲256.0           | ▲49.3   | ▲138.5  | ▲62.3   |
| Unit COGS.....                                 | \$1,450       | \$1,324 | \$1,609 | \$1,374 | \$2,009 | ▲11.0            | ▼(8.7)  | ▲21.5   | ▲46.2   |
| Unit SG&A expenses.....                        | \$221         | \$183   | \$214   | \$179   | \$249   | ▼(2.8)           | ▼(17.0) | ▲17.1   | ▲39.1   |
| Unit operating income or (loss) (fn2).....     | \$99          | \$132   | \$332   | \$246   | \$506   | ▲233.5           | ▲33.0   | ▲150.8  | ▲106.0  |
| Unit net income or (loss) (fn2).....           | \$104         | \$136   | \$336   | \$259   | \$515   | ▲223.4           | ▲31.2   | ▲146.5  | ▲98.9   |
| COGS/sales (fn1).....                          | 81.9          | 80.8    | 74.7    | 76.4    | 72.7    | ▼(7.3)           | ▼(1.1)  | ▼(6.1)  | ▼(3.7)  |
| Operating income or (loss)/sales (fn1).....    | 5.6           | 8.1     | 15.4    | 13.7    | 18.3    | ▲9.8             | ▲2.4    | ▲7.3    | ▲4.6    |
| Net income or (loss)/sales (fn1).....          | 5.9           | 8.3     | 15.6    | 14.4    | 18.6    | ▲9.7             | ▲2.4    | ▲7.3    | ▲4.2    |
| Capital expenditures.....                      | 5,119         | 7,448   | 6,854   | ***     | 1,726   | ▲33.9            | ▲45.5   | ▼(8.0)  | ▲***    |
| Research and development expenses.....         | ***           | ***     | ***     | ***     | ***     | ▲***             | ▲***    | ▲***    | ▲***    |
| Net assets.....                                | 272,612       | 286,192 | 329,212 | NA      | NA      | ▲20.8            | ▲5.0    | ▲15.0   | NA      |

Note.--Shares and ratios shown as "0.0" percent represent non-zero values less than "0.05" percent (if positive) and greater than "(0.05)" percent (if negative). Zeroes, null values, and undefined calculations are suppressed and shown as "--". Period changes preceded by a "▲" represent an increase, while period changes preceded by a "▼" represent a decrease.

fn1.--Reported data are in percent and period changes are in percentage points.

fn2.--Percent changes only calculated when both comparison values represent profits; the directional change in profitability provided when one or both comparison values represent a loss.

Source: Compiled from data submitted in response to Commission questionnaires and from official U.S. import statistics of the U.S. Department of Commerce Census Bureau using statistical reporting numbers 7317.00.5501, 7317.00.5502, 7317.00.5503, 7317.00.5505, 7317.00.5507, 7317.00.5508, 7317.00.5511, 7317.00.5518, 7317.00.5519, 7317.00.5520, 7317.00.5530, 7317.00.5540, 7317.00.5550, 7317.00.5560, 7317.00.5570, 7317.00.5580, 7317.00.5590, 7317.00.6530, 7317.00.6560, and 7317.00.7500, accessed August 18, 2022. Imports are based on the imports for consumption data series. Imports value data reflect landed duty-paid values. 508-compliant tables containing these data are contained either in part I of this report or parts III, IV, VI, and VII of *Steel Nails from India, Oman, Sri Lanka, and Turkey, Investigation Nos. 701-TA-673-675 and 677 (Final)*, USITC Publication 5370, October 2022, and in confidential memoranda INV-UU-086 and 089.

