

UNITED STATES INTERNATIONAL TRADE COMMISSION

VINYL CLAD FENCE FABRIC FROM CANADA

Information Obtained  
in Investigation No. AA1921-148 Under the  
Antidumping Act, 1921, as Amended



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UNITED STATES INTERNATIONAL TRADE COMMISSION

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Address all communications to  
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Note.--The whole of the Commission's staff report may not be made public since it contains certain information that would result in the disclosure of the operations of individual concerns. This published report is the same as the staff report, except that the above-mentioned information has been omitted. Such omissions are indicated by asterisks.



## Introduction

On July 24, 1975, the United States International Trade Commission received advice from the Department of the Treasury (Treasury) that vinyl clad fence fabric from Canada is being, or is likely to be, sold in the United States at less than fair value within the meaning of the Antidumping Act, 1921, as amended (19 U.S.C. 160(a)). Accordingly, the Commission on July 29, 1975, instituted investigation No. AA1921-148 under section 201(a) of that act to determine whether an industry in the United States is being or is likely to be injured, or is prevented from being established, by reason of the importation of such vinyl clad fence fabric into the United States. The statute directs the Commission to make its determination within 3 months of its receipt of advice from Treasury--in this case, by October 24, 1975.

A public hearing was held at 10:00 a.m. on Tuesday, September 9, 1975, in the Commission's hearing room. Public notice of the institution of the investigation and hearing was duly given by posting copies of the notice at the Office of the Secretary, U.S. International Trade Commission, 701 E Street NW., Washington, D.C., and at the New York office of the U.S. International Trade Commission located in Room 22629 of the customhouse, and by publishing the notice in the Federal Register (40 F.R. 32796) of August 4, 1975.

Treasury instituted its investigation after receiving a complaint dated September 7, 1974, from Colorguard Corporation, Raritan, N.J. The complaint alleged dumping of vinyl clad fence fabric from Canada.

Treasury's investigation was initiated on October 24, 1974, and notice thereof published in the Federal Register on October 29, 1974, (39 F.R. 38117).

On April 29, 1975, a Notice of Tentative Negative Determination that vinyl clad fence fabric from Canada was not being, nor likely to be, sold at less than fair value was published in the Federal Register (40 F.R. 18565). However, information obtained following the tentative negative determination indicated that vinyl clad fence fabric from Canada, other than that produced by General Wire & Cable Co., Ltd., was being, or was likely to be sold at less than fair value. The Assistant Secretary's determination of sales at less than fair value (LTFV) was made on July 24, 1975, and a statement of the reasons therefor was published in the Federal Register of July 29, 1975 (40 F.R. 31820).



### Description and Uses

Vinyl clad fence fabric is common in at least two varieties--chain link fabric and a welded fabric. The chain link fence fabric is by far the most common and is the variety of concern to the complainant.

Vinyl clad chain link fence fabric is a vinyl-coated metal fabric produced by helically winding and interweaving vinyl-coated steel wire in such a manner as to provide a continuous diamond-pattern mesh without knots or ties except in the form of a knuckling or of twisting and barbing of the ends of the wires to form the edge of the fabric.

The wire used to weave chain link fence fabric is coated with vinyl prior to weaving. Two techniques for vinyl-coating wire are currently in practice. The most popular technique involves passing a previously galvanized wire to be coated through the chamber of an extrusion coating machine where a 0.020-inch vinyl jacket is extruded over the wire, whereupon the vinyl cools and shrinks tightly around the wire. This coating process operates at speeds up to 1,000 feet per minute. The second process, used by only one major producer in the United States, entails the application of vinyl powders onto the primed <sup>1/</sup> (rather than galvanized) surface of the fencing wire by passing the wire through a fluidized bed; thereafter the wire is baked to fuse the vinyl into a uniform coating with a strong bond to the steel wire. This process is reported to operate at a rate considerably below that of the extrusion

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<sup>1/</sup> The primer used is understood to act as a mastic and flux for the fusion of the vinyl powder.

process. The maximum attainable coating using this process is 0.007 inch. To obtain the required 9-gauge-finished-wire diameter, a larger diameter core wire is used; this increases the cost considerably. No major difference in the two end products is visually discernible, and the two products compete in a common market.

Numerous types and styles of fencing-fabric materials make up the chain link fence market line. <sup>1/</sup> By far the dominant product line is the standard galvanized chain link fabric, which is coated in the United States by dipping the fabric in molten zinc after weaving or by electroplating techniques. Aluminum and aluminum-coated steel wires are also used to a much smaller degree (table 1).

The chain link fence product line includes a range of heights, wire sizes, and mesh sizes. Standard production runs normally include mesh sizes of 1-3/4, 2, 2-1/8, 2-1/4, and 3 inches, woven from wire of 6, 9, and 11 gauge; the full range of heights of fence fabric is 3 feet to 12 feet. Heights used most commonly for residential purposes are 3-1/2, 4, 5, and 6 feet. The mesh sizes are usually 2 or 2-1/4 inches and formed from 9-gauge (0.148-inch) wire. Chain link fence fabric suitable for commercial use may include fabric woven from 6- to 11-gauge (0.192- to 0.120-inch) wire in 2- to 3-inch mesh sizes, and 6 to 12 feet in height. Specialty items include such products as 1/2-inch mesh, 3-gauge wire, interwoven redwood slats, special heights, or combinations of such

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<sup>1/</sup> Eight types of wire are used in the United States to produce chain link fabric. Some of these types include galvanized wire, aluminum wire, aluminized wire with extruded vinyl coating, plain steel wire with bonded vinyl coating, galvanized wire with vinyl coating, and galvanized wire with bonded vinyl coating.

variations with more common varieties. All chain link fence fabric is woven on specially designed weaving machines. These machines are currently produced by Bergandi of California and are priced from \$25,000 to \$30,000. A chain link weaving machine is capable of weaving any of the eight individual types of wires used to make chain link fence fabric.

Vinyl clad fence fabric is specially packaged for shipping in heavy clear plastic bags; other chain link fence fabric is not packaged. The use of heavy plastic bags facilitates handling, reduces snagging on truck shipments, and protects the vinyl coating from scuffing and abrasion.

Galvanized chain link fence fabric is used for security purposes, sports enclosures (i.e., tennis courts), and for esthetic and safety purposes. The introduction of the colored vinyl coating has possibly increased the potential residential market for chain link fences by offering an attractive alternative to the dull gray appearance of a weathered galvanized chain link fence. The alternative to the galvanized product has historically been sold to the home buyer at a considerable premium. Producers state that the vinyl coating has a superior ability to withstand seaside and polluted atmospheric conditions such as are found in the industrial northeast region of the United States. Whereas the galvanized fence fabric may require painting after 3 to 5 years under such conditions, the vinyl clad fabric is guaranteed by certain producers for 20 years.

## U.S. Tariff Treatment

Vinyl clad chain link fence fabric that has not been galvanized prior to cladding, fence fabric made of wire over 0.20 inch in diameter or under 0.075 inch in diameter, and vinyl clad welded fabrics are covered by the provisions of item 642.80 of the Tariff Schedules of the United States (TSUS). The present 9.5-percent ad valorem rate applicable to imports under that item is a reduced rate reflecting a five-stage reduction following a concession granted during the Kennedy Round (table 2).

Vinyl clad chain link fence fabric that has been galvanized prior to cladding is covered by the provisions of TSUS item 642.35 for "Galvanized wire fencing wholly of round iron or steel wire measuring not over 0.20 inch and not under 0.075 inch in diameter, whether or not such wire is covered with plastics." The current rate--0.1 cent per pound--reflects a three-stage reduction from 0.25 cent per pound stemming from a concession granted by the United States in the Kennedy Round of trade negotiations (table 3). The ad valorem equivalent of the current rate based on the value of imports of vinyl clad fence fabric from Canada entered under item 642.35 declined from 0.09 percent in 1970 to 0.03 percent in 1975, reflecting the increased unit value of the imports.

## Nature and Extent of Sales at Less than Fair Value

In its investigation, Treasury examined sales of vinyl clad fence fabric to the United States by two Canadian producers. <sup>1/</sup> The two producers were General Wire and Cable Co., Ltd., Cobourg, Ontario, and Dominion Fence and Wire Products, Ltd., Bramalea, Ontario. During the period of Treasury's investigation (May-October 1974), General Wire accounted for 60 percent and Dominion accounted for 28 percent of total Canadian sales of that product to the United States. Five other Canadian firms together accounted for 12 percent of Canadian sales of such fence fabric to the United States, but the sales of those firms were not investigated by Treasury; nevertheless, Treasury's determination covers the sales of those firms. <sup>2/</sup>

Treasury made price calculations for all of the sales of vinyl clad fence fabric by General Wire and Cable Co. during the period of its investigation (May-October 1974); its calculations showed that none of

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<sup>1/</sup> The investigation covered eight sizes of fence fabrics: (1) 9 gauge x 2-inch mesh x various heights, (2) 9 gauge x 1-3/4-inch mesh x 10 and 12 feet, (3) 9 gauge x 2-1/4-inch mesh x various heights, (4) 9 gauge x 1-inch mesh x various heights, (5) 11 gauge x 1-1/4-inch mesh x various heights, (6) 11 gauge x 1-1/2-inch mesh x various heights, (7) 6 gauge x 2-inch mesh x various heights, and (8) 3 gauge x 2-inch mesh x various heights. Fair value comparison for the period May-October 1974 covered six basic sizes of various heights accounting for all of U.S. sales: (1) 9 gauge x 2-inch mesh, (2) 9 gauge x 1-3/4-inch mesh, (3) 9 gauge x 2-1/4-inch mesh, (4) 9 gauge x 1-inch mesh, (5) 11 gauge x 1-1/2-inch mesh, and (6) 6 gauge x 2-inch mesh.

<sup>2/</sup> It is understood that Treasury has now investigated three additional Canadian producers of vinyl clad fence fabric. However, only one firm, Savico Wire and Nail Co., was exempted from Treasury's determination of sales at less than fair value, published on July 29, 1975. Eastern Fence Ltd. was found to have sold at an LTFV margin of about 3 percent. Mid Plastics Ltd. was not exempted because of lack of information.

the sales were made at LTFV margins. With regard to Dominion Fence and Wire Products, Treasury found that all of the company's sales of vinyl clad fence fabric to the United States were at less than fair value; the weighted average margins on sales of fence fabric of different specifications ranged from \*\*\* to \*\*\* percent.

Fair value comparisons were made by comparing the purchase price and the adjusted home market price of identical merchandise. Purchase prices were computed by deducting from list prices the following items: freight, duty, brokerage fees, trade discounts, and cash discount; and adding Canadian Federal sales tax. U.S. customers were billed in U.S. dollars. Home market prices were calculated by deducting freight and discount from prices on the price list. Sales in the home market were made on an f.o.b. delivered basis to all Canadian customers in Canadian currency; these were converted to U.S. currency at exchange rates certified by the Federal Reserve Bank of New York under the provisions of section 522(c), Tariff Act of 1930, as amended. 1/

Estimated aggregate dumping duties on the entries made at LTFV during the period investigated were \*\*\* on sales of \*\*\*. Following are some statistical extracts.

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1/ Rates of exchange applied in conversion of home market prices to U.S. dollars are as follows: \$1.0285 for the period May-June 1974, \$1.0278 for the period July-Sept. 2, 1974, and \$1.0154 for the period Sept. 3-October 1974, to the Canadian dollar.

Vinyl clad fence fabric: Purchase prices and home market prices for export to the United States  
by Dominion Fence and Wire Products, Ltd., May-October 1974

Vinyl clad fence fabric size and height	Value of sales	Value of sales at margin	Home market price per roll	Purchase price per roll	Margin	Weighted average margin sales <u>1/</u> Percent	Estimated dumping duties <u>2/</u>
9 gauge x 2-inch mesh-----	***	***	***	***	***	***	***
9 gauge x 1-3/4 inch mesh----	***	***	***	***	***	***	***
9 gauge x 2-1/4 inch mesh----	***	***	***	***	***	***	***
9 gauge x 1-inch mesh-----	***	***	***	***	***	***	***
11 gauge x 1-1/2 inch mesh----	***	***	***	***	***	***	***
6 gauge x 2-inch mesh-----	***	***	***	***	***	***	***
Total-----	***	***				***	***

1/ The percentage margins shown were calculated on the basis of purchase price rather than on the basis of home market price (the method used by the Commission). Data are not available in the Treasury file to permit recalculation of the averages. Since the margins are small and apparently uniform, however, the average margins calculated on the basis of home market price would differ little from the percentages shown.

2/ These estimated duties are uncollectable because the imports have been cleared by the U.S. Customs Service.

Source: U.S. Treasury file.

## Total sales to the United States for the period May-October 1974

	<u>Total sales</u>	<u>Percent</u>
General Wire-----	***	60
Dominion-----	***	28
Other-----	***	<u>12</u>
Total-----	<u>***</u>	<u>100</u>

Value of merchandise considered by the U.S. Customs Service,  
May-October 1974

General Wire-----	***
Dominion-----	***
Other-----	***
Total-----	<u>***</u>



U.S. Producers

U.S. producers of vinyl clad fence fabric range from small one-plant independent companies, some of which buy vinyl-coated wire for weaving, to companies with multiplant wire-drawing, galvanizing, vinyl-cladding, and weaving operations. The Commission's investigation disclosed that 11 firms, listed below, are now (1975) actively producing vinyl clad chain link fence fabric in the United States:

- \*Anchor Post Products, Inc., Baltimore, Md.
- Belmont Industries, Inc., Garfield, N.J.
- \*Bryant Manufacturing Co., Westfield, Mass.
- Caribe Steel Corp., Catano, P.R.
- Colorguard Corp., Raritan, N.J.
- \*Davis Walker Corp., Los Angeles, Calif.
- \*National Fence Manufacturing Co., Inc., Beltsville, Md.
- New England Chain Link Fence Manufacturing Co., Montville, Conn.
- \*Pan-National Fence Manufacturing Co., Hialeah, Fla.
- \*Reeves Southeastern Corp., Tampa, Fla.
- Vinylcraft Fence Co., Chatsworth, Ill.

\*Member of the Chain Link Fence Manufacturers Institute.

Eight of the eleven are located along the east coast from Massachusetts to Florida. The remaining three are located in Illinois, California, and Puerto Rico. Four of the eleven produced more than four-fifths of the U.S. output of vinyl clad fence fabric in 1974. More than 40 firms (including the 11) weave one or more types of chain link fence fabric. Some of the producers, such as Colorguard Corp., consider themselves to be single-product manufacturers; the single product, however, actually consists of a line of items built around the vinyl-coating operation. 1/

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1/ Vinyl clad barbed wire represents a second product line that these producers must provide so that complete vinyl chain link security fence systems can be built.

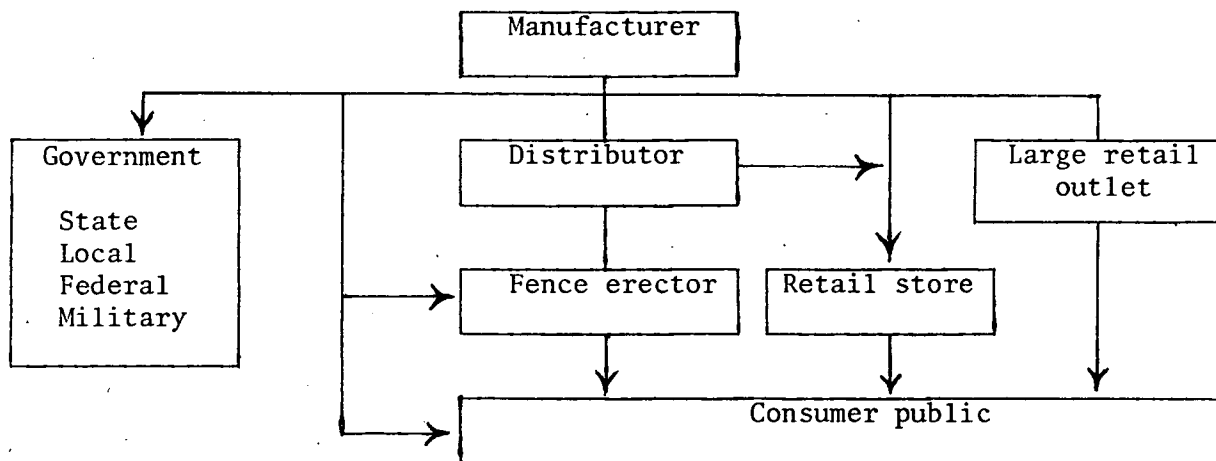
Also, most producers complete their lines by purchases from others of some of the fence fittings, posts, or even certain sizes or types of fence fabric that they do not produce.

The larger manufacturers of fence fabric have multiproduct lines. Anchor Post Products of Baltimore, Md., for example, has a long history of producing galvanized fence fabric; and, in addition to vinyl clad fence fabric and the numerous fixtures, fittings, and specialty items necessary to complete the line, Anchor has recently added aluminum-coated (aluminized steel) fence fabric to its product catalog.

## Marketing and Channels of Distribution

Vinyl clad fence fabric moves to the market or to end users through at least seven channels of distribution, as shown in the diagram below:

Vinyl clad fence fabric channels of distribution, 1975



The large number of channels of distribution is attributed, in part, to the number and size of distributors to which each manufacturer sells. Polar examples of this situation exist in the comparison of Colorguard Corp. and Vinylcraft Fence Co. Colorguard is a well-established company that sells to large distributors in truckload quantities. Vinylcraft, on the other hand, has not developed a strong distributor network and sells to small distributors in less than truckload quantities. The normal channel through which vinyl clad fence fabric flows is through the distributor-fence-erector-company channel; one company, Anchor Post Products, Inc., has its own distributor-installer network. The distributors vary in size and in the number of lines of fence fabric that they carry. The fence erectors, on the other hand, are normally split into residential

and commercial erecting companies. Many more residential erecting companies exist than commercial erecting companies. The residential erector is generally unable to handle the large commercial fencing jobs and sublets such large jobs to a commercial erecting firm. Fence fabric manufacturers also sell to certain fence erectors and retail outlets. The fence erector that buys direct from a producer generally pays a price 5 to 10 percent above the distributor price level. The large retailer, such as Sears or Wards, buys at distributor prices because its volume is as great as that of the distributors.

Marketing of the vinyl clad product is concentrated in the northeast region of the United States. 1/ Seven of the eleven known producers and more than 75 percent of all distributors handling vinyl clad chain link fence are located in this region. The four manufacturers located outside the northeast are not actively promoting vinyl clad fence fabric in sales territories other than in the vicinity of their production facility.

#### U.S. Consumption

Domestic consumption of vinyl clad chain link fence fabric rose in the 1970's, increasing from about \*\*\* tons in 1970 to \*\*\* tons in 1973 and 1974 (table 7). 2/ The lack of growth in 1974 is attributed to the scarcity of steel during 1974, combined with difficulty in obtaining the various plastics used in coating chain link fence fabric. The materials

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1/ The northeast region covers a marketing area extending from Illinois east to Virginia and north to New England.

2/ Total consumption is understated to the extent of a small quantity of imports from other Canadian and possibly Belgian and Japanese producers.

problem of 1974 ended in late 1974 and early 1975. However, the recession psychology, coupled with reduced housing starts and reduced industry expansion and capital expenditures, has interacted to shrink the overall market temporarily. The 1975 consumption is estimated at \*\*\* to \*\*\* tons based on the January-June 1975 consumption rate of \*\*\* tons. Information on the value of the material consumed indicates that expenditures for vinyl clad chain link fence fabric increased in each year from \*\*\* million in 1970 to \*\*\* million in 1974 and will probably exceed \*\*\* million in 1975.

Import penetration by Canada of the domestic vinyl clad chain link fence market ranged from \*\*\* percent (1972) to \*\*\* percent (1973) and averaged \*\*\* percent over the 1970-74 period. <sup>1/</sup> In January-June 1975 such imports' share of the domestic market fell to \*\*\* percent. During the period of Treasury's investigation (May-October 1974) import penetration amounted to \*\*\* percent, compared with \*\*\* percent during the corresponding period of 1973. Annual imports from Dominion Fence and Wire Products, Ltd., accounted for from \*\*\* percent to \*\*\* percent of consumption during 1970-74. Dominion's market share declined from \*\*\* percent during May-October 1973 to \*\*\* percent in the corresponding period of 1974.

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<sup>1/</sup> Market penetration tables based on shipments of all types of chain link fence fabric were not constructed because data made available by the Chain Link Fence Manufacturers Institute were incomplete. Imports of vinyl clad fence fabric from Canada in 1974 plus domestic shipments of all types of chain link fence fabric (table 1) provide an estimated market penetration figure of \*\*\* percent.

Domestic consumption of vinyl clad chain link fence fabric, while currently reduced, is certain to pick up and increase in the years ahead. This is evidenced by the rapid growth in the market prior to the steel shortage and the economic recession. Also, the current craze in the sports area, particularly tennis, has created a new demand for chain link fence fabric. Vinyl clad fabric is likely to take an increasing share of this market as the product catches on in regions other than the northeast region.

#### U.S. Shipments and Exports

Shipments of vinyl clad chain link fence increased annually from 1970 to 1974. The rise in shipments, starting from 7,583 tons in 1970 and reaching 12,137 tons in 1973, slowed to 12,374 tons in 1974 as a result of a scarcity of raw materials. Shipments in 1975, based on sales accrued during January-June, are expected to exceed those in 1974 by a small margin. The value of shipments totaled \$3.5 million in 1970 and increased by roughly \$1.0 million in each year thereafter, with the exception of 1974 (table 6). In that year, rapidly rising costs outstripped by far the small increase in tons shipped, and shipments totaled \$10.3 million. Continuing cost and price increases in 1975 are anticipated to hold the total value of shipments above \$10.0 million.

An analysis of the data presented on the following page, based on year-to-year changes in shipments as shown in tables 4 and 7, indicates that over the 1970-74 period all producers made net gains in shipments except Dominion, which suffered a net loss of \*\*\* tons.

Net changes in shipments of vinyl clad chain link fence fabric  
into or within the United States, 1971-74

(In tons)						
Company	1971	1972	1973	1974	Total, 1971-74	
General Wire-----	***	***	***	***	***	
Dominion-----	***	***	***	***	***	
Colorguard-----	***	***	***	***	***	
Anchor Post-----	***	***	***	***	***	
National-----	***	***	***	***	***	
Vinylcraft-----	***	***	***	***	***	
All others-----	***	***	***	***	***	
All companies-----	***	***	***	***	***	

Source: Derived from tables 4 and 7.

\* \* \*. Their combined losses, combined with the loss in shipments suffered by Dominion, are nearly equivalent to the total shipments of the new producer, \* \* \*, in 1974. Looked at another way, Dominion and \* \* \* had net losses in shipments equal to \* \* \* net gain in 1974 shipments. Two additional comments should be made--first, the small new producers have made substantial gains in each of the years 1971-74, and, second, the overall annual gain in total shipments appears to be highly variable; however, the total number of tons of vinyl clad fence fabric shipped has increased in each year.

Only one U.S. manufacturer reported shipments of vinyl clad chain link fence fabric for export. \* \* \*. The U.S. Department of Commerce statistics do not report separate figures for vinyl clad chain link fence fabric.

## U.S. Imports

The trend in imports of Canadian vinyl clad fence fabric increased irregularly from \*\*\* tons in 1970 to \*\*\* tons in 1972 (table 7).

Imports in 1973 jumped to \*\*\* tons as overall consumption in the United States increased dramatically. During 1974, imports declined by \*\*\* tons, possibly as a result of the steel shortage. However, anticipated 1975 annualized imports (based on imports in January-June 1975 of \*\*\* tons) appear to be continuing a downward trend from the 1973 peak of \*\*\* tons. During the period of Treasury's investigation, May-October 1974, imports were \*\*\* tons smaller than they had been in the corresponding period of 1973.

Imports from Dominion Fence and Wire Products, Ltd. (the known LTFV imports), declined in each year 1970 (\*\*\* tons) through 1972 (\*\*\* tons). They rose sharply in 1973 to \*\*\* tons, then fell almost as sharply in 1974 to \*\*\* tons. Imports during the period of the investigation (\*\*\* tons) were also down considerably from those in the corresponding period in 1973 (\*\*\* tons). During January-June 1975 only \*\*\* tons of vinyl clad chain link fence fabric were entered from Dominion Fence, compared with \*\*\* tons entered therefrom during the corresponding period of 1974.

## Practices and Prices

The vinyl-clad-fence-fabric market is divided into two segments, residential and commercial. Residential vinyl clad chain link fence fabric has its own channels of trade and standard specifications.



Industrial fence fabric, which is made to more exact specifications than residential fence fabric, is generally sold in competitive bidding.

Dominion's sales of vinyl clad chain link fence fabric in the United States are made according to a published price list. Terms of sale are net 30 days and 2 percent discount if paid in 10 days. Freight, insurance, and duty fees are included in the prices. Freight is prepaid on full-truckload orders of 32,000 pounds or more within a 500-mile radius of Toronto. Less than truckload orders are f.o.b. Bramalea, Ontario. Customs duty and brokerage fees are prepaid on all shipments. A trade discount is allowed to established customers according to their volume of sales and their credit rating.

U.S. producers of vinyl clad fence fabrics sell their products at varied terms. Sales terms reported are 2 percent discount for a period of payment ranging from 10 to 30 days; no discounts are allowed on payments received during a period of 30 to 60 days from date of invoice.

Pricing data received by the Commission from six U.S. and two Canadian producers through responses to questionnaires were compiled in tables 9 to 16 in appendix A. The six domestic producers represent the largest producers in the United States. The two Canadian producers are Dominion Fence, which Treasury found to have sold at LTFV, and General Wire, which Treasury did not find to have sold at LTFV. These two Canadian producers account for the bulk of U.S. imports of this commodity. The data cover the period January 1972 to June 1975, on a quarterly basis. Prices were obtained for four varieties of chain link fence fabrics:

2 inches x 9 gauge x 4 feet and 2-1/4 inches x 9 gauge x 4 feet, in 50-foot rolls, vinyl clad, and galvanized.

The eight companies covered by the pricing data are Anchor Post Products, Inc., Baltimore, Md., Colorguard Corp., Raritan, N.J., National Fence Manufacturing Co., Inc., Bladensburg, Md., New England Chain Link Fence Manufacturing Co., Montville, Conn., Davis Walker Corp., Los Angeles, Calif., Belmont Industries, Inc., Garfield, N.J., Dominion Fence & Wire Products, Ltd., Bramalea, Ontario, and General Wire and Cable Co., Ltd., Coburg, Ontario. The prices are net prices, f.o.b. manufacturer's shipping point, in truckload quantities to distributors in the United States. Since the 2 inches x 9 gauge x 4 feet vinyl clad fence fabric is the most popular type of vinyl clad fabric in the residential market, it was chosen for purposes of studying price trends.

In recent years, the prices of both the six domestic producers and the two Canadian companies have followed generally similar trends. With some individual variation, prices were stable through 1972, rose at an accelerating pace to mid-1974, remained stable to the spring of 1975, and then declined.

Since late 1973, the prices charged by Dominion (i.e., the prices of the LTFV product) have been the highest of those charged by the eight firms; Dominion's prices were matched for some of the period by the prices of \*\*\*, one of the largest domestic producers, but were higher than those of the other domestic producers. In 1972 and 1973 Dominion's prices were a little lower than \*\*\*, and, for part of that period, than

the prices of \*\*\*, another domestic producer. They were, however, still among the higher prices of the eight firms. Except at one point in 1973, Dominion's prices since 1972 have been slightly above the prices of \*\*\*.

\* \* \* \* \*

## Profit-and-Loss Experience of U.S. Producers

The data in this section represent the profit-and-loss experience--on a total company or establishment basis--of three producers of vinyl clad chain link fence fabric for the period 1970-74. The three producers-- \* \* \*, \* \* \*, and \* \* \*--accounted for about 70 percent of the total sales value of all vinyl clad chain link fence fabric sold by U.S. producers in 1974. Two of the three producers-- \* \* \*, and \* \* \*--were able to furnish usable profit-and-loss data on their vinyl clad chain link fence fabric operations. 1/

The accounting year for \* \* \* and \* \* \* ended December 31, while the accounting year for \* \* \* ended July 31, for each of the years 1970-72, and January 31, for each of the years 1973 and 1974. \* \* \*

\* \* \* \* \*

The producers of vinyl clad chain link fence fabric were requested to submit interim profit-and-loss data for their 1975 accounting year. Only one producer, \* \* \*, complied with this request.

Total company or establishment operations

\* \* \* and \* \* \* submitted profit-and-loss data on their total company operations while \* \* \* submitted profit-and-loss data on its establishment operations within which vinyl clad chain link fence fabric is produced. \* \* \*

\* \* \* \* \*

Each of the four producers operated profitably during the period 1970-74. \* \* \*

\* \* \* \* \*

Operations on vinyl clad chain link fence fabric. --

\* \* \* \* \*

Summary.--The combined total company and establishment operations of three U.S. producers of vinyl clad chain link fence fabric were profitable during the period 1970-74. As a percent of net sales, profits were modest in each of the years 1970-72-- \* \* \* --and substantial in each of the years 1973 and 1974.

The vinyl clad chain link fence fabric operations of the two reporting companies were also profitable during the period 1971-74.

\* \* \* \* \*

Appendix A

Statistical Tables

Table 1.--Chain link fence fabric: U.S. shipments of chain link fence fabric, by types, 1970-74

Year	Shipments of chain link fence fabric						Vinyl clad as a percent of total
	Galva- nized steel	Aluminum	Aluminized steel	Vinyl clad steel	Total		
	Tons	Tons	Tons	Tons	Tons		
1970-----	155,452	3,668	2,592	7,583	169,295		4.5
1971-----	182,707	1,688	2,142	9,583	196,120		4.9
1972-----	262,730	1,928	2,064	10,766	277,488		3.9
1973-----	307,077	1,761	2,268	12,137	323,243		3.8
1974-----	303,404	3,257	8,118	12,374	327,153		3.8
Percent of growth							
1970-74----	95.2	-11.2	213.2	63.2	93.8		-

Source: Shipments of galvanized, aluminum, and aluminized chain link fence fabric estimated by the staff of the U.S. International Trade Commission; vinyl clad chain link fence fabric statistics derived from questionnaires submitted to the Commission by producers of such fabrics.

Table 2.--Cloth, gauze, fabric, screen, netting, and fencing:  
U.S. rates of duty, 1930-75

Effective date	Rate	Authority for change
	<u>Percent</u> <u>ad valorem</u>	
June 18, 1930-----	45	Tariff Act of 1930 (par. 397).
Jan. 30, 1943-----	22.5	Trade Agreement with Mexico.
June 30, 1956-----	21	GATT.
June 30, 1957-----	22	GATT.
June 30, 1958-----	19	GATT.
Aug. 31, 1963-----	19	Adoption of TSUS (item 642.80).
Jan. 1, 1968-----	17	GATT.
Jan. 1, 1969-----	15	GATT.
Jan. 1, 1970-----	13	GATT.
Jan. 1, 1971-----	11	GATT.
Jan. 1, 1972-----	9.5	GATT.

Table 3.--Galvanized wire fencing: <sup>1/</sup> U.S. rates of duty,  
1930-75

Effective date	Rate	Authority for change
	<u>Cents per</u> <u>pound</u>	
June 18, 1930-----	0.5	Tariff Act of 1930 (par. 317).
Jan. 1, 1948-----	.25	GATT.
Aug. 31, 1963-----	.25	Adoption of TSUS (item 642.35).
Jan. 1, 1968-----	.2	GATT.
Jan. 1, 1970-----	.15	GATT.
Jan. 1, 1972-----	.1	GATT.

<sup>1/</sup> The wire fencing entered under this TSUS classification includes galvanized wire fencing whether or not such wire is covered with plastics.



Table 4.--Vinyl clad fence fabric: U.S. producers' shipments ranked by volume in 1974, 1970-74, May-October of 1973 and 1974, and January-June of 1974 and 1975

Company	1970	1971	1972	1973	1974	May-October		January-June		
						1973	1974	1974	1975	
Quantity (tons)										
Colorguard Corp-----	***	***	***	***	***	***	***	***	***	***
Anchor Post Products, Inc-----	***	***	***	***	***	***	***	***	***	***
National Fence Manufacturing Co., Inc-----	***	***	***	***	***	***	***	***	***	***
Vinylcraft Fence Co <u>1</u> /-----	***	***	***	***	***	***	***	***	***	***
Davis Walker Corp-----	***	***	***	***	***	***	***	***	***	***
New England Chain Link Fence Manufacturing Co-----	***	***	***	***	***	***	***	***	***	***
Belmont Industries, Inc-----	***	***	***	***	***	***	***	***	***	***
Pan-National Fence Manufacturing Co-----	***	***	***	***	***	***	***	***	***	***
Reeves Southeastern Corp-----	***	***	***	***	***	***	***	***	***	***
Bryant Manufacturing Co-----	***	***	***	***	***	***	***	***	***	***
Total-----	7,583	9,583	10,766	12,137	12,374	6,774	6,169	7,163	6,416	
Percent										
Colorguard's share of total market-----	***	***	***	***	***	***	***	***	***	***

1/ Data supplied by Vinylcraft Fence Co. (which is currently closing its operations in Chatsworth, Ill.) were supplied by telephone and not confirmed in writing.

Source: Compiled from data submitted to the U.S. International Trade Commission by U.S. producers of vinyl clad chain link fence.

Table 5.--Vinyl clad fence fabric: U.S. producers' shipments, by regions, 1970-74,  
May-October of 1973 and 1974, and January-June of 1974 and 1975

Region and company	1970	1971	1972	1973	1974	May-October		January-June	
						1973	1974	1974	1975
Quantity (tons)									
Northeast region:									
Colorguard Corp-----	***	***	***	***	***	***	***	***	***
Anchor Post Products, Inc---	***	***	***	***	***	***	***	***	***
National Fence Manufac-									
turing Co., Inc-----	***	***	***	***	***	***	***	***	***
Vinylcraft Fence Co-----	***	***	***	***	***	***	***	***	***
New England Chain Link									
Fence Manufacturing Co----	***	***	***	***	***	***	***	***	***
Belmont Industries, Inc-----	***	***	***	***	***	***	***	***	***
Bryant Manufacturing Co-----	***	***	***	***	***	***	***	***	***
Subtotal-----	5,606	6,975	7,777	9,069	9,596	5,342	4,655	5,547	5,164
All other regions:									
Anchor Post Products, Inc---	***	***	***	***	***	***	***	***	***
Davis Walker Corp-----	***	***	***	***	***	***	***	***	***
Colorguard Corp-----	***	***	***	***	***	***	***	***	***
Pan-National Fence Manufac-									
turing Co-----	***	***	***	***	***	***	***	***	***
Reeves Southeastern Corp---	***	***	***	***	***	***	***	***	***
National Fence Manufac-									
turing Co., Inc-----	***	***	***	***	***	***	***	***	***
Caribe Steel Corp-----	***	***	***	***	***	***	***	***	***
Subtotal-----	1,977	2,608	2,990	3,068	2,778	1,432	1,514	1,616	1,252
Total-----	7,583	9,583	10,767	12,137	12,374	6,774	6,169	7,163	6,416
Percent									
Northeast region as a									
share of total-----	73.9	72.8	72.3	74.7	77.5	78.9	75.5	77.4	80.5
Colorguard's share of									
northeast region-----	***	***	***	***	***	***	***	***	***

Source: Compiled from data submitted to the U.S. International Trade Commission by U.S. vinyl clad chain link fence producers.

Table 6.--Vinyl clad fence fabric: U.S. producers' shipments, by regions, 1970-74,  
May-October of 1973 and 1974, and January-June of 1974 and 1975

Region and company	1970	1971	1972	1973	1974	May-October		January-June		
						1973	1974	1974	1975	
	Value (dollars)									
Northeast region:										
Anchor Post Products, Inc--	***	***	***	***	***	***	***	***	***	***
Colorguard Corp-----	***	***	***	***	***	***	***	***	***	***
National Fence Manufac-										
turing Co., Inc-----	***	***	***	***	***	***	***	***	***	***
New England Chain Link										
Fence Manufacturing Co---	***	***	***	***	***	***	***	***	***	***
Bryant Manufacturing Co---	***	***	***	***	***	***	***	***	***	***
Vinylcraft Fence Co-----	***	***	***	***	***	***	***	***	***	***
Belmont Industries, Inc---	***	***	***	***	***	***	***	***	***	***
Subtotal-----	2,592,618	3,390,184	4,073,466	5,158,585	7,503,450	2,976,503	3,928,260	4,162,954	4,187,203	
All other regions:										
Anchor Post Products, Inc--	***	***	***	***	***	***	***	***	***	***
Colorguard Corp-----	***	***	***	***	***	***	***	***	***	***
National Fence Manufac-										
turing Co., Inc-----	***	***	***	***	***	***	***	***	***	***
Davis Walker Corp-----	***	***	***	***	***	***	***	***	***	***
Pan-National Fence Manu-										
facturing Co-----	***	***	***	***	***	***	***	***	***	***
Reeves Southeastern Corp---	***	***	***	***	***	***	***	***	***	***
Caribe Steel Corp-----	***	***	***	***	***	***	***	***	***	***
Subtotal-----	911,215	1,257,404	1,501,869	1,739,287	2,750,432	942,105	1,404,405	1,616,543	1,061,616	
Total-----	3,503,833	4,647,588	5,575,335	6,897,872	10,253,882	3,918,608	5,332,665	5,780,497	5,248,819	
	Percent									
Northeast region as a										
share of total-----	74.0	73.0	73.1	74.8	73.2	76.0	75.7	72.0	79.8	
Colorguard's share of										
northeast region-----	***	***	***	***	***	***	***	***	***	***

Source: Compiled from data submitted to the U.S. International Trade Commission by U.S. vinyl clad chain link fence producers.

Table 7.--Vinyl clad fence fabric: U.S. shipments, U.S. imports for consumption from Canada, total, and from Dominion Fence and Wire Products, Ltd., U.S. apparent consumption, 1970-74, May-October of 1973 and 1974, and January-June of 1974 and 1975

(In tons)							
Period	Shipments	Imports from Canada		Apparent consumption	Ratio of imports from Canada to U.S. consumption		
		Total <u>1/</u>	From Dominion Fence and Wire		Total	From Dominion Fence and Wire	
1970-----	7,583	***	***	***	***	***	***
1971-----	9,583	***	***	***	***	***	***
1972-----	10,767	***	***	***	***	***	***
1973-----	12,137	***	***	<u>2/</u> ***	***	***	***
1974-----	12,374	***	***	***	***	***	***
May-October--							
1973-----	6,774	***	***	***	***	***	***
1974-----	6,169	***	***	***	***	***	***
January-June--							
1974-----	7,163	***	***	***	***	***	***
1975-----	6,416	***	***	***	***	***	***

1/ Imports from Canada are understated to the extent of shipments from 5 small Canadian firms. These 5 firms are thought to account for approximately 10 percent of total Canadian exports to the United States.

2/ Export shipments of \*\*\* tons ( \* \* \* ) subtracted from apparent consumption. This single shipment was the only export reported.

Source: Compiled from data submitted to the U.S. International Trade Commission by vinyl clad chain link fence producers.

Table 8.--Vinyl clad fence fabric: U.S. shipments to or within the northeast region, U.S. imports for consumption from Canada, total and from Dominion Fence and Wire Products, Ltd., May-October of 1973 and 1974, and January-June of 1974 and 1975

(In tons)							
Period	Shipments to northeast region	Imports from Canada		Apparent consumption in the northeast region	Ratio of imports from Canada to U.S. consumption in the northeast region		
		Total	From Dominion Fence and Wire		Total	From Dominion Fence and Wire	
1970-----	5,606	***	***	***	***	***	***
1971-----	6,975	***	***	***	***	***	***
1972-----	7,777	***	***	***	***	***	***
1973-----	9,069	***	***	***	***	***	***
1974-----	9,596	***	***	***	***	***	***
May-October--							
1973-----	5,342	***	***	***	***	***	***
1974-----	4,655	***	***	***	***	***	***
January-June--							
1974-----	5,547	***	***	***	***	***	***
1975-----	5,164	***	***	***	***	***	***

Source: Compiled from data submitted to the U.S. International Trade Commission by vinyl clad chain link fence producers.

Table 9.--Vinyl clad and galvanized fence fabric: Net price f.o.b. manufacturer's shipping point, in truckload quantities, to distributors in the United States by Anchor Post Products, Inc., by quarters, 1972-74 and January-June 1975

Period	(Price per roll)			
	Specifications and type of product produced by Anchor Post Products, Inc.			
	2 in. x 9 gauge x 4 ft. x 50-ft. roll		2-1/4 in. x 9 gauge x 4 ft. x 50-ft. roll <u>1/</u>	
	Vinyl clad <u>2/</u>	Galvanized	Vinyl clad	Galvanized
1972:				
January-March-----	***	***		
April-June-----	***	***		
July-September-----	***	***		
October-December-----	***	***		
1973:				
January-March-----	***	***		
April-June-----	***	***		
July-September-----	***	***		
October-December-----	***	***		
1974:				
January-March-----	***	***		
April-June-----	***	***		
July-September-----	***	***		
October-December-----	***	***		
1975:				
January-March-----	***	***		
April-June-----	***	***		

1/ Not produced.

2/ Produced with an ungalvanized core wire.

Source: Compiled from data submitted to the U.S. International Trade Commission by the producer.

Table 10.--Vinyl clad and galvanized fence fabric: Net price f.o.b. manufacturer's shipping point, in truckload quantities, to distributors in the United States by Colorguard Corp., by quarters, 1972-74 and January-June 1975

Period	(Price per roll)			
	Specifications and type of product produced by Colorguard Corp.			
	2 in. x 9 gauge x 4 ft. x 50-ft. roll		2-1/4 in. x 9 gauge x 4 ft. x 50-ft. roll	
	Vinyl clad (Colorbond)	Galvanized (Colorbrite)	Vinyl clad (Colorbond)	Galvanized (Colorbrite)
1972:				
January-March-----	***		***	
April-June-----	***		***	
July-September-----	***		***	
October-December-----	***		***	
1973:				
January-March-----	***		***	
April-June-----	***		***	
July-September-----	***		***	
October-December-----	***		***	
1974:				
January-March-----	***	***		***
April-June-----	***	***		***
July-September-----	***	***		***
October-December-----	***	***		***
1975:				
January-March-----	***	***		***
April-June-----	***	***		***

Source: Compiled from data submitted to the U.S. International Trade Commission by the producer.

Table 11.--Vinyl clad and galvanized fence fabric: Net price f.o.b. manufacturer's shipping point, in truckload quantities, to distributors in the United States by National Fence Manufacturing Co., Inc., by quarters, 1972-74 and January-June 1975

Period	(Price per roll)			
	Specifications and type of product produced.			
	by National Fence Manufacturing Co., Inc.			
	2 in. x 9 gauge x 4 ft. x 50-ft. roll	2 in. x 9 gauge x 4 ft. x 50-ft. roll	2-1/4 in. x 9 gauge x 4 ft. x 50-ft. roll	2-1/4 in. x 9 gauge x 4 ft. x 50-ft. roll
	Vinyl clad	Galvanized	Vinyl clad	Galvanized <sup>1/</sup>
1972:				
January-March-----	***	***		
April-June-----	***	***		
July-September-----	***	***		
October-December-----	***	***		
1973:				
January-March-----	***	***		
April-June-----	***	***		
July-September-----	***	***	***	
October-December-----	***	***	***	
1974:				
January-March-----	***	***	***	
April-June-----	***	***	***	
July-September-----	***	***	***	
October-December-----	***	***	***	
1975:				
January-March-----	***	***	***	
April-June-----	***	***	***	

<sup>1/</sup> Not produced.

Source: Compiled from data submitted to the U.S. International Trade Commission by the producer.



Table 12.--Vinyl clad and galvanized fence fabric: Net price f.o.b. manufacturer's shipping point, in truckload quantities, to distributors in the United States by New England Chain Link Fence Manufacturing Co., by quarters, 1972-74 and January-June 1975

(Price per roll)					
Period	Specifications and type of product produced by New England Chain Link Fence Manufacturing Co.				
	2 in. x 9 gauge x 4 ft. x 50-ft. roll		2-1/4 in. x 9 gauge x 4 ft. x 50-ft. roll		
	Vinyl clad <sup>1/</sup>	Galvanized	Vinyl clad <sup>1/</sup>	Galvanized	
1972:					
January-March-----	***	***	***	***	***
April-June-----	***	***	***	***	***
July-September-----	***	***	***	***	***
October-December-----	***	***			
1973:					
January-March-----	***	***			
April-June-----	***	***			
July-September-----	***	***			
October-December-----	***	***			
1974:					
January-March-----	***	***			
April-June-----	***	***			
July-September-----	***	***			
October-December-----	***	***			
1975:					
January-March-----	***				
April-June-----	***				

<sup>1/</sup> The New England Chain Link Fence Manufacturing Co. product is produced with an ungalvanized core wire.

Source: Compiled from data submitted to the U.S. International Trade Commission by the producer.

Table 13.--Vinyl clad and galvanized fence fabric: Net price f.o.b. manufacturer's shipping point, in truckload quantities, to distributors in the United States by Dominion Fence and Wire Products, Ltd., by quarters, 1972-74 and January-June 1975

Period	(Price per roll)			
	Specifications and type of product produced			
	by Dominion Fence and Wire Products, Ltd.			
	2 in. x 9 gauge x 4 ft. x 50-ft. roll	2-1/4 in. x 9 gauge x 4 ft. x 50-ft. roll	1/	
	Vinyl clad	Galvanized	Vinyl clad	Galvanized <sup>1/</sup>
1972:				
January-March-----	***	***		
April-June-----	***	***		
July-September-----	***	***		
October-December-----	***	***		
1973:				
January-March-----	***	***	***	
April-June-----	***	***	***	
July-September-----	***	***	***	
October-December-----	***	***	***	
1974:				
January-March-----	***	***	***	
April-June-----	***	***	***	
July-September-----	***	***	***	
October-December-----	***	***	***	
1975:				
January-March-----	***	***	***	
April-June-----	***	***	***	

<sup>1/</sup> Not produced.

Source: Compiled from data submitted to the U.S. International Trade Commission by the producer.

Table 14.--Vinyl clad and galvanized fence fabric: Net price f.o.b. manufacturer's shipping point, in truckload quantities, to distributors in the United States by Davis Walker Corp., by quarters, 1972-74 and January-June 1975

Period	(Price per roll)			
	Specifications and type of product produced by Davis Walker Corp.			
	2 in. x 9 gauge x 4 ft. x 50-ft. roll		2-1/4 in. x 9 gauge x 4 ft. x 50-ft. roll <u>1/</u>	
	Vinyl clad	Galvanized <u>1/</u>	Vinyl clad	Galvanized
1972:				
January-March-----	***			
April-June-----	***			
July-September-----	***			
October-December-----	***			
1973:				
January-March-----	***			
April-June-----	***			
July-September-----	***			
October-December-----	***			
1974:				
January-March-----	***			
April-June-----	***			
July-September-----	***			
October-December-----	***			
1975:				
January-March-----	***			
April-June-----	***			

1/ Not produced.

Source: Compiled from data submitted to the U.S. International Trade Commission by the producer.

Table 15.--Vinyl clad and galvanized fence fabric: Net price f.o.b. manufacturer's shipping point, in truckload quantities, to distributors in the United States by Belmont Industries, Inc., by quarters, 1972-74 and January-June 1975

Period	(Price per roll)			
	Specifications and type of product produced by Belmont Industries, Inc.			
	2 in. x 9 gauge x 4 ft. x 50-ft. roll		2-1/4 in. x 9 gauge x 4 ft. x 50-ft. roll <u>1/</u>	
	Vinyl clad	Galvanized <u>1/</u>	Vinyl clad	Galvanized
1972:				
January-March-----	***			
April-June-----	***			
July-September-----	***			
October-December-----	***			
1973:				
January-March-----	***			
April-June-----	***			
July-September-----	***			
October-December-----	***			
1974:				
January-March-----	***			
April-June-----	***			
July-September-----	***			
October-December-----	***			
1975:				
January-March-----	***			
April-June-----	***			

1/ Not produced.

Source: Compiled from data submitted to the U.S. International Trade Commission by the producer.

Table 16.--Vinyl clad and galvanized fence fabric: Net price f.o.b. manufacturer's shipping point, in truckload quantities, to distributors in the United States by General Wire and Cable Co., Ltd., by quarters, 1972-74 and January-June 1975

Period	(Price per roll)			
	Specifications and type of product produced			
	by General Wire and Cable Co., Ltd.			
	2 in. x 9 gauge x 4 ft. x 50-ft. roll	2-1/4 in. x 9 gauge x 4 ft. x 50-ft. roll	1/	
	Vinyl clad	Galvanized	1/	Vinyl clad Galvanized
1972:				
January-March-----	***			
April-June-----	***			
July-September-----	***			
October-December-----	***			
1973:				
January-March-----	***			
April-June-----	***			
July-September-----	***			
October-December-----	***			
1974:				
January-March-----	***			
April-June-----	***			
July-September-----	***			
October-December-----	***			
1975:				
January-March-----	***			
April-June-----	***			

1/ Not produced.

Source: Compiled from data submitted to the U.S. International Trade Commission by the producer.

Table 17.--Vinyl clad chain link fence fabric: Profit-and-loss experience of 3 U.S. producers of vinyl clad chain link fence fabric on their total company or establishment operations, accounting years 1970-74 1/

Year and company	Net sales	Net operating profit	Net profit before income taxes	Ratio of net operating profit to net sales	Ratio of net profit before income taxes to net sales	Net sales of vinyl clad chain link fence fabric	Ratio of sales of vinyl clad chain link fence fabric to total net sales
	<u>1,000 dollars</u>	<u>1,000 dollars</u>	<u>1,000 dollars</u>	<u>Percent</u>	<u>Percent</u>	<u>1,000 dollars</u>	<u>Percent</u>
<u>1970</u>							
* * *	***	***	***	***	***	***	***
* * *	***	***	***	***	***	***	***
* * *	***	***	***	***	***	***	***
Total or average	***	***	***	***	***	***	***
<u>1971</u>							
* * *	***	***	***	***	***	***	***
* * *	***	***	***	***	***	***	***
* * *	***	***	***	***	***	***	***
Total or average	***	***	***	***	***	***	***
<u>1972</u>							
* * *	***	***	***	***	***	***	***
* * *	***	***	***	***	***	***	***
* * *	***	***	***	***	***	***	***
Total or average	***	***	***	***	***	***	***
<u>1973</u>							
* * *	***	***	***	***	***	***	***
* * *	***	***	***	***	***	***	***
* * *	***	***	***	***	***	***	***
Total or average	***	***	***	***	***	***	***

See footnote at end of table.

Table 17.--Vinyl clad chain link fence fabric: Profit-and-loss experience of 3 U.S. producers of vinyl clad chain link fence fabric on their total company or establishment operations, accounting years 1970-74 1/--Continued

Year and company	Net sales	Net operating profit	Net profit before income taxes	Ratio of net operating profit to net sales	Ratio of net profit before income taxes to net sales	Net sales of vinyl clad chain link fence fabric	Ratio of sales of vinyl clad chain link fence fabric to total net sales
	<u>1,000 dollars</u>	<u>1,000 dollars</u>	<u>1,000 dollars</u>	<u>Percent</u>	<u>Percent</u>	<u>1,000 dollars</u>	<u>Percent</u>
1974							
* * *	***	***	***	***	***	***	***
* * *	***	***	***	***	***	***	***
* * *	***	***	***	***	***	***	***
Total or average	***	***	***	***	***	***	***
1975							
* * *	2/	2/	2/	2/	2/	2/	2/
* * *	2/	2/	2/	2/	2/	2/	2/
* * * 3/	***	***	***	***	***	***	***
Total or average	-	-	-	-	-	-	-

1/ The accounting year of \* \* \* \* \* ended Dec. 31. The accounting year for \* \* \* ended July 31 for the years 1970-72, and Jan. 31 for years 1973 and 1974. \* \* \* Profit-and-loss data for \* \* \* \* \* are those for their total company operations while that of \* \* \* are only for the establishment within which vinyl clad chain link fence is produced.

2/ Data not available.

3/ Data for 8-month period ended Aug. 31, 1975.

Source: Compiled from data submitted to the U.S. International Trade Commission by the domestic producers.

Table 18.--Vinyl clad chain link fence fabric: Profit-and-loss experience of 2 U.S. producers on their vinyl clad chain link fence fabric operations, accounting years 1971-75 <sup>1/</sup>

Year and company	Net sales	Cost of goods sold	Gross profit	General, selling, and administrative expense	Net operating profit	net operating profit to net sales
	1,000 dollars	1,000 dollars	1,000 dollars	1,000 dollars	1,000 dollars	Percent
<u>1971</u>						
* * * <u>2/</u> -----	***	***	***	***	***	***
* * * -----	***	***	***	***	***	***
Total or average-----	***	***	***	***	***	***
<u>1972</u>						
* * * <u>2/</u> -----	***	***	***	***	***	***
* * * -----	***	***	***	***	***	***
Total or average-----	***	***	***	***	***	***
<u>1973</u>						
* * * <u>2/</u> -----	***	***	***	***	***	***
* * * -----	***	***	***	***	***	***
Total or average-----	***	***	***	***	***	***
<u>1974</u>						
* * * <u>2/</u> -----	***	***	***	***	***	***
* * * -----	***	***	***	***	***	***
Total or average-----	***	***	***	***	***	***
<u>1975</u>						
* * * <u>2/</u> -----	<u>3/</u>	<u>3/</u>	<u>3/</u>	<u>3/</u>	<u>3/</u>	<u>3/</u>
* * * -----	***	***	***	***	***	***
Total or average-----	-	-	-	-	-	-

<sup>1/</sup> The accounting year of \* \* \* \* \* ended Dec. 31, and that of \* \* \* ended July 31 for the years 1971 and 1972 and Jan. 31 for the years 1973 and 1974.

<sup>2/</sup> \* \* \* \* \*

<sup>3/</sup> Data not available.

Source: Compiled from data submitted to the U.S. International Trade Commission by the domestic producers.



Appendix B  
Charts

Figure 1.--Prices of 2 inches x 9 gauge x 4 feet x 50-foot rolls of vinyl clad fence fabric,  
1972-74 and January - June 1975

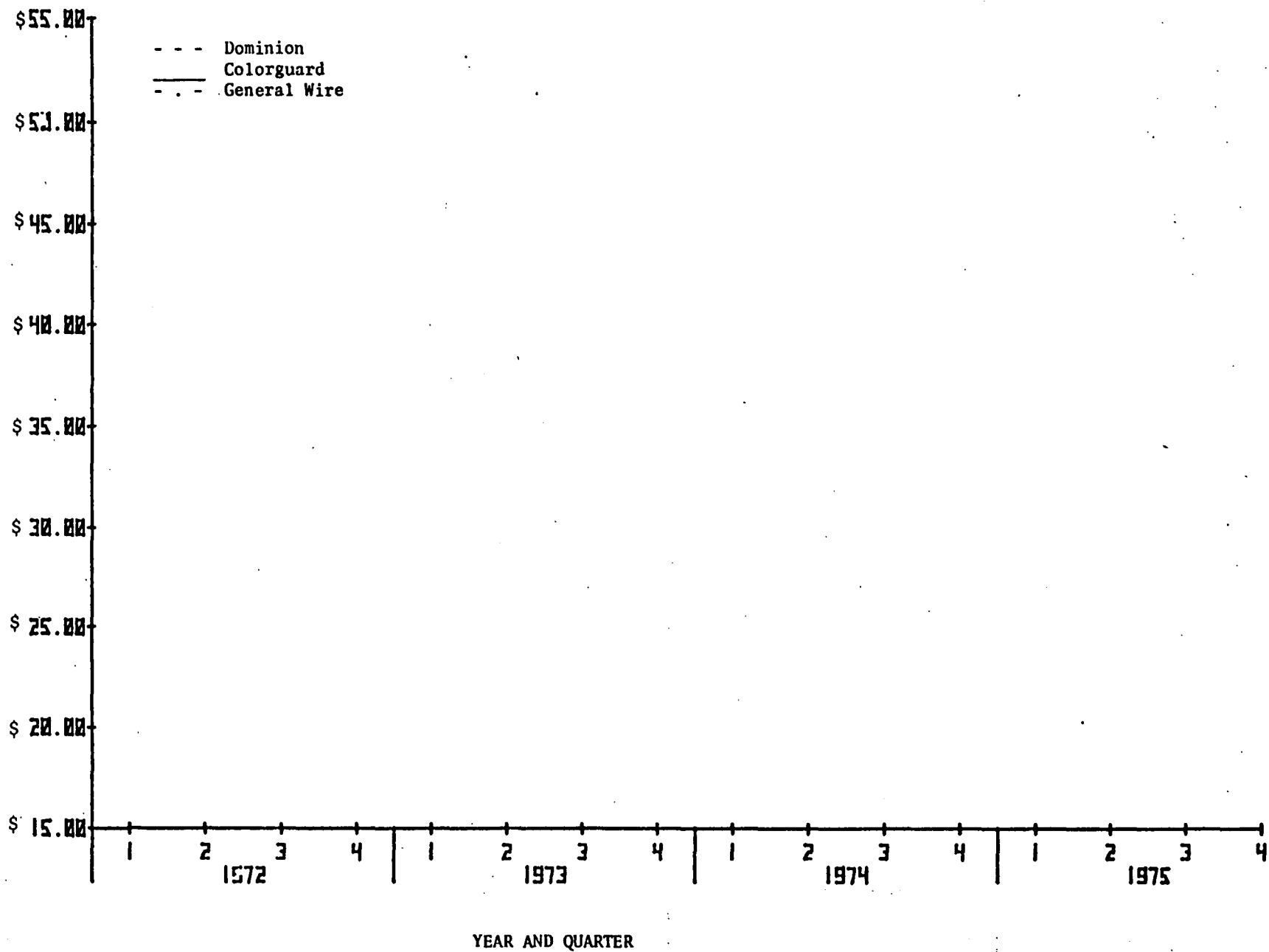


Figure 2.--Prices of 2 inches x 9 gauge x 4 feet x 50-foot rolls of vinyl clad fence fabric,  
1972-74 and January - June 1975.

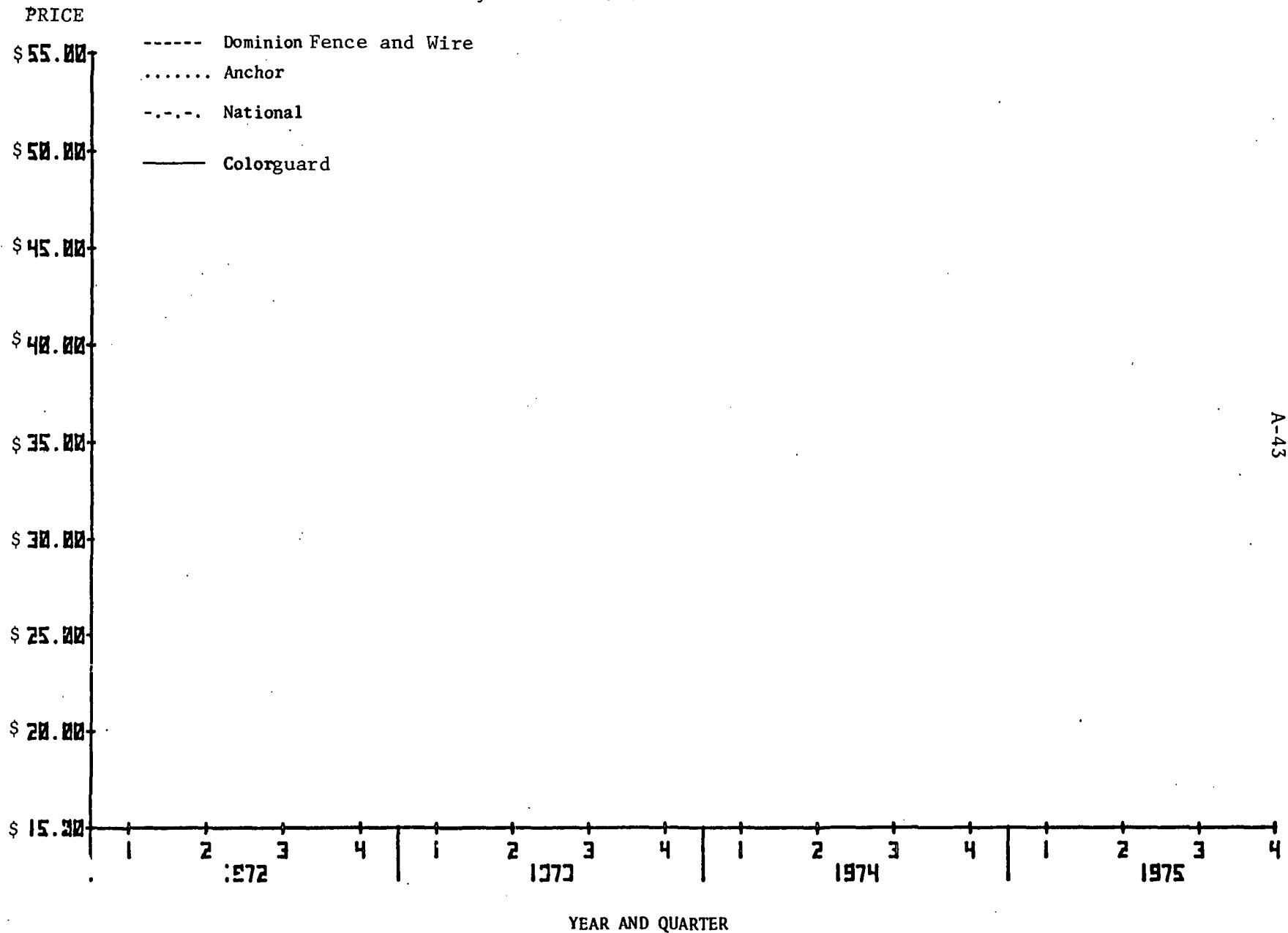


Figure 3.--Prices of 2 inches x 9 gauge x 4 feet x 50-foot rolls of vinyl clad fence fabric,  
1972-74 and January - June 1975.

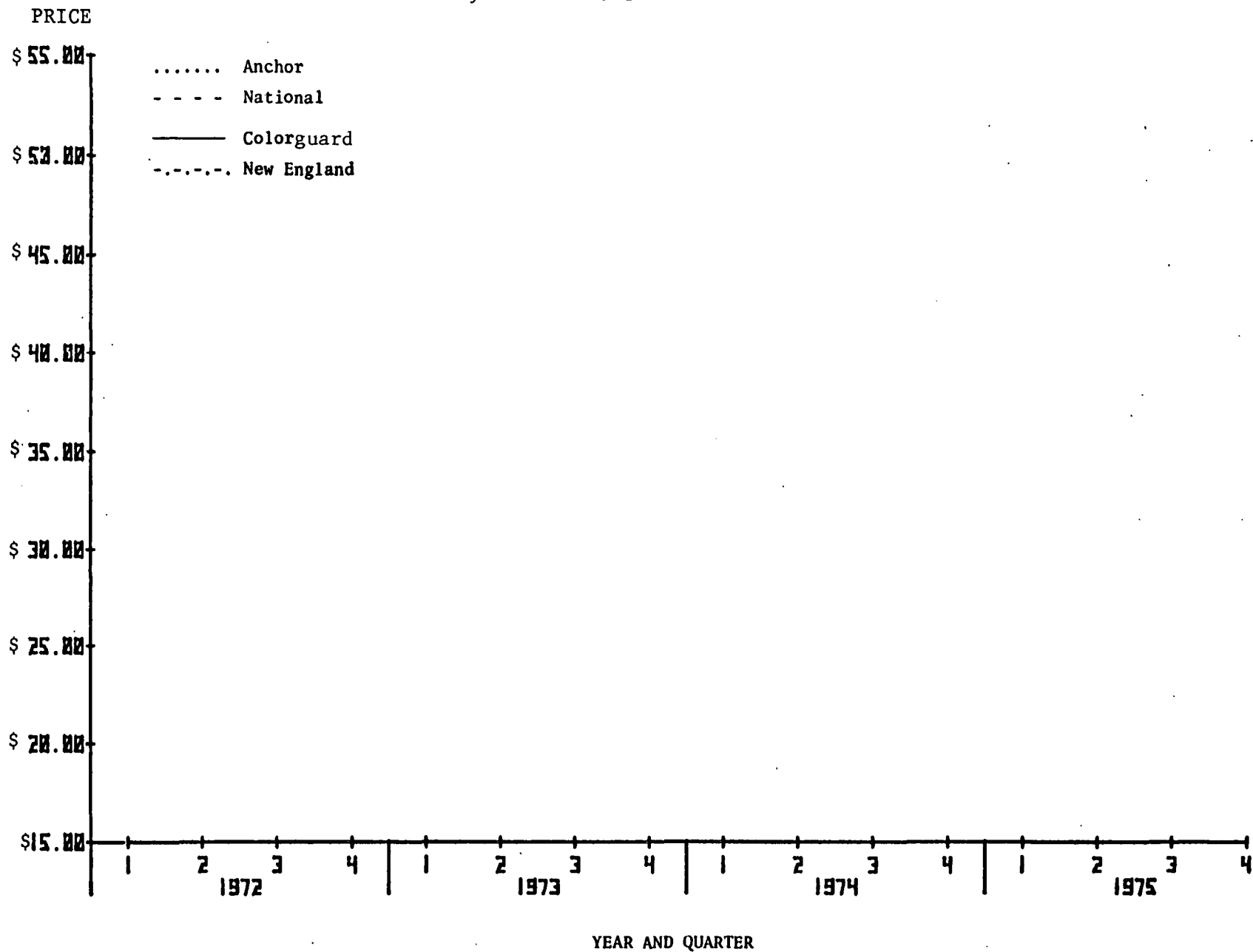
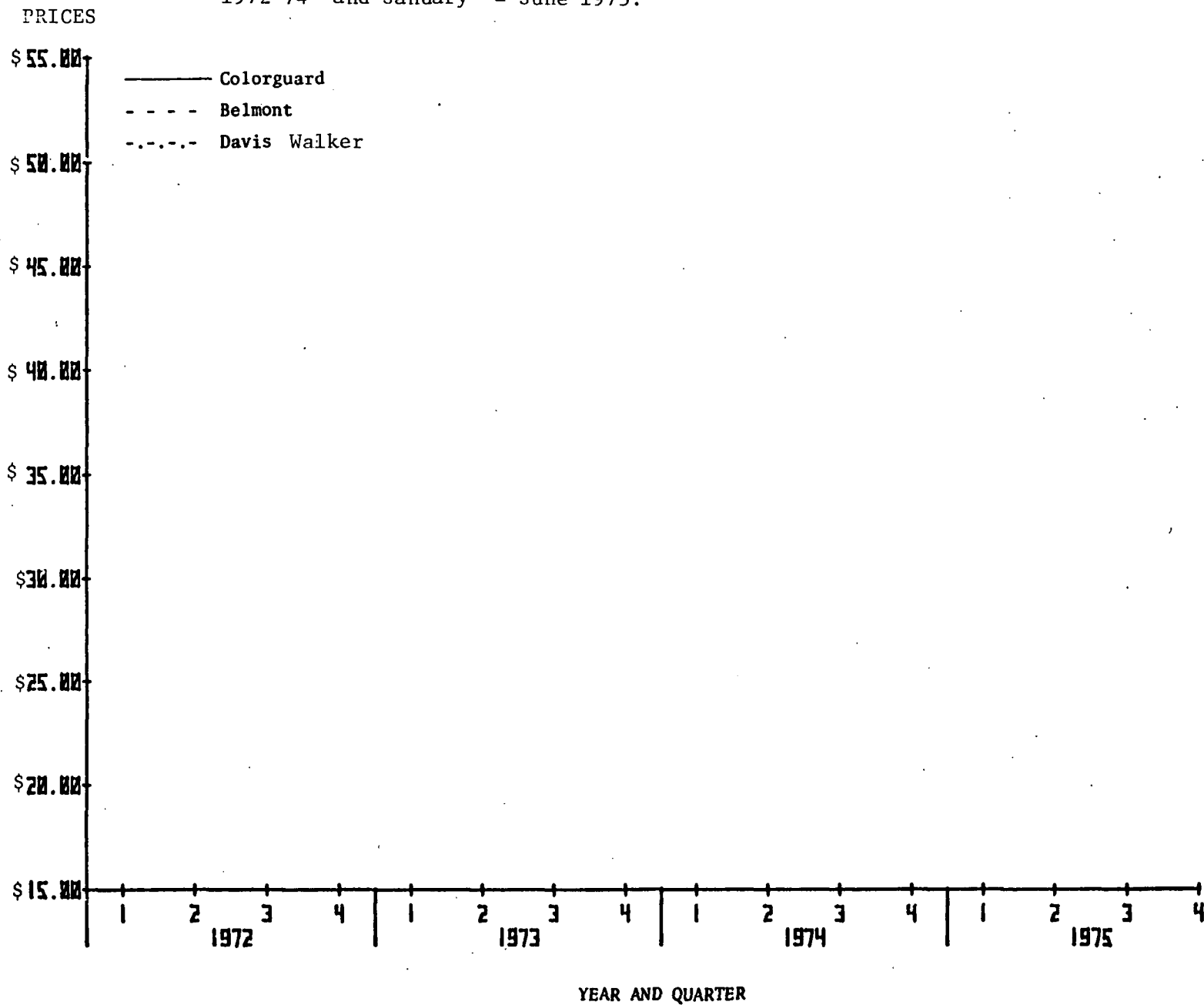


Figure 4.--Prices of 2 inches x 9 gauge x 4 feet x 50-foot rolls of vinyl clad fence fabric,  
1972-74 and January - June 1975.



Appendix C  
Memorandum of the U.S. Customs Service

Library Cataloging Data

U.S. International Trade Commission.

Vinyl clad fence fabric from  
Canada. Information obtained in  
investigation no. AA1921-148 under  
the Antidumping act, 1921, as  
amended. Washington, 1975.

2, A-39 p. 27 cm. (USITC  
Pub. 745)

1. Wire fencing. 2. Wire netting.
- I. Title.