

PRODUCERS' QUESTIONNAIRE
LAWN AND GARDEN STEEL FENCE POSTS FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than March 4, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning lawn and garden steel fence posts from China (inv. No. 731-TA-1010 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____
E-Mail address _____

Has your firm produced (1) lawn and garden steel fence posts, (2) other posts of 1 pound or less per foot, or (3) posts of over 1 pound per foot, as defined in the instruction booklet, at any time since January 1, 2000?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No (that is, I do not wish my position on the petition to be made public)

I-4. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing lawn or garden fence posts from China into the United States or which are engaged in exporting such products from China to the United States?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of lawn and garden steel fence posts?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Christopher Cassise (202-708-5408). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

_____ _____
Phone No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of lawn and garden steel fence posts since January 1, 2000?

No Yes--Supply details as to the time, nature, significance of such changes, and the type of fence post produced.

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

II-3. Does your firm produce other products (such as other posts of 1 pound or less per foot or posts of over 1 pound per foot) on the same equipment and machinery used in the production of lawn and garden steel fence posts?

No Yes--List the following information.

<u>Product</u>	<u>Basis for allocation of capacity data</u>
_____	_____
_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities and describe whether the production of other products limits your capacity to produce lawn and garden steel fence posts.

II-5. Does your firm produce other products (such as other posts of 1 pound or less per foot or posts of over 1 pound per foot) using the same production and related workers employed to produce lawn and garden steel fence posts?

No Yes--List the following information.

<u>Product</u>	<u>Basis for allocation of employment data</u>
_____	_____
_____	_____

II-6. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of lawn and garden steel fence posts?

No Yes--Name firm: _____

II-7. Does your firm produce lawn and garden steel fence posts in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2000, has your firm imported lawn and garden steel fence posts?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-9. **Lawn and garden steel fence posts.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of lawn and garden steel fence posts in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Calendar years		
	2000	2001	2002
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>			
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>			
PRODUCTION <i>(quantity)</i>			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption:			
<i>Quantity</i> of internal consumption			
<i>Value</i> ¹ of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> ¹ of transfers to related firms			
EXPORT SHIPMENTS:²			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES³ <i>(quantity)</i>			
U.S. SHIPMENTS TO WHOLESALERS OR DISTRIBUTORS <i>(quantity)</i>			
U.S. SHIPMENTS TO RETAILERS OR TO END USERS <i>(quantity)</i>			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs <i>(1,000 hours)</i>			
WAGES PAID TO PRWs <i>(value)</i>			
<p>¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:</p>			
<p>² Identify your principal export markets: _____</p>			
<p>³ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>			
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>			

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

II-10. **Other posts of 1 pound or less per foot.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of other posts of 1 pound or less per foot in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Calendar years		
	2000	2001	2002
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>			
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>			
PRODUCTION <i>(quantity)</i>			
U.S. SHIPMENTS:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
Quantity of internal consumption			
Value ¹ of internal consumption			
Transfers to related firms:			
Quantity of transfers to related firms			
Value ¹ of transfers to related firms			
EXPORT SHIPMENTS:²			
Quantity of export shipments			
Value of export shipments			
END-OF-PERIOD INVENTORIES³ <i>(quantity)</i>			
U.S. SHIPMENTS TO WHOLESALERS OR TO DISTRIBUTORS <i>(quantity)</i>			
U.S. SHIPMENTS TO RETAILERS OR TO END USERS <i>(quantity)</i>			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs <i>(1,000 hours)</i>			
WAGES PAID TO PRWs <i>(value)</i>			
<p>¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:</p>			
<p>² Identify your principal export markets: _____</p>			
<p>³ <u>Reconciliation of data.</u>--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>			
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>			

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

II-11. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced by market or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-12. If you reported transfers to related firms in question II-10, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced by market or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-13. Other than direct imports, has your firm otherwise purchased lawn and garden steel fence posts since January 1, 2000? (See definitions in the instruction booklet.)

No

Yes--Report such purchases on the following page. Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.

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

(Quantity in 1,000 pounds, value in \$1,000)			
Item	Calendar years		
	2000	2001	2002
PURCHASES FROM U.S. IMPORTERS¹ OF LAWN AND GARDEN STEEL FENCE POSTS FROM--			
CHINA:			
<i>Quantity</i>			
<i>Value</i>			
ALL OTHER COUNTRIES:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:¹			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:¹			
<i>Quantity</i>			
<i>Value</i>			
¹ Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.			

II-14. Based on your experience, is it true that the anchor plates on domestically-produced lawn and garden steel fence posts are crimped to the post whereas the anchor plates on lawn and garden steel fence posts imported from China are riveted to the post?

No Yes--Please indicate how important this factor is in your sales of lawn and garden steel fence posts

II-15. Based on your experience, are the anchor plates on lawn and garden steel fence posts that are produced in nonsubject countries (countries other than China) (1) crimped to the post or (2) riveted to the post?

Crimped to the post Riveted to the post Don't know/not applicable

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

Phone No.
E-mail address

III-2. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the periods for which data are being reported, explain below:

III-3. Accounting basis.--The financial data in this section of the questionnaire were prepared on the basis of:

- GAAP (accrual based)
- A comprehensive basis of accounting other than GAAP (describe: _____)

III-4. Reports and statements.--Did your firm or your parent prepare any of the statements or documents listed below during the period for which data are requested? If so, please submit copies of them along with your completed questionnaire unless they are available on the World Wide Web (including the Securities and Exchange Commission's EDGAR site).

My firm or parent does ___ or does not ___ prepare financial statements (annual reports, 10-K's). Are the above documents available on the World Wide Web?

	YES	NO
At the SEC's EDGAR site?		
At some other site? (WWW address _____)		

My firm or parent does ___ or does not ___ prepare internal profit-and-loss reports on lawn and garden steel fence posts operations which indicate the cost of production of these products.

My firm or parent does ___ or does not ___ prepare internal reports indicating the cost of production of lawn and garden steel fence posts.

My firm or parent does ___ or does not ___ prepare internal profit-and-loss reports on other posts of 1 pound or less per foot which indicate the cost of production of these products.

My firm or parent does ___ or does not ___ prepare internal reports indicating the cost of production of other posts of 1 pound or less per foot.

III-5. Other products.--Please list any other products (such as other posts of 1 pound or less per foot or posts of over 1 pound per foot) you produced in the facilities in which you produced lawn and garden steel fence posts, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____

III-6. Other products.--Please list any other products (such as lawn and garden steel fence posts or posts of over 1 pound per foot) you produced in the facilities in which you produced other posts of 1 pound or less per foot, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-7. **Operations on lawn and garden steel fence posts.**--Report the revenue and related cost information requested below on the lawn and garden steel fence post operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right.

(Quantity in 1,000 pounds, value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.			

PART III.--FINANCIAL INFORMATION--Continued

III-8. **Operations on other posts of 1 pound or less per foot.**--Report the revenue and related cost information requested below on the other posts of 1 pound or less per foot operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-9. For the costs reported in questions III-7 and III-8, please provide a breakout of your firm's costs of steel and energy.

(Value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
For lawn and garden steel fence posts:			
steel ¹			
energy			
For other posts of 1 pound or less per foot:			
steel ²			
energy			
¹ Identify the type of steel used (e.g., hot-rolled, cold-rolled, other), grade (e.g., 1006, 1010, etc.), and supplier(s): _____			
² Identify the type of steel used (e.g., hot-rolled, cold-rolled, other), grade (e.g., 1006, 1010, etc.), and supplier(s): _____			

III-10. Capital expenditures, research and development expenditures, and asset values on lawn and garden steel fence posts.--Report your firm's capital expenditures and research and development expenditures on lawn and garden steel fence posts, and the values of the property, plant, and equipment used in the production of lawn and garden steel fence posts. Provide data for your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Capital expenditures			
Research and development expenditures			
Property, plant, and equipment:			
Original cost			
Book value			

PART III.--FINANCIAL INFORMATION--Continued

III-11. Capital expenditures, research and development expenditures, and asset values on other posts of 1 pound or less per foot.--Report your firm's capital expenditures and research and development expenditures on other posts of 1 pound or less per foot, and the values of the property, plant, and equipment used in the production of lawn and garden steel fence posts. Provide data for your three most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>			
Item	Fiscal years ended--		
	_____	_____	_____
Capital expenditures			
Research and development expenditures			
Property, plant, and equipment:			
Original cost			
Book value			

III-12. Since January 1, 2000, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of lawn and garden steel fence posts from China?

No Yes--My firm has experienced actual negative effects as follows:

- Cancellation or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds

Other (specify) _____

III-13. Does your firm anticipate any negative impact of imports of lawn and garden steel fence posts from China?

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Mary Pedersen (202-205-3247).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____

Name and title

Phone No.

E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly f.o.b. shipping price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2000-December 2002:

Product 1.--Light duty lawn and garden steel fence posts, 14 gauge thick, 1 3/4 inches wide by 4 feet tall

Product 2.--Light duty lawn and garden steel fence posts, 14 gauge thick, 1 3/4 inches wide by 5 feet tall

Product 3.--Heavy duty lawn and garden steel fence posts, 13 gauge thick, 3 inches wide by 5 feet tall

Product 4.--Heavy duty lawn and garden steel fence posts, 13 gauge thick, 3 inches wide by 6 feet tall

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

Section IV-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced and sold by your firm.

Product 1 Product 2 Product 3 Product 4

(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	F.o.b. value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² Net value (i.e., gross sales less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. a) Please describe how your firm determines the prices that it charges for sales of lawn and garden steel fence posts (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

b) Are prices for lawn and garden steel fence posts affected by the availability and prices for other products that your firm sells? Yes _____ No _____. If yes, please describe how prices for lawn and garden steel fence posts are affected by the availability and prices for other products that your firm sells.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-3. What are your firm's typical sales terms for its U.S.-produced lawn and garden steel fence posts (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic lawn and garden steel fence posts usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced lawn and garden steel fence posts are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of lawn and garden steel fence posts? _____

IV-B-6. a) What is the approximate percentage of the total delivered cost of lawn and garden steel fence posts that is accounted for by transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

b) What proportion of your firm's sales are delivered by truck? _____ percent, or by rail? _____ percent.

IV-B-7. What is the geographic market area in the United States served by your firm's lawn and garden steel fence posts?

IV-B-8. What other products (such as other steel posts of 1 pound or less per foot) may be substitutes for lawn and garden steel fence posts?

IV-B-9. Describe the end uses of the lawn and garden steel fence posts that you manufacture. For each end use product, what percentage of the total cost is accounted for by lawn and garden steel fence posts?

IV-B-10 a) How has the demand within the United States (and outside the United States if known) for lawn and garden steel fence posts changed since January 1, 2000? What were the principal factors affecting changes in demand?

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-10 b) Is demand for lawn and garden steel fence posts in the U.S. market seasonal or influenced by any business cycles? What influence does any seasonality or the presence of business cycles have on prices during the year?

IV-B-11. Have there been any significant changes in the product range or marketing of lawn and garden steel fence posts in the past five years?

No Yes--Please describe.

IV-B-12. Do your customers of lawn and garden steel fence posts also purchase lawn and garden fencing? Yes _____ No _____. Are lawn and garden steel fence posts and fencing marketed together? Yes _____ No _____.

IV-B-13. Does your firm sell lawn and garden steel fence posts over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of lawn and garden steel fence posts in 2002 accounted for by internet sales.

IV-B-14. Are the U.S.-produced and imported lawn and garden steel fence posts from China used interchangeably (i.e., can they physically be used in the same applications)?

Yes No--Please explain.

IV-B-15. Are the U.S.-produced and NONSUBJECT imported lawn and garden steel fence posts (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

Yes No--Please explain, by country.

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-16. Are NONSUBJECT imported lawn and garden steel fence posts used interchangeably with lawn and garden steel fence posts imported from China?

Yes No--Please explain, by country.

IV-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced lawn and garden steel fence posts and such products imported from China that are a significant factor in your firm's sales of lawn and garden steel fence posts?

No Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

IV-B-18. Are there any differences in product characteristics or sales conditions between U.S.-produced lawn and garden steel fence posts and NONSUBJECT imported lawn and garden fence steel posts that are a significant factor in your firm's sales of such products?

No Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-19. a) Do you sell lawn and garden steel fence posts to large or "big box" retailers (such as Home Depot and Lowe's)?

No Yes--What percentage of your firm's 2002 sales were to these retailers?

b) Please describe any differences in the product characteristics and sales terms and conditions (e.g., quality, volume requirements, volume discounts, distribution network, product range) between sales to "big box" retailers and other customers.

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-20. The following questions relate to the degree of similarity or the differences between (1) lawn and garden steel fence posts, (2) other posts of 1 pound or less per foot, and (3) posts over 1 pound per foot.

Please describe any similarities and/or differences in the physical characteristics.

Please describe any similarities and/or differences in the uses.

Please describe the degree of interchangeability, if any, i.e., are they used in the same or similar applications?

Please describe any similarities and/or differences in the channels of distribution.

Please describe, to the best of your knowledge, any similarities and/or differences in customer and producer perceptions.

Please explain whether they are made in common (i.e., the same or shared) manufacturing facilities, using common production processes, and production employees.

Please describe any similarities and/or differences in the prices.

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for **lawn and garden steel fence posts** during January 2000-December 2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of lawn and garden steel fence posts that each of these customers accounted for in 2002.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

Section IV-D.--COMPETITION FROM IMPORTS--LOST REVENUES

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2000: To avoid losing sales to competitors selling lawn and garden steel fence posts from China, did your firm:

- Reduce prices Yes No
- Roll back announced price increases Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your initial price quotation
- Quantity involved
- Your initial *rejected* price quotation (total delivered value)
- Your *accepted* price quotation (total delivered value)
- The country of origin of the competing imported product
- The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (pounds)	Initial rejected U.S. price (total value--dollars)	Accepted U.S. price (total value--dollars)	Country of origin	Competing import price (total value--dollars)
						China	
						China	
						China	

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

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2000: Did your firm lose sales of lawn and garden steel fence posts to imports of these products from China?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (pounds)	Rejected U.S. price (total value--dollars)	Country of origin	Accepted import price (total value--dollars)
					China	
					China	
					China	
					China	