

U.S. IMPORTERS' QUESTIONNAIRE

CERTAIN STEEL NAILS FROM CHINA AND THE UNITED ARAB EMIRATES

This questionnaire must be received by the Commission by no later than April 24, 2008

See page 5 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning certain steel nails from China and the United Arab Emirates (inv. No. 731-TA-1114 and 1115 (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported certain steel nails (as defined in the instruction booklet) from any country at any time since January 1, 2005?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout these investigations 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 these investigations 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____hours _____dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. 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. 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 INFORMATION--Continued

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain steel nails from China or the United Arab Emirates into the United States or which are engaged in exporting certain steel nails from China or the United Arab Emirates to the United States?

No Yes--List the following information

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain steel nails?

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

I-6. Please indicate the nature of your firm's importing operations on certain steel nails. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)
 Consignee of the imported products(s) Customs broker or freight forwarder.

I-7. If your firm is an importer of record of certain steel nails but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-8. Please indicate whether your firm enters certain steel nails into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-9. Please indicate whether your firm imports certain steel nails under the TIB (temporary importation under bond) program.

No Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

No Yes--Please specify. _____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187, fred.ruggles@usitc.gov). **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 number 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; or any other change in the character of your operations or organization relating to the production of certain steel nails since January 1, 2005?

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

II-3. Has your firm imported or arranged for the importation of certain steel nails from China or the United Arab Emirates for delivery after December 31, 2007?

No Yes--Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces certain steel nails in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5a. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of certain steel nails imported from China and the United Arab Emirates by your firm during the specified periods. (See definitions in the instruction booklet.)

China

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2005	2006	2007
Beginning-of-period inventories (quantity)			
Imports: ¹			
Quantity of imports			
Value of imports			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ² of internal consumption/transfers			
Export shipments: ³			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories ⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
¹ Please identify the foreign producers, if known: _____ _____			
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below: _____ _____			
³ Identify your principal export markets: _____			
⁴ 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-5b. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of certain steel nails imported from China and the United Arab Emirates by your firm during the specified periods. (See definitions in the instruction booklet.)

the United Arab Emirates

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2005	2006	2007
Beginning-of-period inventories (quantity)			
Imports: ¹			
Quantity of imports			
Value of imports			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ² of internal consumption/transfers			
Export shipments: ³			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories ⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
¹ Please identify the foreign producers, if known: _____ _____			
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below: _____ _____			
³ Identify your principal export markets: _____			
⁴ 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-6. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of certain steel nails imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2005	2006	2007
Beginning-of-period inventories (quantity)			
Imports: ¹			
Quantity of imports			
Value of imports			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ² of internal consumption/transfers			
Export shipments: ³			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories ⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
¹ Please identify the foreign producers, if known: _____ _____			
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below: _____ _____			
³ Identify your principal export markets: _____			
⁴ 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-7. Please provide the quantity and value of U.S. shipments of your firm's imports from China of certain steel nails during 2007:

Type of Nail/Finish	Quantity (<i>short tons</i>)	Value (\$1,000)
Collated: Bright		
Galvanized		
Other		
Total		
Uncollated: Bright (no finish)		
Galvanized		
Other		
Total		
Certain other fasteners¹		

II-8. Please provide the quantity and value of U.S. shipments of your firm's imports from the United Arab Emirates of certain steel nails during 2007:

Type of Nail/Finish	Quantity (<i>short tons</i>)	Value (\$1,000)
Collated: Bright		
Galvanized		
Other		
Total		
Uncollated: Bright (no finish)		
Galvanized		
Other		
Total		
Certain other fasteners¹		

II-9. Please provide the quantity and value of U.S. shipments of your firm's imports from all other countries of certain steel nails during 2007:

Type of Nail/Finish	Quantity (<i>short tons</i>)	Value (\$1,000)
Collated: Bright		
Galvanized		
Other		
Total		
Uncollated: Bright (no finish)		
Galvanized		
Other		
Total		
Certain other fasteners¹		

¹ Fasteners having a case hardness greater or equal to 50 HRC, a carbon content greater than or equal to 0.5 percent, a round head, a secondary reduced-diameter raised head section, a centered shank, and a smooth symmetrical point, suitable for use in gas-actuated hand tools.

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

II-10a. Please provide the quantity and value of U.S. shipments of your firm's **imports from China** of principal types of certain steel nails during 2007:

Nail by Form and Type	Quantity (in short tons)	Value (in \$1,000)
Collated:		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other types not listed above (Please identify: _____)		
TOTAL		
Uncollated:		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
Spikes		
All other types not listed above (Please identify: _____)		
TOTAL		

II-10b. Please indicate whether your firm has increased or decreased its imports from China of any of the types of nails specified above from 2005 to 2007, and indicate why your firm has made this change in the type of nails imported:

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

II-11a. Please provide the quantity and value of U.S. shipments of your firm's **imports from the United Arab Emirates** of principal types of certain steel nails during 2007:

Nail by Form and Type	Quantity (in short tons)	Value (in \$1,000)
Collated:		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other types not listed above (Please identify:_____)		
TOTAL		
Uncollated:		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
Spikes		
All other types not listed above (Please identify:_____)		
TOTAL		

II-11b. Please indicate whether your firm has increased or decreased its imports from the United Arab Emirates of any of the types of nails specified above from 2005 to 2007, and indicate why your firm has made this change in the type of nails imported:

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

II-12a. Please provide the quantity and value of U.S. shipments of your firm's **imports from all other countries** of principal types of certain steel nails during 2007:

Nail by Form and Type	Quantity (in short tons)	Value (in \$1,000)
Collated: Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other types not listed above (Please identify: _____)		
TOTAL		
Uncollated: Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
Spikes		
All other types not listed above (Please identify: _____)		
TOTAL		

II-12b. Please indicate whether your firm has increased or decreased its imports from all other countries of any of the types of nails specified above from 2005 to 2007, and indicate why your firm has made this change in the type of nails imported:

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

II-13. Did your firm change the amounts of its imports (or do you plan to change the amounts of your imports) of certain steel nails from China or the United Arab Emirates because of the filing of the petition in these investigations and/or because of the Department of Commerce's preliminary determinations of sales at less than fair value on certain steels nails from China or from the United Arab Emirates?

- No Yes--Supply specific details as to the time, nature, and amounts of any such changes in imports or orders, also indicating whether any decreases in imports from China and/or the United Arab Emirates were replaced by (or whether any increases were replaced by) certain steel nails produced in the United States and/or imported from nonsubject countries.

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Kelly Clark (202-205-3166 or Kelly.Clark@usitc.gov)**.

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

Company contact:

() _____

Phone number

E-mail address

PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from China, the United Arab Emirates, or other countries during January 2005-December 2007:

Product 1.-10d 3" by 0.128"-0.131" (10.25 gauge) bright smooth, 20-22 degree plastic-strip collated nails

Product 2.-10d 3" by 0.118"-0.121" (11 gauge) bright smooth, 20-22 degree plastic-strip collated nails

Product 3.-8d 2³/₈" by 0.110"-0.113" (11.5 gauge) bright screw or ring shank, 20-22 degree plastic-strip collated nails

Product 4.-16d 3¹/₄" by 0.148" (9 gauge) smooth vinyl- or cement-coated sinker, bulk

Product 5.-6d 2" by 0.112"-0.115" (11.5 gauge) bright drive screw (threaded), bulk

Product 6.-6d 2" by 0.096"-0.099" (12.5 gauge) bright screw (threaded), 15 degree wire coil collated nails

Product 7.-16d 3¹/₄" by 0.128"-0.131" (10.25 gauge) bright smooth, 20-22 degree plastic-strip collated nails

Product 8.-5d 1³/₄" by 0.082"-0.086" (13.5 gauge) bright screw (threaded) **15 degree** wire coil collated nails

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

Also note that the quantities requested are "thousand count of nails" for products 1, 2, 3, 6, 7, and 8 but are "short tons" for products 4 and 5. (To convert metric tons to short tons, take the quantity in metric tons and divide by 0.907185.)

Please complete a separate page for each country (China, the United Arab Emirates, and each nonsubject country) from which you import certain steel nails.

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

III-2. (a) Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

Country: CHINA

(Quantity in 1,000 nails for products 1, 2, and 3, and in short tons for product 4, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2006								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2007								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								

(Quantity in short tons for product 5, and in 1,000 nails for products 6, 7, and 8, value in dollars)								
Period of shipment	Product 5		Product 6		Product 7		Product 8	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2006								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2007								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Pricing product definitions are provided on the first page of part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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

III-2. (b) Report below the quarterly price data¹ for pricing products² imported from the United Arab Emirates and sold by your firm.

Country: THE UNITED ARAB EMIRATES

(Quantity in 1,000 nails for products 1, 2, and 3, and in short tons for product 4, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2006								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2007								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								

(Quantity in short tons for product 5, and in 1,000 nails for products 6, 7, and 8, value in dollars)								
Period of shipment	Product 5		Product 6		Product 7		Product 8	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2006								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2007								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Pricing product definitions are provided on the first page of part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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

III-2 (c) Report below the quarterly price data¹ for pricing products² imported from the major country(s) other than China or the United Arab Emirates and sold by your firm. Please copy this page as needed to report data for each country.

Country _____

(Quantity in 1,000 nails for products 1, 2, and 3, and in short tons for product 4, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2006								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2007								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								

(Quantity in short tons for product 5, and in 1,000 nails for products 6, 7, and 8, value in dollars)								
Period of shipment	Product 5		Product 6		Product 7		Product 8	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2005								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2006								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								
2007								
Jan-Mar								
Apr-June								
July-Sept								
Oct-Dec								

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Pricing product definitions are provided on the first page of part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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

III-3. Please describe how your firm determines the prices that it charges for sales of certain steel nails (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.

III-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-5. What are your firm's typical sales terms for certain steel nails imported from China or the United Arab Emirates (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

III-6. Approximately what share of your firm's sales of its certain steel nails imported from China or the United Arab Emirates in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____
TOTAL	100%

III-7. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

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

III-8. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain steel nails?

<u>Source</u>	<u>Share of sales,</u> <u>2007</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

III-10. (a) What is the approximate percentage of the total delivered cost of certain steel nails that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-11. What is the geographic market area in the United States served by your firm's certain steel nails? (check all that apply)

- Northeast Mid-Atlantic Midwest Southeast
- Southwest Rocky Mountains West Coast Northwest
- National Other (describe: _____)

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

III-12. Describe the end uses of the certain steel nails that you manufacture. For each end-use product, **what percent of the total cost** is accounted for by certain steel nails (and NOTE: the percentages should not add up to 100 percent)?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-13. (a) Please list in order of importance any products that may be substituted for certain steel nails.

(i) _____

(ii) _____

(iii) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for certain steel nails?

No Yes-- To what degree do changes in their prices affect the price for certain steel nails? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of certain steel nails or final end use?

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

III-14. How has the demand within the United States for certain steel nails changed since January 1, 2005? What principal factors affect changes in demand?

Increase No Change Decrease

(b) How has the demand outside the United States for certain steel nails changed since January 1, 2005? What principal factors affect changes in demand?

Increased No change Decreased

III-15. (a) Is the certain steel nails market subject to business cycles or conditions of competition (including seasonal business) distinctive to certain steel nails?

No Yes-- Please describe.

(b) If yes, have there been any changes in the business cycles or conditions of competition for certain steel nails since January 1, 2005?

No Yes-- Please describe.

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

III-16. Have there been any significant changes in the product range or marketing of certain steel nails since January 1, 2005?

No Yes-- Please describe.

III-17. Has your firm refused, declined, or been unable to supply certain steel nails since January 1, 2005 (examples include placing customers on allocation, or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No Yes-- Please describe.

IV-18. Please describe any trends in the prices of raw materials used to produce certain steel nails and whether your firm expects these trends to continue.

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

III-21. Please identify below the names and addresses of your firm's 10 largest customers for certain steel nails during 2005-2007. 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 certain steel nails from China and the United Arab Emirates that each of these customers accounted for in 2007.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					