

**U.S. PURCHASERS' QUESTIONNAIRE**  
**CERTAIN STEEL NAILS FROM THE UNITED ARAB EMIRATES**

**This questionnaire must be received by the Commission by no later than January 27, 2012**

*See page 4 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 investigation concerning certain steel nails from the United Arab Emirates (Inv. No. 731-TA-1185 (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)). Further information on this questionnaire can be obtained from Jeff Clark (202-205-3318, jeffrey.clark@usitc.gov).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm purchased certain steel nails (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 2009?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (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)

**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 submitting 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 this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings 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 25 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. **OMB statistics.**--Please report 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. **OMB feedback.**--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. **Establishments covered.**--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. **Ownership.**--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>
_____	_____	_____
_____	_____	_____

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain steel nails from the UAE into the United States or which are engaged in exporting certain steel nails from the UAE to the United States?

No  Yes--List the following information.

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

**PART I.--GENERAL INFORMATION--Continued**

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain steel nails from countries other than the UAE into the United States or which are engaged in exporting certain steel nails from countries other than the UAE to the United States?

No             Yes--List the following information.

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

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain steel nails?

No             Yes--List the following information.

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

**PART II.--PURCHASES**

**Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in parts II to IV. Please indicate the manner by which Commission staff may contact the individual responsible for these parts with questions regarding the submitted confidential information.

Name	
Title	
Email	
Telephone	
Fax	

II-1. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of certain steel nails. Report based on delivery date, not order date.

<b>Quantity (in short tons) and value (in \$1,000)</b>			
<b>Item</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
<b>Purchases of certain steel nails produced in--</b>			
<b>The United States:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>The United Arab Emirates:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>All other countries:<sup>1</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please identify these countries:			

II-2. **Purchases.**--Report, your ability to purchase a full line of SKU's and small packages.

<b>Were you able to purchase</b>	<b>From domestic producers</b>	<b>From subject sources</b>	<b>From other sources</b>
Full line of SKUs	Yes <input type="checkbox"/> No <input type="checkbox"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>
Small packages (1-5 lbs)	Yes <input type="checkbox"/> No <input type="checkbox"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>

If the response is no, please give details: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART II.--PURCHASES--Continued**

II-3. **Changes in purchasing patterns.**--Please indicate how the relative levels of your firm's purchases of certain steel nails from different sources have changed since 2009.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>					
The UAE	<input type="checkbox"/>					
All other countries	<input type="checkbox"/>					

II-4. **Purchases from one country only.**--If your firm has purchased certain steel nails from only one country, please explain the reasons for doing so.

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II-5. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for certain steel nails since 2009. Also, provide the share of the quantity of your firm's total purchases of certain steel nails that each of these suppliers accounted for in 2011.

No.	Supplier's name	City and state	Share of quantity of 2011 purchases
1			%
2			%
3			%
4			%
5			%

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. **Firm type.**--Which of the following describes your firm as a purchaser of certain steel nails (check all that apply)?

- Distributor
- Industrial end user
- Construction end user
- Mass merchandise retailer
- Wholesaler
- Other (Describe: \_\_\_\_\_)

III-2. **Competition for sales.**--If you are a distributor or reseller of certain steel nails, do you compete for sales to your customers with the manufacturers or importers from which you purchase certain steel nails?

- No                       Yes--Please describe.

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III-3. **Types of customers.**--If your firm is a distributor or reseller of certain steel nails, what are the major types of consumers to which you sell certain steel nails?

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III-4. **End uses.**--If your firm is an end user of certain steel nails, list in order of quantity of certain steel nails consumed, the top 3 products for which your firm purchases certain steel nails as a component part or input. Please indicate what percentage of the total cost is accounted for by certain steel nails and other inputs.

	Product(s) you produce	Share of total cost in each of the product(s) you produce accounted for by		Total
		certain steel nails (percent)	Other inputs (percent)	
1.				100%
2.				100%
3.				100%

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-5. Demand for end use products.--**

(a) If your firm is an end user of certain steel nails, has the demand for your firm's final products incorporating certain steel nails changed since 2009?

Increased     No change     Decreased     Fluctuated

(b) Has this had any effect on your firm's demand for certain steel nails?

No                       Yes--Please describe.

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**III-6. Demand trends.--** Indicate how demand within the United States and outside of the United States (if known) for certain steel nails has changed since January 1, 2009. Describe the principal factors that have affected these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**III-7. Substitutes.--**Can other products be substituted for certain steel nails?

No                       Yes--Please fill out the table below.

	Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for certain steel nails?		Explanation
			No	Yes	
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-8. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of certain steel nails (check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of all purchases of certain steel nails.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves \_\_\_\_ percent of all purchases of certain steel nails.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all purchases of certain steel nails.

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III-9. **Conditions of competition.**--

(a) Is the certain steel nails market subject to business cycles or conditions of competition other than the changes in the overall economy?

- No
- Yes--Please explain and estimate the duration of any such cycle.

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(b) Have the business cycles or conditions of competition for certain steel nails changed since 2009?

- No
- Yes--Please explain any such changes.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-10. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving certain steel nails based on the producer of the certain steel nails you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the producer and why this information is important
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-11. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving certain steel nails based on the country of origin of the certain steel nails you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the source and why this information is important
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Purchasing frequency.**--

(a) How frequently do you make purchases (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>						

(b) Have you made significant changes in your purchasing patterns (e.g., frequency) since 2009?

No                       Yes—Please describe.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-13. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? \_\_\_\_\_ firms

III-14. **Supplier negotiations.**--

(a) Do purchases of certain steel nails usually involve negotiations between supplier and purchaser?

- No                       Yes--Please describe these negotiations, noting whether purchasers generally quote competing prices as part of the negotiation process.

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(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No                       Yes--Specify the time period.

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III-15. **Change in suppliers.**--Have you changed suppliers since 2009?

- No                       Yes--Please list the supplier(s), whether the firm was added or dropped, the reasons for the change, and how frequently you change suppliers.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-16. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2009?

No             Yes --Please identify the firms and indicate how you became aware of them.

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III-17. **Supplier qualification**

(a) Do you require your suppliers to be or to become certified or qualified to sell certain steel nails to your firm?

No             Yes-- \_\_\_\_\_ percent of purchases in 2011             Yes--all purchases

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

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(c) How long does it take to qualify a new supplier? \_\_\_\_\_ days

III-18. **Failure to certify.**--Since 2009, have any domestic or foreign producers failed in their attempts to certify or qualify their certain steel nails with your firm or have any producers lost their approved status?

No             Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-19. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for certain steel nails.

	<b>Very important</b>	<b>Somewhat important</b>	<b>Not important</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-20. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase certain steel nails for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Other factors or comments:	

III-21. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of certain steel nails?

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III-22. **Frequency of decisions based on price.**--How often does your firm purchase the certain steel nails that is offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-23. **Price leaders.**— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest priced supplier.*

Please list the names of any firms you considered price leaders in the certain steel nails market since 2009. Describe how the firm(s) exhibited price leadership.

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**PART IV.—PRODUCT COMPARISONS**

IV-1. **Country knowledge.**--Please indicate the countries of origin for certain steel nails for which your firm has actual marketing/pricing knowledge.

- The United States
- The United Arab Emirates
- Other countries (specify \_\_\_\_\_ )

IV-2. **Interchangeability by country-pair.**--Are certain steel nails produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	United Arab Emirates	Other countries
United States		
United Arab Emirates		
For any country-pair producing certain steel nails which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:		
_____		
_____		
_____		
_____		
_____		



**PART IV.—PRODUCT COMPARISONS--Continued**

IV-4. **Country preferences.**--Do you or your customers ever specifically order certain steel nails from one country in particular over other possible sources of supply?

- No       Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why certain steel nails from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-5. **Availability of merchandise.**--Are certain grades/types/sizes of certain steel nails available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No       Yes--Please identify the source and the grade/type/size.

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IV-6. **Choice of product not based on price.**--If you purchased certain steel nails from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.—PRODUCT COMPARISONS--Continued**

IV-7. **Factor country comparisons.**--For the factors listed below, please rate how certain steel nails produced in each country you identified in your response to the first question in Part IV compares with certain steel nails produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

Quality	product from United States compared to product from the UAE			product from compared to product from			product from compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART IV.—PRODUCT COMPARISONS--Continued**

IV-7. Continued.

Quality	product from			product from			product from		
	compared to product from			compared to product from			compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>								
Delivery terms .....	<input type="checkbox"/>								
Delivery time .....	<input type="checkbox"/>								
Discounts offered .....	<input type="checkbox"/>								
Extension of credit.....	<input type="checkbox"/>								
Price <sup>1</sup> .....	<input type="checkbox"/>								
Minimum quantity requirements.....	<input type="checkbox"/>								
Packaging .....	<input type="checkbox"/>								
Product consistency .....	<input type="checkbox"/>								
Quality meets industry standards.....	<input type="checkbox"/>								
Quality exceeds industry standards.....	<input type="checkbox"/>								
Product range.....	<input type="checkbox"/>								
Reliability of supply .....	<input type="checkbox"/>								
Technical support/service .....	<input type="checkbox"/>								
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>								
Other (specify):									
_____	<input type="checkbox"/>								
_____	<input type="checkbox"/>								
_____	<input type="checkbox"/>								

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART IV.—PRODUCT COMPARISONS--Continued**

IV-8. **Minimum quality**--How often do certain steel nails from the following countries meet minimum quality specifications for your uses or your customers' uses?

<b>Source</b>	<b>Always</b>	<b>Usually</b>	<b>Sometimes</b>	<b>Rarely or never</b>	<b>Don't know</b>
<b>United States</b>	<input type="checkbox"/>				
<b>The UAE</b>	<input type="checkbox"/>				
<b>Other: _____</b>	<input type="checkbox"/>				
<b>Other: _____</b>	<input type="checkbox"/>				
<b>Other: _____</b>	<input type="checkbox"/>				
<b>Other: _____</b>	<input type="checkbox"/>				