

## U.S. IMPORTERS' QUESTIONNAIRE

### WIRE DECKING FROM CHINA

This questionnaire must be received by the Commission by no later than March 17, 2010

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 and countervailing duty investigations concerning wire decking from China (inv. Nos. 701-TA-466 and 731-TA-1162 (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 _____
Has your firm imported wire decking (as defined in the instruction booklet) <u>from any country</u> at any time since January 1, 2006?
<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 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.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone: ( )

\_\_\_\_\_  
Fax ( )

\_\_\_\_\_  
E-mail address

**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-8. Please indicate whether your firm enters wire decking 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 wire decking 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 **Chris Cassise (202-708-5408, [chris.cassise@usitc.gov](mailto:chris.cassise@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 importation of wire decking since January 1, 2006?

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 wire decking from China for delivery after December 31, 2009?

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

Quantity (1,000 pounds): \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

II-4. If your firm also produces wire decking 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-5. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of wire decking imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**Please note that the quantity is requested in thousands of pounds (1,000 pounds), not units as is requested in section III of this questionnaire.**

**CHINA**

Quantity (in 1,000 pounds), value (in \$1,000)				
Item	Calendar years			
	2006	2007	2008	2009
<b>Beginning-of-period inventories</b> (quantity)				
<b>Imports:</b> <sup>1</sup>				
Quantity of imports				
Value of imports				
<b>U.S. shipments:</b>				
<b>Commercial shipments:</b>				
Quantity of commercial shipments				
Value of commercial shipments				
<b>Internal consumption/company transfers:</b>				
Quantity of internal consumption/transfers				
Value <sup>2</sup> of internal consumption/transfers				
<b>Export shipments:</b> <sup>3</sup>				
Quantity of export shipments				
Value of export shipments				
<b>End-of-period inventories</b> <sup>4</sup> (quantity)				
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____				
<sup>2</sup> 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 each of the periods noted above: _____ _____				
<sup>3</sup> Identify your principal export markets: _____				
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____				

II-6. **Channels of distribution.** Please report the share of your U.S. commercial shipments that your firm sold through each of the following channels of distribution for the years indicated.

Channels of distribution				
Share of total U.S. commercial shipments (percent)				
	2006	2007	2008	2009
Original equipment manufacturers (OEMs)				
Distributors				
End users				

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

II-7. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of wire decking imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

Please note that the quantity is requested in thousands of pounds (1,000 pounds), not units as is requested in section III of this questionnaire.

**ALL OTHER SOURCES COMBINED  
(Imports from countries other than China)**

**Country(ies) of origin** \_\_\_\_\_

Quantity (in 1,000 pounds), value (in \$1,000)				
Item	Calendar years			
	2006	2007	2008	2009
<b>Beginning-of-period inventories</b> (quantity)				
<b>Imports:</b> <sup>1</sup>				
Quantity of imports				
Value of imports				
<b>U.S. shipments:</b>				
<b>Commercial shipments:</b>				
Quantity of commercial shipments				
Value of commercial shipments				
<b>Internal consumption/company transfers:</b>				
Quantity of internal consumption/transfers				
Value <sup>2</sup> of internal consumption/transfers				
<b>Export shipments:</b> <sup>3</sup>				
Quantity of export shipments				
Value of export shipments				
<b>End-of-period inventories</b> <sup>4</sup> (quantity)				
<sup>1</sup> Please identify the sources and foreign producers: _____ <sup>2</sup> 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 each of the periods noted above: _____ <sup>3</sup> Identify your principal export markets: _____ <sup>4</sup> Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____				

II-8. **Channels of distribution.** Please report the share of your U.S. commercial shipments that your firm sold through each of the following channels of distribution for the years indicated.

Channels of distribution				
Share of total U.S. commercial shipments (percent)				
	2006	2007	2008	2009
Original equipment manufacturers (OEMs)				
Distributors				
End users				

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

Further information on this part of the questionnaire can be obtained from **Ioana Mic (202-205-3196, ioana.mic@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, for your commercial shipments to unrelated U.S. customers during January 2006–December 2009 of the following products you imported from **China** and from your largest nonsubject source of wire decking:

**Product 1.—Wire decking, 42”(depth) x 46”(width), flanged channel, 3 channels, 4 to 6 gauge wire, 2” to 2.5” by 4” to 4.5” grid spacing, coated with zinc or zinc oxide**

**Product 2.—Wire decking, 42”(depth) x 46”(width), flanged channel, 3 channels, 4 to 6 gauge wire, 2” to 2.5” by 4” to 4.5” grid spacing, uncoated or coated with a substance other than zinc or zinc oxide**

**Product 3.—Wire decking, 42”(depth) x 46”(width), step channel, 3 channels, 4 to 6 gauge wire, 2” to 2.5” by 4” to 4.5” grid spacing, coated with zinc or zinc oxide**

**Product 4.—Wire decking, 42”(depth) x 46”(width), step channel, 3 channels, 4 to 6 gauge wire, 2” to 2.5” by 4” to 4.5” grid spacing, uncoated or coated with a substance other than zinc or zinc oxide**

**Product 5.—Wire decking, 48”(depth) x 46”(width), flanged channel, 3 channels, 4 to 6 gauge wire, 2” to 2.5” by 4” to 4.5” grid spacing, coated with zinc or zinc oxide**

**Product 6.—Wire decking, 48”(depth) x 46”(width), flanged channel, 3 channels, 4 to 6 gauge wire, 2” to 2.5” by 4” to 4.5” grid spacing, uncoated or coated with a substance other than zinc or zinc oxide**

**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.**



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

III-2a. Report below the quarterly price data<sup>1</sup> for pricing products<sup>1</sup> imported from **China** and sold by your firm.

<b>(Quantity in short tons, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2006:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009:</b>						
January-March						
April-June						
July-September						
October-December						
<b>Period of shipment</b>	<b>Product 4</b>		<b>Product 5</b>		<b>Product 6</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2006:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009:</b>						
January-March						
April-June						
July-September						
October-December						

<sup>1</sup> 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. 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:

Product 1:
Product 2:
Product 3:
Product 4:
Product 5:
Product 6:

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

III-2b. Report below the quarterly price data<sup>1</sup> for pricing products<sup>1</sup> imported from your largest country source other than China and sold by your firm.

**Other (please identify country):** \_\_\_\_\_

<b>(Quantity in short tons, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2006:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009:</b>						
January-March						
April-June						
July-September						
October-December						
<b>Period of shipment</b>	<b>Product 4</b>		<b>Product 5</b>		<b>Product 6</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2006:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009:</b>						
January-March						
April-June						
July-September						
October-December						

<sup>1</sup> 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. 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:

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_  
 Product 3: \_\_\_\_\_  
 Product 4: \_\_\_\_\_  
 Product 5: \_\_\_\_\_  
 Product 6: \_\_\_\_\_

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

III-3. **Price setting.--** How does your firm determine the prices that it charges for sales of wire decking (*check all that apply*)? 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 only submit some sample pages.

- Transaction by transaction                       Contracts                       Set price lists
- Internet sales
- Other--Please describe: \_\_\_\_\_  
\_\_\_\_\_

III-4. **Discount policy.--** Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts                       Annual total volume discounts                       No discount policy
- Other--Please describe: \_\_\_\_\_  
\_\_\_\_\_

III-5. **Pricing terms.--**

- (a) What are your firm's typical sales terms for wire decking imported from China (*e.g.*, 2/10 net 30 days)? \_\_\_\_\_.
- (b) On what basis are your prices of wire decking imported from China usually quoted? (check one)     F.o.b.--Please specify point: \_\_\_\_\_                       Delivered

III-6. **Contract versus spot.--** Approximately what share of your firm's sales of its wire decking imported from China in 2009 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%

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

III-7. **Long-term contact provisions.**--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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet-or-release provision?     Yes     No

III-8. **Short-term contact provisions.**--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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet-or-release provision?     Yes     No

III-9. **Lead times.**--What is your share of sales both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of wire decking?

<u>Source</u>	<u>Share of sales,</u> <u>2009</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	

III-10. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of wire decking 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.

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

III-11. **Geographical shipments--**What is the geographic market area in the United States served by your firm's shipments of wire decking imported from any source? (check all that apply)

Geographic area	√ if applicable
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
<b>Central Southwest.</b> —AR, LA, OK, and TX.	
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	
<b>Pacific Coast.</b> —CA, OR, and WA.	
<b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	

III-12. **End uses--** Describe the end uses of the wire decking that you import from China. For each end-use product, what percentage of the total cost is accounted for by wire decking?

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

Note.—The shares of total cost should NOT add to 100 percent.

III-13. **Substitutes.--**Please list in order of importance any products that may be substituted for wire decking. For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price for wire decking, and to what degree, and the length of any time lag of such an effect.

Substitute	Application	Have changes in the prices of this substitute affected the price for wire decking?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____

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

**III-14. Demand trends.—**

(a) How has the demand within the United States for wire decking changed since January 1, 2006? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

\_\_\_\_\_  
\_\_\_\_\_

(b) How has the demand outside the United States (if known) for wire decking changed since January 1, 2006? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

\_\_\_\_\_  
\_\_\_\_\_

(c) Has the growth of big-box retailers, such as Home Depot, Lowe's, and Wal-Mart, affected the demand for wire decking since 2006? Please explain.

\_\_\_\_\_  
\_\_\_\_\_

III-15. **Product changes.**--Have there been any significant changes in the product range or marketing of wire decking since January 1, 2006?

No       Yes-- Please describe.

\_\_\_\_\_  
\_\_\_\_\_

III-16. **Market segments.**--What proportion of the wire decking you sell is sold for new construction and existing construction?

Share of total sales (percent)

New construction \_\_\_\_\_

Existing construction \_\_\_\_\_

Other: \_\_\_\_\_

100%

III-17. **Used wire decking.**--What proportion of the wire decking market is made up of sales of used wire decking?

\_\_\_\_\_

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

III-18. **Business cycles.**--

(a) Is the wire decking market subject to business cycles or conditions of competition (including seasonal business) distinctive to wire decking?

No (skip to question IV-16.)       Yes-- Please describe below and then answer part (b).

---

---

---

(b) If yes, have there been any changes in the business cycles or conditions of competition for wire decking since January 1, 2006?

No       Yes-- Please describe.

---

---

---

III-19. **Supply constraints.**--Has your firm refused, declined, or been unable to supply wire decking since January 1, 2006 (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.

---

---

---

III-20. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce wire decking and whether your firm expects these trends to continue.

---

---

---







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

III-23. Please identify below the names and addresses of your firm's 10 largest customers for wire decking you imported during 2006-2009. 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 wire decking from China that each of these customers accounted for in 2009.

<b>No.</b>	<b>Customer's name</b>	<b>Contact person</b>	<b>Street address (not P.O. box), city, state, and zip code</b>	<b>Area code and telephone number</b>	<b>Share of 2009 sales (percent)</b>
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					