

U.S. PRODUCERS' QUESTIONNAIRE
CERTAIN STEEL GRATING FROM CHINA

This questionnaire must be received by the Commission by no later than March 31, 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 countervailing duty and antidumping investigations concerning certain steel grating from China (Inv. Nos. 701-TA-465 and 731-TA-1161 (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 produced and/or further processed certain steel grating (as defined in the instruction booklet) at any time since January 1, 2007?</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 II.—TRADE AND RELATED 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 50 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. Do you support or oppose the petition?

Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain steel grating from China into the United States or which are engaged in exporting certain steel grating 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 certain steel grating?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-7. Please check the box which best describes your business (and add any additional comments regarding your firm's business, if needed):

A **PRODUCER** of certain steel grating, i.e., your company's principal raw material is steel mill products which are used to produce certain steel grating but may also include processing and/or fabricating of panels ancillary to the business of producing and selling certain steel grating. **Please complete the remainder of this producer questionnaire.**

A **FABRICATOR** of certain steel grating, i.e., an entity that principally purchases certain steel grating for further fabricating per a submitted set of construction drawings and specifications, but may also purchase some certain steel grating as stock inventory for sale to customers. **Please complete this page and question V-1 of this producer questionnaire only.** If certain steel grating is not the principal input for your fabricating operations, please do not complete any more of the producer questionnaire. **Fabricators should complete a purchaser questionnaire as well.**

A **PROCESSOR or SERVICE CENTER** of certain steel grating, i.e., an entity that purchases certain steel grating from a producer in order to stock it along with a larger line of processed steel products for customers; or sells steel mill products, purchased from steel mills, as raw materials to a producer of certain steel grating. **Please do not complete any more of this producer questionnaire. However, please complete a purchaser questionnaire.**

A **DISTRIBUTOR** of certain steel grating, i.e., an entity that principally purchases certain steel grating from producers and then sells it to others but may also include some processing/fabricating (e.g., as maintenance items for end-user accounts or as an ancillary business). **Please do not complete any more of this producer questionnaire. However, please complete a purchaser questionnaire.**

PART I.--GENERAL INFORMATION--Continued

I-8. Is your firm a distributor or fabricator that further processes certain steel grating produced by another firm (whether related or unrelated to your firm)?

No Yes—Please provide the following information:

1. The source and extent of your firm's capital investment. _____

2. The technical expertise involved in your U.S. processing activities. _____

3. The value added (in percent) added by your firm to the product in the United States. _____%

4. The number of your employees involved in processing the product in 2009. _____

5. The quantity and type of any parts or materials you sourced in the United States. _____

6. Any other costs or activities in the United States directly leading to further processing of certain steel grating. _____

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; 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 certain steel grating since January 1, 2007?

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of certain steel grating?

No Yes--List the following information.

Basis for allocation of capacity data (*e.g.*, sales): _____

Products produced on same equipment and share of total production in 2009 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Certain steel grating</u>	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

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

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

II-5. Does your firm produce other products using the same production and related workers employed to produce certain steel grating?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced using the same workers and share of total production in 2009 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Certain steel grating</u>	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2007, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain steel grating?

No Yes--Name firm(s): _____.

II-7. Does your firm produce certain steel grating in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-8. Since January 1, 2007, has your firm imported certain steel grating?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

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

Quantity (in 1,000 kgs) and value (in \$1,000)				
Item	Calendar years			
	2007	2008	2009	
			January-June	July-December
Average production capacity ¹ (quantity)				
Beginning-of-period inventories (quantity)				
Production (quantity)				
U.S. shipments:				
Commercial shipments:				
Quantity of commercial shipments				
Value of commercial shipments				
Internal consumption:				
Quantity of internal consumption				
Value ² of internal consumption				
Transfers to related firms:				
Quantity of transfers				
Value ² of 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)				
Employment data:				
Average number of PRWs (number)				
Hours worked by PRWs (1,000 hours)				
Wages paid to PRWs (value)				
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>				
² 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 each of the periods noted above. <hr/>				
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-10. 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 at market value 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-11. What share (in percent) of the quantity of certain steel grating that your firm produced in 2009 was galvanized? _____ %

II-12. Other than direct imports, has your firm otherwise purchased certain steel grating since January 1, 2007? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

(Quantity in 1,000 kgs, value in \$1,000)				
Item	Calendar years			
	2007	2008	2009	
			January-June	July-December
PURCHASES FROM U.S. IMPORTERS² OF CERTAIN STEEL GRATING FROM--				
CHINA:				
<i>Quantity</i>				
<i>Value</i>				
All other countries:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES FROM DOMESTIC PRODUCERS:²				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES FROM OTHER SOURCES:²				
<i>Quantity</i>				
<i>Value</i>				
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>				
² 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. <hr/>				

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432, charles.yost@usitc.gov).

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below:

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise:

2. Does your firm prepare profit/loss statements for the subject merchandise:
 Yes No
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually
4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes certain steel grating, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-5. Other products.--Please list any other products you produced in the facilities in which you produced certain steel grating, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of certain steel grating from any related firm?

Yes—Continue to question III-7 below. No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of certain steel grating that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes—Continue to question III-9 below. No--Continue to question III-10 below.

PART III.--FINANCIAL INFORMATION--Continued

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No—Please contact Charles Yost (202- 205-3432, charles.yost@usitc.gov).

III-10. Nonrecurring charges.--For each calendar year and January-June 2009 and July-December 2009 for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's certain steel grating operations.

Value (in \$1,000)				
Item	2007	2008	2009	
			January-June	July-December
Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)				
1. , classified in				
2. , classified in				
3. , classified in				
4. , classified in				
5. , classified in				
6. , classified in				
7. , classified in				

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on certain steel grating.--Report the revenue and related cost information requested below on the certain steel grating operations of your U.S. establishment(s).¹ Do not report resales of products. 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.² Provide data on a calendar year basis for the three most recently completed calendar years in chronological order from left to right; for 2009 please split your reporting into January-June and July-December. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost at (202) 205-3432 before completing this section of the questionnaire.

Quantity (in 1,000 kgs) and value (in \$1,000)				
Item	Calendar year			
	2007	2008	2009	
			January-June	July- December
Net sales quantities: ³				
Commercial sales				
Internal consumption				
Transfers to related firms				
Total net sales quantities				
Net sales values: ³				
Commercial sales				
Internal consumption				
Transfers to related firms				
Total net sales values				
Cost of goods sold (COGS): ⁴				
Raw materials				
Direct labor				
Other factory costs				
Total COGS				
Gross profit or (loss)				
Selling, general, and administrative (SG&A) expenses:				
Selling expenses				
General and administrative expenses				
Total SG&A expenses				
Operating income (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 Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.

³ 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.

⁴ COGS should include costs associated with internal consumption and transfers to related firms.

PART III.--FINANCIAL INFORMATION--Continued

III-12. Variable and fixed costs.—For the costs reported in III-11, please provide a breakdown between variable and fixed costs for 2009 IN PERCENT as follows.

In percent (%)			
Cost category	Variable costs	Fixed costs	Total
Raw materials			100.0
Direct labor			100.0
Other factory costs			100.0
SG&A expenses			100.0

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of certain steel grating. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed calendar years in chronological order from left to right.

Value (in \$1,000)			
Item	Calendar years--		
	2007	2008	2009
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe: _____)			
F. Total current assets (lines 1.A. through 1.E.)			
2. Property, plant, and equipment			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
3. All other (describe: _____)			
4. Total assets (lines 1.F., 2.C., and 3)			

PART III.--FINANCIAL INFORMATION--Continued

III-14. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on certain steel grating. Provide data on a calendar year basis for the three most recently completed calendar years in chronological order from left to right; for 2009 please split your reporting into January-June and July-December.

Value (in \$1,000)				
Item	2007	2008	2009	
			January-June	July-December
Capital expenditures				
Research and development expenditures				

III-15. Since January 1, 2007, 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 certain steel grating from China?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, 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-16. Does your firm anticipate any negative impact of imports of certain steel grating from China?

PART IV.— PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250, amelia.preece@usitc.gov)

IV-1. **Contact information (Price)**--Who should be contacted regarding the requested pricing and related information?

Company contact:

()

PRICE DATA

This section requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers during January 2007–December 2009 of the following products produced by your firm.

Product 1-- 1.25 inches deep by 3/16 inch thick, 19-4 (bearing bars spaced at 19/16" on center (or metric equivalent), cross bars spaced at 4" on center (or metric equivalent)), 3 foot x 20 foot welded bar grating panel, carbon steel, unserrated, unpainted, ungalvanized, excluding alloy, microalloy, and stainless

Product 2-- 1.00 inches deep by 3/16 inch thick, 19-4 (bearing bars spaced at 19/16" on center (or metric equivalent), cross bars spaced at 4" on center (or metric equivalent)), 3 foot x 20 foot welded bar grating panel, carbon steel, serrated, galvanized, excluding alloy, microalloy, and stainless

Product 3-- 1.25 inches deep by 3/16 inch thick, 19-4 (bearing bars spaced at 19/16" on center (or metric equivalent), cross bars spaced at 4" on center (or metric equivalent)), 3 foot x 20 foot welded bar grating panel, carbon steel, serrated, galvanized, excluding alloy, microalloy, and stainless

Product 4-- 1.50 inches deep by 3/16 inch thick, 19-4 (bearing bars spaced at 19/16" on center (or metric equivalent), cross bars spaced at 4" on center (or metric equivalent)), 3 foot x 20 foot welded bar grating panel, carbon steel, serrated, galvanized, excluding alloy, microalloy, and stainless

Product 5-- 1.25 inches deep by 3/16 inch thick, 19-4 (bearing bars spaced at 19/16" on center (or metric equivalent), cross bars spaced at 4" on center (or metric equivalent)), 3 foot x 24 foot welded bar grating panel, carbon steel, unserrated, unpainted, ungalvanized, excluding alloy, microalloy, and stainless

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 IV.-- PRICING AND RELATED INFORMATION --Continued

IV-2. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in number of square feet and kilos, value in dollars)						
Period of shipment	Product 1			Product 2		
	Number of square feet	Number of kilos	Value	Number of square feet	Number of kilos	Value
2007						
January-March						
April-June						
July-September						
October-December						
2008						
January-March						
April-June						
July-September						
October-December						
2009						
January-March						
April-June						
July-September						
October-December						
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 IV. 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: _____						

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

IV-2. Pricing data.—Continued

(Quantity in number of square feet and kilos, value in dollars)						
Period of shipment	Product 3			Product 4		
	Number of square feet	Number of kilos	Value	Number of square feet	Number of kilos	Value
2007						
January-March						
April-June						
July-September						
October-December						
2008						
January-March						
April-June						
July-September						
October-December						
2009						
January-March						
April-June						
July-September						
October-December						
<p>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.</p> <p>² Pricing product definitions are provided on the first page of Part IV.</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 3: _____</p> <p>Product 4: _____</p>						

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

IV-2. Pricing data.—Continued

(Quantity in number of square feet and kilos, value in dollars)			
Period of shipment	Product 5		
	Number of square feet	Number of kilos	Value
2007			
January-March			
April-June			
July-September			
October-December			
2008			
January-March			
April-June			
July-September			
October-December			
2009			
January-March			
April-June			
July-September			
October-December			
<p>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.</p> <p>² Pricing product definitions are provided on the first page of Part IV.</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 5: _____</p>			

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

IV-3.a. **Price setting**-- How does your firm determine the prices that it charges for sales of certain steel grating (*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: _____

IV-3.b **Pricing of galvanized steel grating**—Does your firm produce and sell galvanized steel grating?

- No
- Yes – Is there a price premium for galvanized steel grating compared to ungalvanized steel grating? No Yes- What is the price premium? _____percent.

IV-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: _____

IV-5. **Pricing terms for certain steel grating**--

- (a) What are your firm's typical sales terms for its U.S.-produced certain steel grating (*e.g.*, 2/10 net 30 days)? _____
- (b) On what basis are your prices of domestic certain steel grating usually quoted? (check one). F.o.b.--Please specify point: _____ Delivered

IV-6. **Contract versus spot**--Approximately what share of your firm's sales of its U.S.-produced certain steel grating 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 and including 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	_____

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

IV-7. **Long-term contract 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

IV-8. **Short-term contract 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

IV-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 your U.S.-produced certain steel grating?

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

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of certain steel grating 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 are delivered within 100 miles of your production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

IV-11. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of certain steel grating? (check all that apply)

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

IV-12. **End uses.**--Describe the end uses of the certain steel grating that you manufacture. For each end-use product, what percentage of the total cost is accounted for by certain steel grating?

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

IV-13. **Inventories**

a) What percentage of your firm's inventories of certain steel grating at the end of calendar year 2009 was committed to customers by supply agreements? _____ percent.

b) For how many months do you expect to hold any inventories your firm had at the end of 2009?

c) Compared to your firm's experience, were your 2009 end of period inventories of certain steel grating low, typical, or high, based on anticipated business? Please explain.

Low Typical High

d) Have existing inventories in the steel grating industry affected prices of certain steel grating?

No Yes--Please explain.

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

IV-14. **Substitutes.**--Please list in order of importance any products that may be substituted for certain steel grating. 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 certain steel grating, and to what degree, the length of any time lag of such an effect.

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

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

IV-15. **Demand trends.**--

(a) How has the demand within the United States for certain steel grating changed since January 1, 2007? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States (if known) for certain steel grating changed since January 1, 2007? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

IV-16. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of certain steel grating since 2007?

No Yes--Please describe and quantify if possible.

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

IV-17. Business cycles.--

(a) Is certain steel grating market subject to business cycles or conditions of competition (including seasonal business) distinctive to certain steel grating?

No (skip to question IV-18.) 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 certain steel grating since January 1, 2007?

No Yes-- Please describe.

IV-18. Supply constraints.--Has your firm refused, declined, or been unable to supply certain steel grating since January 1, 2007 (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-19. Raw materials.--Please describe any trends in the prices of raw materials used to produce certain steel grating and whether your firm expects these trends to continue.

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

IV-20. **Interchangeability.**--Is certain steel grating produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	China	Other countries
United States		
China		
<p>¹ For any country-pair producing certain steel grating which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>		

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

IV-22. **Customer Identification**--Please identify below the names and addresses of your firm's 10 largest customers for certain steel grating during 2007-2009. 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 certain steel grating that each of these customers accounted for in 2009.

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

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

IV-24. **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, 2007: Did your firm lose sales of certain steel grating to imports of these products from China?

No Yes

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 (number of short tons)	Rejected U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)

PART V.--ADDITIONAL INFORMATION--Continued

V-1. **Processor/Fabricator: Processing or fabrication of certain steel grating.**—For the operations of your U.S. establishment(s), report the information requested below.

<i>(Quantity in 1,000 kilograms, value in \$1,000)</i>				
<i>Item</i>	<i>2007</i>	<i>2008</i>	2009	
			January-June	July-December
Average capacity <i>(quantity)</i>				
Production <i>(quantity)</i>				
Total shipments: ¹ <i>(quantity)</i>				
<i>Value</i>				
End of period inventories <i>(quantity)</i>				
Average number of PRWs				
Hours worked by PRWs <i>(1,000 hours)</i>				
Wages paid to PRWs <i>(value)</i>				
Financial information based on <input type="checkbox"/> Calendar year / fiscal year ending Dec. 31 or <input type="checkbox"/> Fiscal year ending _____				
Total net sales: ^{1 2} <i>(quantity)</i>				
<i>Value</i>				
Cost of goods sold <i>(value)</i>				
Raw materials sourced in the United States ³				
Raw materials sourced outside the United States ^{3 4}				
Direct labor				
Other factory costs				
Total cost of goods sold				
SG&A expenses <i>(value)</i>				
Operating income or (loss) <i>(value)</i>				
Capital expenditures <i>(value)</i>				
R&D expenditures <i>(value)</i>				
Property, plant, and equipment, net of depreciation <i>(value)</i>				
Total of assets other than book value of property, plant, equipment <i>(value)</i>				
¹ Report your firm's shipments/net sales of CSG which it processed or fabricated. Quantity refers to the amount of CSG processed or fabricated, and value refers to your firm's sales of CSG, excluding services activities such as installation. ² Less discounts, returns, allowances, and prepaid freight (namely on an f.o.b. basis your fabrication or processing plant). ³ Please state what raw materials are used in your fabrication process (e.g., purchased CSG): _____ ⁴ Indicate the non-U.S. origin(s) of raw materials: _____				

PART V.--ADDITIONAL INFORMATION--Continued

V-2 Combined operations of subject imports and domestic production on certain steel grating.--

Report the combined data associated with your firm's imports of subject certain steel grating together with your firm's domestic production and sales of certain steel grating

<i>(Quantity in 1,000 kilograms, value in \$1,000)</i>				
Item	Calendar years			
	2007	2008	2009	
			January-June	July-September
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>				
PRODUCTION <i>(quantity)</i>				
TOTAL U.S. SHIPMENTS: ¹				
<i>Quantity</i> of total U.S. shipments				
<i>Value</i> of total U.S. shipments				
EXPORT SHIPMENTS: ²				
<i>Quantity</i> of export shipments				
<i>Value</i> of export shipments				
END-OF-PERIOD INVENTORIES ³ <i>(quantity)</i>				
AVERAGE NUMBER OF PRWs				
HOURS WORKED BY PRWs <i>(1,000 hours)</i>				
WAGES PAID TO PRWs <i>(value)</i>				
FINANCIAL INFORMATION:				
Net sales: ⁴				
Total <i>Quantity</i> of net sales				
Total <i>Value</i> of net sales				
Cost of goods sold <i>(value)</i>				
Gross profit or (loss) <i>(value)</i>				
Selling, general, and administrative expenses <i>(value)</i>				
Operating income or (loss) <i>(value)</i>				
Capital expenditures <i>(value)</i>				
<p>¹ Including commercial sales, internal consumption, and transfers to related firms. Sales to related firms (including internal consumption and transfers) must be valued at fair market value.</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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>				
<p>⁴ Including internal consumption, transfers to related firms and exports. Internal consumption and transfers to related firms must be valued at fair market value; all sales must be reported net of discounts, returns, allowances, and prepaid freight.</p>				