

**U.S. IMPORTERS' 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)).

<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 imported certain steel grating (as defined in the instruction booklet) from any country at any time since January 1, 2007?
<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.*

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

**PART I.—GENERAL INFORMATION**

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

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

\_\_\_\_\_ hours \_\_\_\_\_ dollars

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

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

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

I-3. Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information.

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

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain steel 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-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain steel grating?

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

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

- |  |   |
|--|---|
| <input type="checkbox"/> Importer of record                    | <input type="checkbox"/> Takes title to the imported product(s) |
| <input type="checkbox"/> Consignee of the imported products(s) | <input type="checkbox"/> Customs broker or freight forwarder    |

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

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

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

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

Foreign trade zones      No             Yes

Bonded warehouses      No             Yes

I-9. Please indicate whether your firm imports certain steel grating 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. \_\_\_\_\_

\_\_\_\_\_

I-11. Is your firm a distributor or fabricator of certain steel grating that further processes certain steel grating in the United States?

No             Yes

**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](mailto:fred.ruggles@usitc.gov)). Supply all data requested on a calendar-year basis.

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

Company contact: \_\_\_\_\_  
Name and title

( ) \_\_\_\_\_  
Phone number E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; or any other change in the character of your operations or organization relating to the importation of certain steel grating since January 1, 2007?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-3. Has your firm imported or arranged for the importation of certain steel grating from China for delivery after December 31, 2009?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

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

**CHINA**

Quantity (in 1,000 kgs), value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )			
<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> ( <i>quantity</i> )			
<b>Channels of distribution:</b>			
U.S. shipments to distributors ( <i>quantity</i> )			
U.S. shipments to end users ( <i>quantity</i> )			
<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-5b. Approximately what share (in percent) of the quantity of certain steel grating that you imported from China in 2009 was in the finished but unfabricated form, known as a "panel" or "mat?"

: \_\_\_\_\_%

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

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

**ALL OTHER SOURCES COMBINED**

Quantity (in 1,000 kgs), value (in \$1,000)			
Item	Calendar years		
	2007	2008	2009
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )			
<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> ( <i>quantity</i> )			
<b>Channels of distribution:</b>			
U.S. shipments to distributors ( <i>quantity</i> )			
U.S. shipments to end users ( <i>quantity</i> )			
<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> Reconciliation of data.--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: _____			

**PART III.--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)

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

Company contact:

\_\_\_\_\_

( )

\_\_\_\_\_

\_\_\_\_\_

**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 2007-December 2009 of the following products you imported from China and certain other sources:

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

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

**China**

<b>(Quantity in number of square feet and kilos, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>			<b>Product 2</b>		
	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>
<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.  
<sup>2</sup> 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: \_\_\_\_\_

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

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

**China**

<b>(Quantity in number of square feet and kilos, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 3</b>			<b>Product 4</b>		
	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>
<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. <sup>2</sup> 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 3 _____  Product 4: _____						

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

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

**China**

<b>(Quantity in number of square feet and kilos, value in dollars)</b>			
<b>Period of shipment</b>	<b>Product 5</b>		
	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>
<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. <sup>2</sup> 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 5: _____			

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

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

**Canada**

<b>(Quantity in number of square feet and kilos, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>			<b>Product 2</b>		
	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>
<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.  
<sup>2</sup> 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: \_\_\_\_\_

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

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

**Canada**

<b>(Quantity in number of square feet and kilos, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 3</b>			<b>Product 4</b>		
	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>
<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. <sup>2</sup> 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 3: _____  Product 4: _____						

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

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

**Canada**

<b>(Quantity in number of square feet and kilos, value in dollars)</b>			
<b>Period of shipment</b>	<b>Product 5</b>		
	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>
<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. <sup>2</sup> 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:  <u>Product 5:</u> _____			

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

III-2c. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from **YOUR LARGEST NONSUBJECT COUNTRY SOURCE OTHER THAN CANADA** and sold by your firm.  
Please specify country below.

**COUNTRY ( \_\_\_\_\_ )**

<b>(Quantity in number of square feet and kilos, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>			<b>Product 2</b>		
	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>
<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.  
<sup>2</sup> 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: \_\_\_\_\_

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

III-2c. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from **YOUR LARGEST NONSUBJECT COUNTRY SOURCE OTHER THAN CANADA** and sold by your firm.  
Please specify country below.

**COUNTRY ( \_\_\_\_\_ )**

<b>(Quantity in number of square feet and kilos, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 3</b>			<b>Product 4</b>		
	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>
<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.  
<sup>2</sup> 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 3: \_\_\_\_\_

Product 4: \_\_\_\_\_



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

III-2c. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from **YOUR LARGEST NONSUBJECT COUNTRY SOURCE OTHER THAN CANADA** and sold by your firm. Please specify country below.

**COUNTRY ( \_\_\_\_\_ )**

<b>(Quantity in number of square feet and kilos, value in dollars)</b>			
<b>Period of shipment</b>	<b>Product 5</b>		
	<b>Number of square feet</b>	<b>Number of kilos</b>	<b>Value</b>
<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. <sup>2</sup> 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 5: _____			

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

III-3. **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.

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 for certain steel grating.**--

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

III-6. **Contract versus spot.**--Approximately what shares of your firm's sales of certain steel grating 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 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 III.--PRICING AND RELATED INFORMATION--Continued**

III-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? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (c) Does the contract have a meet or release provision? \_\_\_\_\_

III-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? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

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 certain steel grating?

<u>Source</u>	<u>Share of sales, 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 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 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 certain steel grating imported from any source? (check all that apply)

<b>Geographic area</b>	<b>√ if applicable</b>
<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 certain steel grating that you import from China. 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>
_____	_____
_____	_____
_____	_____
_____	_____

III-13. **Inventories**

a) What percentage of your firm's inventories of certain steel grating at the end of calendar year 2009 were 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 III.--PRICING AND RELATED INFORMATION--Continued**

III-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.

<b>Substitute</b>	<b>Application</b>	<b>Have changes in the prices of this substitute affected the price for steel grating?</b>
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/>

III-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

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

(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

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III-16. **Product changes.--**Have there been any significant changes in the product range or marketing of certain steel grating since January 1, 2007?

- No       Yes-- Please describe.

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III-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).

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(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.

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

III-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.

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III-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.

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III-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 “O” to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

<b>Country-pair</b>	United States	China	Other countries
United States			
China			

<sup>1</sup> For any country-pair producing certain steel grating which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

III-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 from China 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					