

## U.S. IMPORTERS' QUESTIONNAIRE

### CERTAIN STEEL NAILS FROM THE UNITED ARAB EMIRATES

**This questionnaire must be received by the Commission by no later than April 14, 2011**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain steel nails from the United Arab Emirates (inv. No. 731-TA-1185 (Preliminary)). 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 nails (as defined in the instruction booklet) from any country at any time since January 1, 2008?
<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 this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*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. **OMB statistics**--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. **OMB feedback**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

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

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

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

No       Yes--List the following information

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

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

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

No  Yes--List the following information.

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

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

No  Yes--List the following information.

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

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

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

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

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

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

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

Foreign trade zones      No             Yes

Bonded warehouses      No             Yes

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

No             Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No             Yes--Please specify. \_\_\_\_\_

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187, [fred.ruggles@usitc.gov](mailto:fred.ruggles@usitc.gov)). **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for parts II with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: (\_\_\_\_) \_\_\_\_\_

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

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of certain steel nails since January 1, 2008.

*(check as many as appropriate) (please describe)*

office/warehouse openings..... \_\_\_\_\_  
\_\_\_\_\_

office/warehouse closings ..... \_\_\_\_\_  
\_\_\_\_\_

relocations ..... \_\_\_\_\_  
\_\_\_\_\_

expansions ..... \_\_\_\_\_  
\_\_\_\_\_

acquisitions..... \_\_\_\_\_  
\_\_\_\_\_

consolidations..... \_\_\_\_\_  
\_\_\_\_\_

prolonged shutdowns or  
importation curtailments ..... \_\_\_\_\_  
\_\_\_\_\_

revised labor agreements ..... \_\_\_\_\_  
\_\_\_\_\_

other..... \_\_\_\_\_  
\_\_\_\_\_

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of certain steel nails from the United Arab Emirates for delivery **after** December 31, 2010?

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

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

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**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 certain steel nails imported from the United Arab Emirates by your firm during the specified periods. (See definitions in the instruction booklet.)

**The United Arab Emirates**

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2008	2009	2010
<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)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (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: _____			

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

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

**ALL OTHER SOURCES COMBINED**

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2008	2009	2010
<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)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<sup>1</sup> Please identify the sources and 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 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: _____			



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

Further information on this part of the questionnaire can be obtained from Clark Workman (202-205-3248, [Clark.Workman@usitc.gov](mailto:Clark.Workman@usitc.gov)).

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III?

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

**PRICE DATA**

III-2. These questions requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since January 1, 2008 of the following products you imported from the United Arab Emirates:

**PRODUCT 1**--3" by 0.131" bright smooth, plastic-strip collated nails

**PRODUCT 2**--3" by 0.120" bright smooth, plastic-strip collated nails

**PRODUCT 3**--2<sup>3</sup>/<sub>8</sub>" by 0.113" bright screw and ring shank nails, plastic-strip collated

**PRODUCT 4**--3<sup>1</sup>/<sub>4</sub>" by 0.148" 16D smooth vinyl-coated sinkers, bulk

**PRODUCT 5**--2" by 0.113" bright, drive screw, machine quality pallet nails, bulk

**PRODUCT 6**--2" by 0.099" bright, drive screw, wire-welded collated in coils

**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 the United Arab Emirates and sold by your firm.

**The United Arab Emirates**

<b>(Quantity in 1,000 nails, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</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. **Price data** *continued*.--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from the United Arab Emirates and sold by your firm.

the United Arab Emirates

(Quantity in 1,000 nails, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</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. **Price data** *continued*.--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from the United Arab Emirates and sold by your firm.

the United Arab Emirates

(Quantity in 1,000 nails, value in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</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 5: \_\_\_\_\_

Product 6: \_\_\_\_\_

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

III-2d. **Price data** *continued*.--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from your largest country source sold by your firm.

Largest country source: \_\_\_\_\_

(Quantity in 1,000 nails, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</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-2e. **Price data** *continued*.--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from your largest country source sold by your firm.

Largest country source: \_\_\_\_\_

(Quantity in 1,000 nails, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</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-2f. **Price data** *continued*.--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from your largest country source sold by your firm.

Largest country source: \_\_\_\_\_

(Quantity in 1,000 nails, value in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</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 5: \_\_\_\_\_

Product 6: \_\_\_\_\_

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

III-2g. **Price data** *continued*.--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from your second largest country source sold by your firm.

Second largest country source: \_\_\_\_\_

(Quantity in 1,000 nails, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</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-2h. **Price data** *continued*.--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from your second largest country source sold by your firm.

Second largest country source: \_\_\_\_\_

(Quantity in 1,000 nails, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</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-2i. **Price data** *continued*.--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from your second largest country source sold by your firm.

Second largest country source: \_\_\_\_\_

<i>(Quantity in 1,000 nails, value in dollars)</i>				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010</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 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 certain steel nails (*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
  - Reverse internet auction 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 discounts
  - Other--Please describe: \_\_\_\_\_
- 

III-5. **Pricing terms for certain steel nails.**--

- (a) What are your firm's typical sales terms for certain steel nails imported from the United Arab Emirates (*e.g.*, 2/10 net 30 days)? \_\_\_\_\_.
- (b) On what basis are your prices of imported certain steel nails from the United Arab Emirates 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 certain steel nails imported from the United Arab Emirates in 2010 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	_____ %
<b>Total</b>	<b>100%</b>

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

III-7. **Long-term contract provisions.**--If you sell certain steel nails imported from the United Arab Emirates 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 contract provisions.**--If you sell certain steel nails imported from the United Arab Emirates 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 of certain steel nails imported from the United Arab Emirates 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 nails?

<u>Source</u>	<u>Share of sales,</u> <u>2010</u>	<u>Lead time</u>
From your U.S. inventory	_____ %	_____ days
From foreign manufacturers' inventory	_____ %	_____ days
Produced to order	_____ %	_____ days
<b>Total</b>	<b>100 %</b>	

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

**III-10. Shipping information.—**

- (a) What is the approximate percentage of the total delivered cost of certain steel nails imported from the United Arab Emirates 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) When you sell certain steel nails imported from the United Arab Emirates, from where is it shipped?  
 (check one) point of importation  or storage facility
- (d) What proportion of your sales of certain steel nails imported from the United Arab Emirates are delivered within 100 miles of your point of shipment (provide the percentages)? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**III-11. Geographical shipments--What is the geographic market area in the United States served by your firm's shipments of certain steel nails 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.	<input type="checkbox"/>
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> —AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> —CA, OR, and WA.	<input type="checkbox"/>
<b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>

**III-12. End uses--Describe the end uses of the certain steel nails that you import from the United Arab Emirates. For each end-use product, what percentage of the total cost is accounted for by certain steel nails and other inputs?**

End use product	Share of total cost of end use product accounted for by		Total
	Certain steel nails (percent)	Other inputs (percent)	
1.	%	%	100%
2.	%	%	100%
3.	%	%	100%

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

**III-13. Substitutes--**

(a) Can other products be substituted for certain steel nails?  
 No                       Yes--Please complete (b).

(b) Please list in order of importance any products that may be substituted for certain steel nails and fill out the table.

<b>Substitute</b>	<b>End use in which this substitute is used</b>	<b>Have changes in the prices of this substitute affected the price for certain steel nails?</b>
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-- _____ _____
5.		<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 certain steel nails changed since January 1, 2008? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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(b) How has the demand outside the United States (if known) for certain steel nails changed since January 1, 2008? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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III-15. **Product changes.**--Have there been any significant changes in the product mix or marketing of certain steel nails since January 1, 2008?

No       Yes-- Please describe.

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

III-16. **Business cycles.**--

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

No (skip to question IV-17.)       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 nails since January 1, 2008?

No       Yes-- Please describe.

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III-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply certain steel nails since January 1, 2008 (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-18. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce certain steel nails and whether your firm expects these trends to continue.

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

III-21. **Customer Identification.**--Please identify below the names and addresses of your firm's 10 largest customers for **PRODUCT** since January 1, 2008. 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 **PRODUCT** from **COUNTRY** that each of these customers accounted for in 2010.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person and e-mail address	Area code and telephone number	Share of 2010 sales (%)
1		Street Address City        '        State        Zip Code	Name Email		
2		Street Address City        '        State        Zip Code	Name Email		
3		Street Address City        '        State        Zip Code	Name Email		
4		Street Address City        '        State        Zip Code	Name Email		
5		Street Address City        '        State        Zip Code	Name Email		
6		Street Address City        '        State        Zip Code	Name Email		
7		Street Address City        '        State        Zip Code	Name Email		
8		Street Address City        '        State        Zip Code	Name Email		
9		Street Address City        '        State        Zip Code	Name Email		
10		Street Address City        '        State        Zip Code	Name Email		

