

## U.S. PRODUCERS' QUESTIONNAIRE

### BOLTLESS STEEL SHELVING UNITS PREPACKAGED FOR SALE FROM CHINA

This questionnaire must be received by the Commission by no later than **SEPTEMBER 9, 2014**

*See the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping and countervailing duty investigations concerning boltless steel shelving units prepackaged for sale ("boltless steel shelving") from China (Inv. Nos. 701-TA-523 and 731-TA-1259 (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 firm's possession (19 U.S.C. § 1333(a)).***

Name of firm _____		
Address _____		
City _____	State _____	Zip Code _____
Website _____		
Has your firm produced boltless steel shelving (as defined in the instruction booklet) at any time since January 1, 2011?		
<input type="checkbox"/> NO	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)	
<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)	
<b>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (use the following PIN: <b>SHLV</b>)</b>		

### 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: _____	_____ Email address
	Fax: _____	

**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 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. **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 firm's response or send them to the above address.

I-1c. **TAA information release**.--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes       No

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.

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I-3. **Petition support**.--Does your firm support or oppose the petition?

Country	Support	Oppose	Take no position
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

I-4. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No             Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-5. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing boltless steel shelving from China into the United States or that are engaged in exporting boltless steel shelving from China to the United States?

No             Yes--List the following information.

Firm name	Address	Affiliation

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

No             Yes--List the following information.

Firm name	Address	Affiliation

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

Further information on this part of the questionnaire can be obtained from Mary Messer (mary.messer@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of boltless steel shelving since January 1, 2011.

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	plant openings	
<input type="checkbox"/>	plant closings	
<input type="checkbox"/>	relocations	
<input type="checkbox"/>	expansions	
<input type="checkbox"/>	acquisitions	
<input type="checkbox"/>	consolidations	
<input type="checkbox"/>	prolonged shutdowns or production curtailments	
<input type="checkbox"/>	revised labor agreements	
<input type="checkbox"/>	other (e.g., technology)	

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

II-3a. **Production and capacity.**-- Please report your firm's production of boltless steel shelving, production of products made on the same equipment and machinery used to produce boltless steel shelving, and the combined production capacity on this shared equipment and machinery in the periods indicated.

*Note.*--The table below contains automatic calculations that will appear when you have entered data in the MS Word form fields.

(Quantity in units)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
<b>Overall production capacity</b>					
<b>Production of:</b>					
Boltless steel shelving <sup>1</sup>					
Other products <sup>2</sup>					
<b>Total, all products</b>					
Reconciliation <sup>1</sup>					

<sup>1</sup> Production of boltless steel shelving should equal production data reported in II-7. If the reconciliation line returns values other than zero (i.e., "0"), please correct any data errors.  
<sup>2</sup> Please identify: \_\_\_\_\_

II-3b. **Operating parameters.**--The production capacity (see definitions in instruction booklet) reported in II-3a is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year.

II-3c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-3a, and explain any changes in reported capacity.

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II-3d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

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

II-3e. **Product shifting.**—

(i) Is your firm able to switch production (capacity) between boltless steel shelving and other products using the same equipment and/or labor?

No       Yes-- (i.e., have produced other products or are able to produce other products).  
Please identify other actual or potential products: \_\_\_\_\_

(ii) Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

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

II-4. **Tolling.**--Since January 1, 2011, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of boltless steel shelving?

No       Yes--Name firm(s): \_\_\_\_\_.

II-5. **Foreign trade zone.**--Does your firm produce boltless steel shelving in a foreign trade zone (FTZ)?

No       Yes--Identify FTZ(s): \_\_\_\_\_.

II-6. **Importer.**--Since January 1, 2011, has your firm imported boltless steel shelving?

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

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

II-7. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of boltless steel shelving in its U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in units) and value (in \$1,000)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
<b>Average production capacity</b> <sup>1</sup> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production</b> (quantity) (C)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments (D)					
Value of commercial shipments (E)					
<b>Internal consumption:</b>					
Quantity of internal consumption (F)					
Value <sup>2</sup> of internal consumption (G)					
<b>Transfers to related firms:</b>					
Quantity of transfers (H)					
Value <sup>2</sup> of transfers (I)					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments (J)					
Value of export shipments (K)					
<b>End-of-period inventories</b> <sup>4</sup> (quantity) (L)					
<b>Channels of distribution:</b>					
U.S. commercial shipments to distributors (quantity) (M)					
U.S. commercial shipments to end users (quantity) (N)					
<b>Employment data:</b>					
Average number of PRWs (number) (O)					
Hours worked by PRWs (1,000 hours) (P)					
Wages paid to PRWs (value) (Q)					
<p><sup>1</sup> 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).</p> <hr/> <p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses 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:</p> <hr/> <p><sup>3</sup> Identify your firm's principal export markets: _____.</p> <p><sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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?</p> <p><input type="checkbox"/> Yes      <input type="checkbox"/> No--Please explain: _____.</p>					

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

**II-7. Trade data.—Continued**

*Note.—The table below contains automatic calculations that will appear when you have entered data in the MS Word form fields in table II-7 on the previous page.*

**RECONCILIATION OF SHIPMENTS**

*Please ensure that the quantities reported for channels of distribution (i.e., lines M and N) in each time period equal the quantity reported for total U.S. commercial shipments (i.e., line D) in each time period.*

*If the calculated fields below return values other than zero (i.e., "0"), the data in question II-7 needs to be revised prior to submission to the Commission.*

Reconciliation item	Calendar years			January-June	
	2011	2012	2013	2013	2014
U.S. commercial shipments to distributors (M) + U.S. commercial shipments to end users (N) – total U.S. commercial shipments (D) =					

**RECONCILIATION OF SHIPMENTS**

*Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J).*

*Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for the differences (e.g., theft, loss, damage, record systems issues, etc.).*

*If the calculated fields below return values other than zero (i.e., "0"), please correct any data errors in question II-7 or explain below:*

\_\_\_\_\_.

Reconciliation item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Beginning inventories (B) + production (C) – total shipments (D+F+H+J) – Ending inventories (L) =					



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

II-8. **Related firms.**--If your firm reported transfers to related firms in question II-8, 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.

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II-9. **Purchases.**--Other than direct imports, has your firm otherwise purchased boltless steel shelving since January 1, 2011? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup></b>					
<b>OF PRODUCT FROM—</b>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
All other countries:					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your firm's reasons for purchasing this product. If your firm's reasons differ by source, please elaborate.					
<sup>2</sup> Please list the name of the firm(s) from which your firm purchased this product. If your firm's suppliers differ by source, please identify the source for each listed supplier.					

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Justin Jee (202-205-3186, Justin.jee@usitc.gov).

III-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Accounting system.**--Briefly describe your firm's financial accounting system.

A. When does your firm's fiscal year end (month and day)? \_\_\_\_\_  
If your firm's fiscal year changed during the data-collection period, explain below:

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

2. Does your firm prepare profit/loss statements for the Boltless Steel Shelving:  
 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 basis of accounting (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 Boltless Steel Shelving, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. **Cost accounting system.**--Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

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

III-4. **Allocation basis.**--Briefly describe your firm's 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 the products your firm produced in the facilities in which your firm produced Boltless Steel Shelving, and provide the share of net sales accounted for by these other products in your firm's most recent fiscal year.

Products	Share of sales
<b>Boltless Steel Shelving</b>	%
	%
	%
	%
	%
	100 %

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of Boltless Steel Shelving from any related parties?

Yes--Continue to question III-7.       No--Continue to question III-9a.

III-7. **Inputs from related parties.**--In the space provided below, identify the inputs used in the production of the subject product that your firm purchases from related parties. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in the company's own accounting system, of the purchase cost from the related party; e.g., the related party's actual cost, cost plus, negotiated transfer price to approximate fair market value.

<u>Input</u>	<u>Related party</u>	<u>Share of total COGS</u>
_____	_____	_____
<u>Input</u>	<u>Related party</u>	<u>Share of total COGS</u>
_____	_____	_____
<u>Input</u>	<u>Related party</u>	<u>Share of total COGS</u>
_____	_____	_____
<u>Input</u>	<u>Related party</u>	<u>Share of total COGS</u>
_____	_____	_____
<u>Input valuation</u>	_____	_____
_____		

**PART III.--FINANCIAL INFORMATION--Continued**

III-8. **Inputs from related parties at cost.**-- All intercompany profit or loss on inputs purchased from related parties, as well as intra-division profit or loss, should be eliminated from the costs reported to the Commission in question III-10; i.e., costs reported in question III-10 should only reflect the related party's cost and not include an associated profit or loss 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--Please briefly describe how you eliminated intercompany/intra-division profit or (loss) on inputs purchased/received from related firms/or intra-division units within the same company to arrive at the actual costs incurred by the related firms/intra-division units.

\_\_\_\_\_

No-- If an inter-company/intra-division profit or (loss) adjustment was applicable, please explain why this adjustment was not made.

\_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

III-9a. Operations on Boltless Steel Shelving.--Report the revenue and related cost information requested below on the Boltless Steel Shelving operations of your firm's U.S. establishment(s).<sup>1</sup> 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.<sup>2</sup> Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

<b>Quantity (in Units) and value (in \$1,000)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January-June</b>	
	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2013</b>	<b>2014</b>
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
<b>Net sales values:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0
<b>Other expenses and income:</b>					
Interest expense					
All other expense items					
All other income items					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.  
<sup>3</sup> 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.  
<sup>4</sup> COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-7.

*Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

**PART III.--FINANCIAL INFORMATION--Continued**

III-9b. **Financial data reconciliation.**--The calculable line items from question III-9a (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

- Yes     No--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

\_\_\_\_\_

III-10. **Nonrecurring items (charges and gains) included in the subject product financial results.**--

For each annual and interim period for which financial results are reported in question III-9a, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-9a line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-9a; *i.e.*, if an aggregate nonrecurring item has been allocated to table III-9a, only the allocated value amount included in table III-9a should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results of the subject product in table III-9a.

	Fiscal years ended--			January-June	
	2011	2012	2013	2013	2014
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific line item in table III-9a where the nonrecurring item is classified.	<b>Nonrecurring item:</b> In these columns please report the amount of the relevant nonrecurring item reported in table III-9a. <b>Value (\$1,000)</b>				
1.           , classified					
2.           , classified					
3.           , classified					
4.           , classified					
5.           , classified					
6.           , classified					
7.           , classified					

**PART III.--FINANCIAL INFORMATION--Continued**

III-11. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company**--If non-recurring items were reported in table III-10 above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., III-10 information designates where these items are reported in table III-9a.

\_\_\_\_\_

III-12. **Asset values**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of Boltless Steel Shelving. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for Boltless Steel Shelving in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your firm's cost allocations in the previous question. Provide data as of the end of your firm's three most recently completed fiscal years.

**Note:** Total assets should reflect net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)			
Item	Fiscal years ended--		
	2011	2012	2013
<b>Total assets</b> (net)			

III-13a. **Capital expenditures and research and development expenses**--Report your firm's capital expenditures and research and development expenses on Boltless Steel Shelving. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2011	2012	2013	2013	2014
<b>Capital expenditures</b>					
<b>Research and development expenses</b>					

III-13b. **Capital expenditures**--Please indicate the nature, focus, and significance of your firm's capital expenditures on the subject product.

\_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

III-14. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-9a, 12, and 13a are based on a calendar year or on your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-9a should reconcile with the data reported in question II-7 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-9a reconcile with data in question II-7?

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Effects of imports.**--Since January 1, 2011, 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 Boltless Steel Shelving from China?

No                       Yes--My firm has experienced actual negative effects as follows:

<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects
<input type="checkbox"/>	Denial or rejection of investment proposal
<input type="checkbox"/>	Reduction in the size of capital investments
<input type="checkbox"/>	Rejection of bank loans
<input type="checkbox"/>	Lowering of credit rating
<input type="checkbox"/>	Problem related to the issue of stocks or bonds
<input type="checkbox"/>	Other (specify):

III-16. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of Boltless Steel Shelving from China?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	



**PART III.--FINANCIAL INFORMATION--Continued**

III-17. **Other explanations**:--If your firm would like to further explain a response to a question in Part III that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Tana Farrington (202-205-2389, Tana.Farrington@usitc.gov)

IV-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	
Fax	

**PRICE DATA**

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2011 of the following products produced by your firm.

**Product 1.**--77" Width x 24" Depth x 72" to 78" Height, 4-level rack with steel wire decking, with load capacity of 1,000 pounds to 2,500 pounds per level

**Product 2.**--77" Width x 24" Depth x 72" Height, 3-level rack with steel wire decking, with load capacity of 1,000 pounds to 2,500 pounds per level

**Product 3.**--36" Width x 18" Depth x 72" Height, 5-level boltless/rivet steel shelving with particle board deck, with load capacity of 250 pounds to 1,000 pounds per level

**Product 4.**-- 48" Width x 24" Depth x 72" Height, 5-level boltless/rivet steel shelving with particle board deck, with load capacity of 250 pounds to 1,000 pounds per level

**Product 5.**--34" to 36" Width x between 15" and 18" Depth x 60" Height, 4-level boltless/rivet steel shelving with particle board deck, with load capacity of 250 pounds to 1,000 pounds per level

Please note that values should be **f.o.b., U.S. point of shipment** and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

During January 2011-June 2014, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following pricing data tables as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question IV-3.

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

IV-2. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

**Report data in units and actual dollars (not 1,000s).**

<b>(Quantity in units, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2011:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2012:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2013:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2014:</b>						
January-March						
April-June						

<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 firm's U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**-- Please report below the shelf level capacity of the shelving units included in each of the pricing products for which you reported data. Alternatively, if your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

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

IV-2. **Pricing data (continued).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

**Report data in units and actual dollars (not 1,000s).**

<b>(Quantity in units, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 4</b>		<b>Product 5</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2011:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2012:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2013:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2014:</b>				
January-March				
April-June				

<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 firm's U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.--** Please report below the shelf level capacity of the shelving units included in each of the pricing products for which you reported data. Alternatively, if your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 4:

Product 5:

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

IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of boltless steel shelving (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Pricing terms.**--

(a) What are your firm's typical sales terms for its U.S.-produced boltless steel shelving?

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of domestic boltless steel shelving usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced boltless steel shelving in 2013 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

Type of sale	Share of 2013 sales
<b>Long-term contracts</b> (multiple deliveries for more than 12 months)	%
<b>One year contracts</b> (multiple deliveries for 12 months)	%
<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	%
<b>Spot sales</b> (for a single delivery)	%
<b>Total</b> (should sum to 100.0%)	<b>100 %</b>

IV-7. **Contract provisions.**— Please fill out the table regarding your firm's typical sales contracts for boltless steel shelving (or check "not applicable" if your firm does not sell on a long-term and/or short-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries up to and including 12 months)	One year contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>			
Price renegotiation (during the contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	Yes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-8. **Lead times.**--What is your firm's share of sales both from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced boltless steel shelving?

Source	Share of 2013 sales	Lead time (days)
From inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	<b>100 %</b>	

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

**IV-9. Shipping information.--**

- (a) What is the approximate percentage of the total delivered cost of boltless steel shelving that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent
- (b) Who generally arranges the transportation to your firm's customers' locations?  
 Your firm     Purchaser (*check one*)
- (c) Indicate the approximate percentage of your firm's sales of boltless steel shelving that are delivered the following distances from its production facility.

<b>Distance from production facility</b>	<b>Share</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (should sum to 100.0%)	<b>100</b> %

- IV-10. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold its U.S.-produced boltless steel shelving since January 1, 2011 (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.	<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, and VI, among others.	<input type="checkbox"/>

- IV-11. **End uses.**--List the end uses of the boltless steel shelving that your firm manufactures. For each end-use product, what percentage of the total cost is accounted for by boltless steel shelving and other inputs?

<b>End use product</b>	<b>Share of total cost of end use product accounted for by</b>		<b>Total</b> (should sum to 100.0% across)
	<b>Boltless steel shelving</b>	<b>Other inputs</b>	
	%	%	100 %
	%	%	100 %
	%	%	100 %

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

IV-12. **Substitutes.**-- Can other products be substituted for boltless steel shelving?

No  Yes--Please fill out the table.

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

IV-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for boltless steel shelving has changed since January 1, 2011. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of boltless steel shelving since January 1, 2011?

No	Yes	If yes, please describe and quantify if possible.
<input type="checkbox"/>	<input type="checkbox"/>	



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

**IV-15. Conditions of competition.--**

- (a) Is the boltless steel shelving market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to boltless steel shelving? If yes, describe.

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question IV-16.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

- (b) If yes, have there been any changes in the business cycles or conditions of competition for boltless steel shelving since January 1, 2011?

<b>No</b>	<b>Yes</b>	<b>If yes, describe.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

- IV-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply boltless steel shelving since January 1, 2011 (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.)?

<b>No</b>	<b>Yes</b>	<b>If yes, please describe.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

- IV-17. **Raw materials.**--How have boltless steel shelving raw materials prices changed since January 1, 2011?

<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explain, noting how raw material price changes have affected your firm's selling prices for boltless steel shelving.</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-18. **Interchangeability.**--Is boltless steel shelving produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

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

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Other countries
United States		
China	X	
<p>For any country-pair producing boltless steel shelving that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:</p>		

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

IV-19. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between boltless steel shelving produced in the United States and in other countries a significant factor in your firm's sales of the products?

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

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

Country-pair	China	Other countries
United States		
China		
<p>For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of boltless steel shelving, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p>		

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

IV-20. **Customer identification**--List the names and contact information for your firm's 10 largest U.S. customers for boltless steel shelving since January 1, 2011. Indicate the share of the quantity of your firm's total shipments of boltless steel shelving that each of these customers accounted for in 2013.

Customer's name	Contact person	Email	Telephone	City	State	Share of 2013 sales (%)
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

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

**IV-21. Competition From Imports--Lost Revenue.--**

Since January 1, 2011: To avoid losing sales to competitors selling boltless steel shelving from China, did your firm:

	<b>No</b>	<b>Yes</b>
<b>Reduce prices</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Roll back announced price increases</b>	<input type="checkbox"/>	<input type="checkbox"/>

If you indicated “yes” above, please contact Tana Farrington, Economist (202-205-2389, [Tana.Farrington@usitc.gov](mailto:Tana.Farrington@usitc.gov)) for a spreadsheet that will allow you to furnish the following information for each affected transaction:

- Customer name, contact person, email, phone and fax numbers
- Specific product(s) involved
- Date of your firm’s initial price quotation
- Quantity involved
- Your firm’s initial *rejected* price quotation (total delivered value)
- Your firm’s *accepted* price quotation (total delivered value)
- The country of origin of the competing imported product
- The competing price quotation of the imported product (total delivered value)

If possible, provide documentation (e.g., copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

**Allegations regarding lost revenue before the date the petition was filed may only be submitted by NON-PETITIONERS.**

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

IV-22. **Competition From Imports--Lost Sales.**—

Since January 1, 2011: Did your firm lose sales of boltless steel shelving to imports of these products from China?

No	Yes
<input type="checkbox"/>	<input type="checkbox"/>

If you indicated “yes” above, please contact Tana Farrington, Economist (202-205-2389, [Tana.Farrington@usitc.gov](mailto:Tana.Farrington@usitc.gov)) for a spreadsheet that will allow you to furnish the following information for each affected transaction:

- Customer name, contact person, email, and phone number
- Specific product(s) involved
- Date of your firm’s price quotation
- Quantity involved
- Your firm’s 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)

If possible, provide documentation (e.g., copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

**Allegations regarding lost sales before the date the petition was filed may only be submitted by NON-PETITIONERS.**

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

IV-23. **Other explanations**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

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