

U.S. IMPORTERS' 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 imported boltless steel shelving (as defined in the instruction booklet) from any country 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)	
Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/ . (use the following PIN: SHLV)		

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:

Email 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 firm's 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 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

Firm name	Address	Extent of ownership (percent)

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 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-5. **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

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on boltless steel shelving. 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
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

Firm name	Address	Contact person and phone number

PART I.--GENERAL INFORMATION--Continued

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

	No	Yes
Foreign trade zones	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<input type="checkbox"/>	<input type="checkbox"/>

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports boltless steel shelving 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 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 importation of boltless steel shelving since January 1, 2011.

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	office/warehouse openings	
<input type="checkbox"/>	office/warehouse 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-3. **Arranged imports.**--Has your firm imported or arranged for the importation of boltless steel shelving for delivery after **June 30, 2014**?

No Yes--Fill out the table below.

Quantity (in units)				
Period/Source	July-Sept 2014	Oct-Dec 2014	Jan-March 2015	April-June 2015
China				
Other sources: ¹				
¹ Identify your other sources: _____				

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

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

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

CHINA

Quantity (in units), value (in \$1,000)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Beginning-of-period inventories (quantity) (A)					
Imports: ¹					
Quantity of imports (B)					
Value of imports (C)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments (D)					
Value of commercial shipments (E)					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers (F)					
Value ² of internal consumption/transfers (G)					
Export shipments: ³					
Quantity of export shipments (H)					
Value of export shipments (I)					
End-of-period inventories ⁴ (quantity) (J)					
Channels of distribution:					
U.S. commercial shipments to distributors (quantity) (K)					
U.S. commercial shipments to end users (quantity) (L)					

¹ Please identify the foreign producers, if known: _____

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses 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: _____

³ Identify your firm's principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

<p>II-5. <u>IMPORTS FROM CHINA.</u>—Continued</p> <p><i>Note.—The table below contains automatic calculations that will appear when you have entered data in the MS Word form fields in table II-5 on the previous page.</i></p>					
<p>RECONCILIATION OF SHIPMENTS</p> <p><i>Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, and M) in each time period equal the quantities reported for total U.S. shipments (i.e., lines D and F) in each time period.</i></p> <p><i>If the calculated fields below return values other than zero (i.e., "0"), the data in question II-5 needs to be revised prior to submission to the Commission.</i></p>					
Reconciliation item	Calendar years			January-June	
	2011	2012	2013	2013	2014
U.S. commercial shipments to distributors (K) + U.S. commercial shipments to end users (L) – U.S. commercial shipments (D) =					
<p>RECONCILIATION OF SHIPMENTS</p> <p><i>Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F and H).</i></p> <p><i>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.)</i></p> <p><i>If the calculated fields below return values other than zero (i.e., "0"), please correct any data errors in question II-5 or explain below:</i></p> <p>_____.</p>					
Reconciliation item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Beginning inventories (A) + imports (B) – total shipments (D+F+H) – Ending inventories (J) =					

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 boltless steel shelving 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 units), value (in \$1,000)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. commercial shipments to distributors (quantity)					
U.S. commercial shipments to end users (quantity)					

¹ Please identify the sources and foreign producers, if known: _____

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses 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: _____

³ Identify your firm's principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-6. IMPORTS FROM NONSUBJECT SOURCES.—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-6 on the previous page.

RECONCILIATION OF SHIPMENTS

Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, and M) in each time period equal the quantities reported for total U.S. shipments (i.e., lines D and F) in each time period.

If the calculated fields below return values other than zero (i.e., "0"), the data in question II-6 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 (K) + U.S. commercial shipments to end users (L) – U.S. commercial shipments (D) =					

RECONCILIATION OF SHIPMENTS

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

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-6 or explain below:

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

PART III.--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).

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	

PRICE DATA

III-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 your firm imported from China:

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

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

III-2. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

China

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

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

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part III.

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 III.--PRICING AND RELATED INFORMATION--Continued

III-2. **Price data (Continued).**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

China

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

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

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.
² Pricing product definitions are provided on the first page of Part III.

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 III.--PRICING AND RELATED INFORMATION--Continued

III-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"/>	

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

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

(a) What are your firm's typical sales terms for boltless steel shelving imported from China?

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 imported boltless steel shelving from China usually quoted (*check one*)?

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

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of boltless steel shelving imported from China in 2013 were on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

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

III-7. **Contract provisions.**— Please fill out the table regarding your firm's typical sales contracts for boltless steel shelving from China (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)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<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	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-8. **Lead times.**--What is your firm's share of sales of boltless steel shelving imported from China 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 boltless steel shelving?

Source	Share of 2013 sales	Lead time (days)
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	100 %	

III-9. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of boltless steel shelving imported from China 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) When your firm sells boltless steel shelving imported from China, from where is it shipped?
 Point of importation Storage facility (*check one*)
- (d) Indicate the approximate percentage of your firm's sales of boltless steel shelving imported from China that are delivered the following distances from your firm's U.S. point of shipment.

Distance from your firm's U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100.0%)	100 %

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

III-10. **Geographical shipments**--In which U.S. geographic market area(s) has your firm sold boltless steel shelving imported from subject countries since January 1, 2011 (check all that apply)?

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

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

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

III-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"/>	

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

III-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"/>	

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

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

III-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?

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

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

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

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

III-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.)?

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

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

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

III-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		
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:		

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

III-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	X	
<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 III.--PRICING AND RELATED INFORMATION--Continued

III-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						

III-21. **Other explanations**--If your firm would like to further explain a response to a question in Part III 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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