

U.S. IMPORTERS' QUESTIONNAIRE

CERTAIN STEEL NAILS FROM KOREA, MALAYSIA, OMAN, TAIWAN, AND  
VIETNAM

This questionnaire must be received by the Commission by **March 20, 2015**

*See last page for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigation(s) concerning certain steel nails from Korea, Malaysia, Oman, Taiwan, and Vietnam (inv. No. 701-TA-515-521 and 731-TA-1251-1257 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p>Has your firm imported certain steel nails (as defined on next page) from any country at any time since January 1, 2012?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return <b>only</b> this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (PIN: <b>NAIL</b>)</p>
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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**

**Background.** This proceeding was instituted in response to a petition filed on May 29, 2014, by Mid Continent Nail Corporation (Poplar Bluff, MO). Antidumping and/or countervailing duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of dumping and/or subsidization. Questionnaires and other information pertinent to this proceeding are available at [http://www.usitc.gov/investigations/701731/2014/certain\\_steel\\_nails\\_korea\\_malaysia\\_oman\\_taiwan\\_and\\_final.htm](http://www.usitc.gov/investigations/701731/2014/certain_steel_nails_korea_malaysia_oman_taiwan_and_final.htm).

***Certain steel nails or “subject product”*** covered by these investigations is certain steel nails having a shaft length not to exceed 12 inches. Certain steel nails include, but are not limited to, nails made from round wire and nails that are cut from plate. Certain steel nails may be made of one piece construction or constructed of two or more pieces. Certain steel nails may be produced from any type of steel, and may have any type of surface finish, head type, shank, point type, shaft length and shaft diameter. Finishes include, but are not limited to, coating in vinyl, zinc (galvanized, including but not limited to electroplating or hot dipping one or more times), phosphate cement, and paint. Certain steel nails may have one or more surface finishes. Head styles include, but are not limited to, flat, projection, cupped, oval, brad, headless, double, countersunk, and sinker. Shank styles include, but are not limited to, smooth, barbed, screw threaded, ring shank and fluted. Screw-threaded nails subjected to this proceeding are driven using direct force and not by turning the fastener using a tool that engages with the head. Point styles include, but are not limited to, diamond, blunt, needle, chisel and no point. Certain steel nails remain subject to the order whether imported alone or in combination with other articles.

Excluded from the scope of the order are steel roofing nails specifically certified at the time of entry to satisfy the specifications of certain Type I, Style 20 nails as identified in Tables 29 through 33 of ASTM Standard F 1667 (2013 revision). Also excluded from the scope of the order are fasteners suitable for use in powder-actuated hand tools, not threaded and threaded, which are currently classified under HTSUS 7317.00.20. and 7317.00.30. Also excluded from the scope of the order are fasteners having a case hardness greater than or equal to 50 HRC, a carbon content greater than or equal to 0.5 percent, a round head, a secondary reduced-diameter raised head section, a centered shank, and a smooth symmetrical point, suitable for use in gas-actuated hand tools. Also excluded from the scope of the order are corrugated nails. A corrugated nail is made of a small strip of corrugated steel with sharp points on the side. Also excluded from the scope of the order are thumb tacks, which are currently classified under HTSUS 7317.00.10.00.

Certain steel nails subject to this proceeding are currently classified under the Harmonized Tariff Schedule of the United States (“HTSUS”) subheadings 7317.00.55, 7317.00.65 and 7317.00.75. While the HTSUS subheadings are provided for convenience and customs purposes, the written description of the scope of this order is dispositive.

***Importer.***--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing certain steel nails (as defined above) into the United States from a foreign manufacturer or through its selling agent.

**Reporting of information.**-- If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

**Confidentiality.**--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. §1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

**Verification.**-- The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

**Release of information.**--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. §1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR §207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

I-1. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

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, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

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

**“Establishment”**--Each facility of a firm involved in the importation of the subject product, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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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)

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing the subject product from subject countries into the United States or that are engaged in exporting the subject product from subject countries 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 the subject product?

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 the subject product. 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 the subject product 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

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters the subject product into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports the subject product under the TIB (temporary importation under bond) program.

**“Foreign trade zone”** is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

**“Bonded warehouse”** is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S. Code § 1555.

**“Temporary Importation under Bond (“TIB”) program”** is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States(HTS).

	No	Yes
Foreign trade zones	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<input type="checkbox"/>	<input type="checkbox"/>
Temporary importation under bond	<input type="checkbox"/>	<input type="checkbox"/>

I-9. **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). **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 the subject product since January 1, 2012.

<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)	

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of the subject product for delivery on or after **January 1, 2015**?

**“Arranged imports”** are imports for which your firm has placed an order with a foreign producer for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

No                       Yes--Fill out the table below.

Period/Source	Quantity ( <i>in short tons</i> )			
	Jan-Mar 2015	Apr-Jun 2015	Jul-Sept 2015	Oct-Dec 2015
<b>Korea</b>				
<b>Malaysia</b>				
<b>Oman</b>				
<b>Taiwan</b>				
<b>Vietnam</b>				
<b>Other sources:<sup>1</sup></b>				
<sup>1</sup> Identify your other sources:				

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



**Definitions**

***“Imports”*** –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

***“Import quantities”*** –Quantities reported should be net of returns.

***“Import values”*** –Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

***“U.S. commercial shipments”*** – Shipments made within the United States as a result of an arm’s length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

***“Internal consumption”*** –Product consumed internally by your firm.

***“Transfers to related firms”*** –Shipments made to related domestic firms. Such transactions are valued at fair market value.

***“Related firm”*** –A firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

***“Export shipments”*** – Shipments to destinations outside the United States, including shipments to related firms.

***“Inventories”*** –Finished goods inventory, not raw materials or work in progress.

II-5. **IMPORTS FROM KOREA.**—Report your firm's imports and your firm's shipments and inventories of subject product imported from Korea by your firm during the specified periods. +Link to definitions

## KOREA

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2012	2013	2014
<b>Beginning-of-period inventories</b> (quantity) (A)			
<b>Imports:</b> <sup>1</sup> Quantity (B)			
Value (C)			
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)			
Value (E)			
<b>Internal consumption/company transfers:</b> Quantity (F)			
Value <sup>2</sup> (G)			
<b>Export shipments:</b> <sup>3</sup> Quantity (H)			
Value (I)			
<b>End-of-period inventories</b> (quantity) (J)			
<b>Channels of distribution:</b> <b>Commercial U.S. shipments:</b> To distributors (quantity) (K)			
To end users (quantity) (L)			
<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 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: _____ <sup>3</sup> Identify your firm's principal export markets: _____			

II-6. **IMPORTS FROM KOREA.**—Continued

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—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 any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years		
	2012	2013	2014
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate.			

**RECONCILIATION OF CHANNELS.**—Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial 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 reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years		
	2012	2013	2014
K + L – D = zero ("0"), if not revise.	0	0	0

II-7. **U.S. shipments by type and finish.**—Please provide the quantity and value of your firm's U.S. imports from Korea of certain steel nails during 2014 by type and finish.

	Quantity (short tons)	Value (\$1,000)
<b>Collated.</b> —		
Bright (no finish)		
Galvanized		
Other		
Subtotal, collated	0	0
<b>Uncollated.</b> —		
Bright (no finish)		
Galvanized		
Other		
Subtotal, uncollated	0	0
Total	0	0
Reconciliation of total <sup>1</sup>	0	0
<sup>1</sup> The reconciliation line tests whether the data reported in this question match the data reported in question II-5 for U.S. shipments. If the reconciliation line returns a value other than zero ("0"), please revise your data prior to submission to the Commission.		

II-8. **U.S. shipments by type and form.**--Please provide the quantity and value of your firm's U.S. imports from Korea of certain steel nails during 2014 by type and form.

	<b>Quantity (short tons)</b>	<b>Value (\$1,000)</b>
<b>Collated.--</b>		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other products not listed above <sup>1</sup>		
Subtotal, collated	0	0
<b>Uncollated.--</b>		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other products not listed above <sup>1</sup>		
Subtotal, uncollated	0	0
Total	0	0
Reconciliation of total <sup>2</sup>	0	0
<sup>1</sup> Please list these products _____ <sup>2</sup> The reconciliation line tests whether the data reported in this question match the data reported in question II-7 for U.S. shipments. If the reconciliation line returns a value other than zero ("0"), please revise your data prior to submission to the Commission.		

II-9. **IMPORTS FROM MALAYSIA.**—Report your firm’s imports and your firm’s shipments and inventories of subject product imported from Malaysia by your firm during the specified periods.  
+Link to definitions

## MALAYSIA

Quantity ( <i>in short tons</i> ), value ( <i>in \$1,000</i> )			
Item	Calendar years		
	2012	2013	2014
<b>Beginning-of-period inventories</b> ( <i>quantity</i> ) (A)			
<b>Imports:</b> <sup>1</sup> <i>Quantity</i> (B)			
<i>Value</i> (C)			
<b>U.S. shipments:</b> <b>Commercial shipments:</b> <i>Quantity</i> (D)			
<i>Value</i> (E)			
<b>Internal consumption/company transfers:</b> <i>Quantity</i> (F)			
<i>Value</i> <sup>2</sup> (G)			
<b>Export shipments:</b> <sup>3</sup> <i>Quantity</i> (H)			
<i>Value</i> (I)			
<b>End-of-period inventories</b> ( <i>quantity</i> ) (J)			
<b>Channels of distribution:</b> <b>Commercial U.S. shipments:</b> To distributors ( <i>quantity</i> ) (K)			
To end users ( <i>quantity</i> ) (L)			

<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 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: \_\_\_\_\_

<sup>3</sup> Identify your firm’s principal export markets: \_\_\_\_\_

II-10. **IMPORTS FROM MALAYSIA.**—Continued

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—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 any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years		
	2012	2013	2014
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate.			

**RECONCILIATION OF CHANNELS.**—Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial 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 reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years		
	2012	2013	2014
K + L – D = zero ("0"), if not revise.	0	0	0

II-11. **U.S. shipments by type and finish.**—Please provide the quantity and value of your firm's U.S. imports from Malaysia of certain steel nails during 2014 by type and finish.

	Quantity (short tons)	Value (\$1,000)
<b>Collated.</b> —		
Bright (no finish)		
Galvanized		
Other		
Subtotal, collated	0	0
<b>Uncollated.</b> —		
Bright (no finish)		
Galvanized		
Other		
Subtotal, uncollated	0	0
Total	0	0
Reconciliation of total <sup>1</sup>	0	0
<sup>1</sup> The reconciliation line tests whether the data reported in this question match the data reported in question II-9 for U.S. shipments. If the reconciliation line returns a value other than zero ("0"), please revise your data prior to submission to the Commission.		

II-12. **U.S. shipments by type and form.**--Please provide the quantity and value of your firm's U.S. imports from Malaysia of certain steel nails during 2014 by type and form.

	<b>Quantity (short tons)</b>	<b>Value (\$1,000)</b>
<b>Collated.--</b>		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other products not listed above <sup>1</sup>		
Subtotal, collated	0	0
<b>Uncollated.--</b>		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other products not listed above <sup>1</sup>		
Subtotal, uncollated	0	0
Total	0	0
Reconciliation of total <sup>2</sup>	0	0
<sup>1</sup> Please list these products _____ <sup>2</sup> The reconciliation line tests whether the data reported in this question match the data reported in question II-9 for U.S. shipments. If the reconciliation line returns a value other than zero ("0"), please revise your data prior to submission to the Commission.		

II-13. **IMPORTS FROM OMAN.**—Report your firm’s imports and your firm’s shipments and inventories of subject product imported from Oman by your firm during the specified periods. [+Link to definitions](#)

## OMAN

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2012	2013	2014
<b>Beginning-of-period inventories</b> (quantity) (A)			
<b>Imports:</b> <sup>1</sup> Quantity (B)			
Value (C)			
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)			
Value (E)			
<b>Internal consumption/company transfers:</b> Quantity (F)			
Value <sup>2</sup> (G)			
<b>Export shipments:</b> <sup>3</sup> Quantity (H)			
Value (I)			
<b>End-of-period inventories</b> (quantity) (J)			
<b>Channels of distribution:</b> <b>Commercial U.S. shipments:</b> To distributors (quantity) (K)			
To end users (quantity) (L)			

<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 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: \_\_\_\_\_

<sup>3</sup> Identify your firm’s principal export markets: \_\_\_\_\_



II-14. **IMPORTS FROM OMAN.**—Continued

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—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 any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years		
	2012	2013	2014
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate.			

**RECONCILIATION OF CHANNELS.**—Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial 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 reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years		
	2012	2013	2014
K + L – D = zero ("0"), if not revise.	0	0	0

II-15. **U.S. shipments by type and finish.**—Please provide the quantity and value of your firm's U.S. imports from Oman of certain steel nails during 2014 by type and finish.

	Quantity (short tons)	Value (\$1,000)
<b>Collated.</b> —		
Bright (no finish)		
Galvanized		
Other		
Subtotal, collated	0	0
<b>Uncollated.</b> —		
Bright (no finish)		
Galvanized		
Other		
Subtotal, uncollated	0	0
Total	0	0
Reconciliation of total <sup>1</sup>	0	0
<sup>1</sup> The reconciliation line tests whether the data reported in this question match the data reported in question II-13 for U.S. shipments. If the reconciliation line returns a value other than zero ("0"), please revise your data prior to submission to the Commission.		

II-16. **U.S. shipments by type and form.**--Please provide the quantity and value of your firm's U.S. imports from Oman of certain steel nails during 2014 by type and form.

	<b>Quantity (short tons)</b>	<b>Value (\$1,000)</b>
<b>Collated.--</b>		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other products not listed above <sup>1</sup>		
Subtotal, collated	0	0
<b>Uncollated.--</b>		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other products not listed above <sup>1</sup>		
Subtotal, uncollated	0	0
Total	0	0
Reconciliation of total <sup>2</sup>	0	0
<sup>1</sup> Please list these products _____ <sup>2</sup> The reconciliation line tests whether the data reported in this question match the data reported in question II-13 for U.S. shipments. If the reconciliation line returns a value other than zero ("0"), please revise your data prior to submission to the Commission.		

II-17. **IMPORTS FROM TAIWAN.**—Report your firm's imports and your firm's shipments and inventories of subject product imported from Taiwan by your firm during the specified periods.  
 +[Link to definitions](#)

## TAIWAN

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2012	2013	2014
<b>Beginning-of-period inventories</b> (quantity) (A)			
<b>Imports:</b> <sup>1</sup> Quantity (B)			
Value (C)			
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)			
Value (E)			
<b>Internal consumption/company transfers:</b> Quantity (F)			
Value <sup>2</sup> (G)			
<b>Export shipments:</b> <sup>3</sup> Quantity (H)			
Value (I)			
<b>End-of-period inventories</b> (quantity) (J)			
<b>Channels of distribution:</b> <b>Commercial U.S. shipments:</b> To distributors (quantity) (K)			
To end users (quantity) (L)			

<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 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: \_\_\_\_\_

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_

II-18. **IMPORTS FROM TAIWAN.**—Continued

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—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 any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years		
	2012	2013	2014
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate.			

**RECONCILIATION OF CHANNELS.**—Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial 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 reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years		
	2012	2013	2014
K + L – D = zero ("0"), if not revise.	0	0	0

II-19. **U.S. shipments by type and finish.**—Please provide the quantity and value of your firm's U.S. imports from Taiwan of certain steel nails during 2014 by type and finish.

	Quantity (short tons)	Value (\$1,000)
<b>Collated.</b> —		
Bright (no finish)		
Galvanized		
Other		
Subtotal, collated	0	0
<b>Uncollated.</b> —		
Bright (no finish)		
Galvanized		
Other		
Subtotal, uncollated	0	0
Total	0	0
Reconciliation of total <sup>1</sup>	0	0
<sup>1</sup> The reconciliation line tests whether the data reported in this question match the data reported in question II-17 for U.S. shipments. If the reconciliation line returns a value other than zero ("0"), please revise your data prior to submission to the Commission.		

II-20. **U.S. shipments by type and form.**--Please provide the quantity and value of your firm's U.S. imports from Taiwan of certain steel nails during 2014 by type and form.

	<b>Quantity (short tons)</b>	<b>Value (\$1,000)</b>
<b>Collated.--</b>		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other products not listed above <sup>1</sup>		
Subtotal, collated	0	0
<b>Uncollated.--</b>		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other products not listed above <sup>1</sup>		
Subtotal, uncollated	0	0
Total	0	0
Reconciliation of total <sup>2</sup>	0	0
<sup>1</sup> Please list these products _____ <sup>2</sup> The reconciliation line tests whether the data reported in this question match the data reported in question II-17 for U.S. shipments. If the reconciliation line returns a value other than zero ("0"), please revise your data prior to submission to the Commission.		

II-21. **IMPORTS FROM VIETNAM.**—Report your firm's imports and your firm's shipments and inventories of subject product imported from Vietnam by your firm during the specified periods.  
+Link to definitions

## VIETNAM

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2012	2013	2014
<b>Beginning-of-period inventories</b> (quantity) (A)			
<b>Imports:</b> <sup>1</sup> Quantity (B)			
Value (C)			
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)			
Value (E)			
<b>Internal consumption/company transfers:</b> Quantity (F)			
Value <sup>2</sup> (G)			
<b>Export shipments:</b> <sup>3</sup> Quantity (H)			
Value (I)			
<b>End-of-period inventories</b> (quantity) (J)			
<b>Channels of distribution:</b> <b>Commercial U.S. shipments:</b> To distributors (quantity) (K)			
To end users (quantity) (L)			

<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 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: \_\_\_\_\_

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_

II-22. **IMPORTS FROM VIETNAM**.--Continued

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--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 any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years		
	2012	2013	2014
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate.			

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial 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 reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years		
	2012	2013	2014
K + L – D = zero ("0"), if not revise.	0	0	0

II-23. **U.S. shipments by type and finish.**--Please provide the quantity and value of your firm's U.S. imports from Vietnam of certain steel nails during 2014 by type and finish.

	Quantity (short tons)	Value (\$1,000)
<b>Collated.--</b>		
Bright (no finish)		
Galvanized		
Other		
Subtotal, collated	0	0
<b>Uncollated.--</b>		
Bright (no finish)		
Galvanized		
Other		
Subtotal, uncollated	0	0
Total	0	0
Reconciliation of total <sup>1</sup>	0	0
<sup>1</sup> The reconciliation line tests whether the data reported in this question match the data reported in question II-21 for U.S. shipments. If the reconciliation line returns a value other than zero ("0"), please revise your data prior to submission to the Commission.		

II-24. **U.S. shipments by type and form.**--Please provide the quantity and value of your firm's U.S. imports from Vietnam of certain steel nails during 2014 by type and form.

	<b>Quantity (short tons)</b>	<b>Value (\$1,000)</b>
<b>Collated.--</b>		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other products not listed above <sup>1</sup>		
Subtotal, collated	0	0
<b>Uncollated.--</b>		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other products not listed above <sup>1</sup>		
Subtotal, uncollated	0	0
Total	0	0
Reconciliation of total <sup>2</sup>	0	0
<sup>1</sup> Please list these products _____ <sup>2</sup> The reconciliation line tests whether the data reported in this question match the data reported in question II-21 for U.S. shipments. If the reconciliation line returns a value other than zero ("0"), please revise your data prior to submission to the Commission.		



II-25. **IMPORTS FROM ALL OTHER SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of subject product imported from **all other sources combined** by your firm during the specified periods. . [+Link to definitions](#)

**ALL OTHER SOURCES COMBINED**

**(list sources: \_\_\_\_\_)**

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2012	2013	2014
<b>Beginning-of-period inventories</b> <i>(quantity)</i> (A)			
<b>Imports:</b> <sup>1</sup> <i>Quantity</i> (B)			
<i>Value</i> (C)			
<b>U.S. shipments:</b> <b>Commercial shipments:</b> <i>Quantity</i> (D)			
<i>Value</i> (E)			
<b>Internal consumption/company transfers:</b> <i>Quantity</i> (F)			
<i>Value</i> <sup>2</sup> (G)			
<b>Export shipments:</b> <sup>3</sup> <i>Quantity</i> (H)			
<i>Value</i> (I)			
<b>End-of-period inventories</b> <i>(quantity)</i> (J)			
<b>Channels of distribution:</b> <b>Commercial U.S. shipments:</b> To distributors <i>(quantity)</i> (K)			
To end users <i>(quantity)</i> (L)			

<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 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: \_\_\_\_\_

<sup>3</sup> Identify your firm’s principal export markets: \_\_\_\_\_

II-26. **IMPORTS FROM ALL OTHER SOURCES.**—Continued

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—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 any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years		
	2012	2013	2014
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate.			

**RECONCILIATION OF CHANNELS.**—Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial 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 reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years		
	2012	2013	2014
K + L – D = zero ("0"), if not revise.	0	0	0

II-27. **U.S. shipments by type and finish.**—Please provide the quantity and value of your firm's U.S. imports from all other sources of certain steel nails during 2014 by type and finish.

	Quantity (short tons)	Value (\$1,000)
<b>Collated.</b> —		
Bright (no finish)		
Galvanized		
Other		
Subtotal, collated	0	0
<b>Uncollated.</b> —		
Bright (no finish)		
Galvanized		
Other		
Subtotal, uncollated	0	0
Total	0	0
Reconciliation of total <sup>1</sup>	0	0

<sup>1</sup> The reconciliation line tests whether the data reported in this question match the data reported in question II-25 for U.S. shipments. If the reconciliation line returns a value other than zero ("0"), please revise your data prior to submission to the Commission.

II-28. **U.S. shipments by type and form.**--Please provide the quantity and value of your firm's U.S. imports from all other sources of certain steel nails during 2014 by type and form.

	<b>Quantity (short tons)</b>	<b>Value (\$1,000)</b>
<b>Collated.--</b>		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other products not listed above <sup>1</sup>		
Subtotal, collated	0	0
<b>Uncollated.--</b>		
Common nail (e.g., framing, decking, box, sinkers)		
Finishing nail		
Drywall nail		
Flooring nail		
Pallet nail		
Concrete/masonry		
All other products not listed above <sup>1</sup>		
Subtotal, uncollated	0	0
Total	0	0
Reconciliation of total <sup>2</sup>	0	0
<sup>1</sup> Please list these products _____ <sup>2</sup> The reconciliation line tests whether the data reported in this question match the data reported in question II-25 for U.S. shipments. If the reconciliation line returns a value other than zero ("0"), please revise your data prior to submission to the Commission.		

II-29. **Other explanations.**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative response 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 III.--PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Lauren Gamache (202-205-3489, lauren.gamache@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, 2012 of the following products your firm imported from subject countries Korea, Malaysia, Oman, Taiwan, and Vietnam and non-subject country China:

**Product 1.**-- Nominal 3" x 0.131" (10.25 gauge), bright smooth shank, 20-22 degree plastic-strip collated nails

**Product 2.**-- Nominal 3" x 0.120" (11 gauge), bright smooth shank, 20-22 degree plastic-strip collated nails

**Product 3.**-- Nominal 2 3/8" x 0.113" (11.5 gauge), bright smooth shank, 20-22 degree plastic-strip collated nails

**Product 4.**-- Nominal 3 1/4" x 0.131" (10.25 gauge), bright smooth shank, 20-22 degree plastic strip collated nails

**Product 5.**-- Nominal 3" X 0.148" (9 gauge), bright smooth shank, 20-22 degree plastic strip collated nails

**Product 6.**-- Nominal 2 1/2" x 0.131" (10.25 gauge), bright smooth shank, 20-22 degree plastic strip collated nails

**Product 7.**-- Nominal 2" x 0.113" (11.5 gauge), bright drive screw (threaded) shank, machine grade bulk nails

**Product 8.**-- Nominal 2" x 0.099" (12.5 gauge), bright screw (threaded), 15 degree wire coil collated nails

**Product 9.**-- Nominal 2 1/4" x 0.113" (11.5 gauge), bright drive screw (threaded) shank, machine grade bulk nails.

**Product 10.**-- Nominal 3" (nail shaft length)<sup>1</sup> x 0.162" (8 gauge) bright smooth shank nail, double-headed or duplex head, 50 pound bulk box

**Product 11.**-- Nominal 1 ½" x 0.131" (10.25 gauge), bright smooth shank, 30-33 degree paper strip collated nails

**Product 12.**-- Nominal 2 ½" x 0.148" (9 gauge), bright smooth shank, 30-33 degree paper strip collated nails

**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).**

During January 2012-December 2014, did your firm import from Korea, Malaysia, Oman, Taiwan, Vietnam, and/or 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"/>	<b>Yes.</b> --Please complete the following pricing data tables as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question III-3.

---

<sup>1</sup> The length of the duplex nail shaft is measured from the bottom of the lower shoulder to the point, rather than from the head on top of the nail.

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

## KOREA

**Report quantity data in thousand count of nails (1,000 nails) for products 1-6. Report value in actual dollars (not 1,000s).**

Period of shipment	Product 1		Product 2		Product 3	
	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
July-September						
October-December						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
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 firm's U.S. point of shipment.

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

**Note.**--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.

\_\_\_\_\_

III-2a. *Continued.*

## KOREA

**Report quantity data in actual short tons for products 7, 9, and 10, and in thousand count of nails (1,000 nails) for products 8, 11, and 12. Report value in actual dollars (not 1,000s).**

Period of shipment	Product 7		Product 8		Product 9	
	Quantity (short tons)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (short tons)	Value (dollars)
<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						
July-September						
October-December						
Period of shipment	Product 10		Product 11		Product 12	
	Quantity (short tons)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
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 firm's U.S. point of shipment.

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

**Note.**--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.

\_\_\_\_\_

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

### MALAYSIA

**Report quantity data in thousand count of nails (1,000 nails) for products 1-6. Report value in actual dollars (not 1,000s).**

Period of shipment	Product 1		Product 2		Product 3	
	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
July-September						
October-December						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
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 firm's U.S. point of shipment.

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

**Note.**--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.

\_\_\_\_\_



III-2b. *Continued.*

## MALAYSIA

**Report quantity data in actual short tons for products 7, 9, and 10, and in thousand count of nails (1,000 nails) for products 8, 11, and 12. Report value in actual dollars (not 1,000s).**

Period of shipment	Product 7		Product 8		Product 9	
	Quantity (short tons)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (short tons)	Value (dollars)
<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						
July-September						
October-December						
Period of shipment	Product 10		Product 11		Product 12	
	Quantity (short tons)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
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 firm's U.S. point of shipment.

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

**Note.**--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.

\_\_\_\_\_

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

## OMAN

**Report quantity data in thousand count of nails (1,000 nails) for products 1-6. Report value in actual dollars (not 1,000s).**

Period of shipment	Product 1		Product 2		Product 3	
	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
July-September						
October-December						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
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 firm's U.S. point of shipment.

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

**Note.**--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.

\_\_\_\_\_

III-2c. *Continued.*

## OMAN

**Report quantity data in actual short tons for products 7, 9, and 10, and in thousand count of nails (1,000 nails) for products 8, 11, and 12. Report value in actual dollars (not 1,000s).**

Period of shipment	Product 7		Product 8		Product 9	
	Quantity (short tons)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (short tons)	Value (dollars)
<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						
July-September						
October-December						
Period of shipment	Product 10		Product 11		Product 12	
	Quantity (short tons)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
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 firm's U.S. point of shipment.

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

**Note.**--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.

\_\_\_\_\_

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

**TAIWAN**

**Report quantity data in thousand count of nails (1,000 nails) for products 1-6. Report value in actual dollars (not 1,000s).**

Period of shipment	Product 1		Product 2		Product 3	
	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
July-September						
October-December						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
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 firm's U.S. point of shipment.

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

**Note.**--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.

\_\_\_\_\_

III-2d. **Continued.**

## TAIWAN

**Report quantity data in actual short tons for products 7, 9, and 10, and in thousand count of nails (1,000 nails) for products 8, 11, and 12. Report value in actual dollars (not 1,000s).**

Period of shipment	Product 7		Product 8		Product 9	
	Quantity (short tons)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (short tons)	Value (dollars)
<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						
July-September						
October-December						
Period of shipment	Product 10		Product 11		Product 12	
	Quantity (short tons)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
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 firm's U.S. point of shipment.

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

**Note.**--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.

\_\_\_\_\_

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

**VIETNAM**

**Report quantity data in thousand count of nails (1,000 nails) for products 1-6. Report value in actual dollars (not 1,000s).**

Period of shipment	Product 1		Product 2		Product 3	
	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
July-September						
October-December						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
July-September						
October-December						
<p><sup>1</sup> Net values (<i>i.e.</i>, 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.</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part III.</p> <p><b>Note.</b>--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.</p> <p>_____</p>						

III-2e. **Continued.**

## VIETNAM

**Report quantity data in actual short tons for products 7, 9, and 10, and in thousand count of nails (1,000 nails) for products 8, 11, and 12. Report value in actual dollars (not 1,000s).**

Period of shipment	Product 7		Product 8		Product 9	
	Quantity (short tons)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (short tons)	Value (dollars)
<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						
July-September						
October-December						
Period of shipment	Product 10		Product 11		Product 12	
	Quantity (short tons)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
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 firm's U.S. point of shipment.

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

**Note.**--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.

\_\_\_\_\_

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

**CHINA**

**Report quantity data in thousand count of nails (1,000 nails) for products 1-6. Report value in actual dollars (not 1,000s).**

Period of shipment	Product 1		Product 2		Product 3	
	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
July-September						
October-December						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
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 firm's U.S. point of shipment.

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

**Note.**--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.

\_\_\_\_\_



III-2f. **Continued.**

## CHINA

**Report quantity data in actual short tons for products 7, 9, and 10, and in thousand count of nails (1,000 nails) for products 8, 11, and 12. Report value in actual dollars (not 1,000s).**

Period of shipment	Product 7		Product 8		Product 9	
	Quantity (short tons)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (short tons)	Value (dollars)
<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						
July-September						
October-December						
Period of shipment	Product 10		Product 11		Product 12	
	Quantity (short tons)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)	Quantity (1,000 nails)	Value (dollars)
<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						
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 firm's U.S. point of shipment.

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

**Note.**--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.

\_\_\_\_\_

III-2g. **Pricing data methodology.**—Please describe the method and the kinds of documents/records that were used to compile your price data.

--

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 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 certain steel nails imported from Korea, Malaysia, Oman, Taiwan, and Vietnam?

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 certain steel nails from Korea, Malaysia, Oman, Taiwan, and Vietnam usually quoted (*check one*)?

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of certain steel nails imported from Korea, Malaysia, Oman, Taiwan, and Vietnam in 2014 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
<b>Share of your 2014 sales</b>	%	%	%	%	0.0 %

III-7. **Contract provisions.**— Please fill out the table regarding your firm's typical sales contracts for certain steel nails from Korea, Malaysia, Oman, Taiwan, and Vietnam (or check "not applicable" if your firm does not sell on a long-term, short-term, and/or annual contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i># of days</i>		365	
Price renegotiation (during 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"/>

III-8. **Lead times.**--What is your firm's share of sales of certain steel nails imported from Korea, Malaysia, Oman, Taiwan, and Vietnam 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 certain steel nails?

Source	Share of 2014 sales	Lead time (days)
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

III-9. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of certain steel nails imported from Korea, Malaysia, Oman, Taiwan, and Vietnam 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 certain steel nails imported from Korea, Malaysia, Oman, Taiwan, and Vietnam, from where is it shipped?  
 Point of importation     Storage facility (*check one*)
- (d) Indicate the approximate percentage of your firm's sales of certain steel nails imported from Korea, Malaysia, Oman, Taiwan, and Vietnam 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	%
<b>Total</b> (should sum to 100.0%)	0.0 %

III-10. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold certain steel nails imported from subject countries since January 1, 2012 (*check all that apply*)?

<b>Geographic area</b>	<b>Korea</b>	<b>Malaysia</b>	<b>Oman</b>	<b>Taiwan</b>	<b>Vietnam</b>
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Central Southwest.</b> --AR, LA, OK, and TX.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Pacific Coast.</b> --CA, OR, and WA.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-11. **End uses.**--List the end uses of the certain steel nails that your firm imports from Korea, Malaysia, Oman, Taiwan, and Vietnam. For each end-use product, what percentage of the total cost is accounted for by certain steel nails 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>Certain steel nails</b>	<b>Other inputs</b>	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

III-12. **Substitutes.**-- Can other products be substituted for certain steel nails?

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 certain steel nails?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for certain steel nails has changed since January 1, 2012. 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 range, product mix or marketing of the subject product since January 1, 2012?

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

**III-15. Conditions of competition.—**

(a) Is the certain steel nails market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to certain steel nails?

Check all that apply.	Please describe.
<input type="checkbox"/> <b>No</b>	Skip to question III-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 certain steel nails since January 1, 2012?

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

**III-16. Supply constraints.—**Has your firm refused, declined, or been unable to supply certain steel nails since January 1, 2012 (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 certain steel nails raw materials prices changed since January 1, 2012?

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 certain steel nails.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Private labeling.**--

(a) Have your firm's customers requested private labeled certain steel nails since January 1, 2012?

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

(b) If yes, please report the share of your firm's 2014 U.S. shipments of certain steel nails that were private labeled, by source.

U.S. imports from	Share of 2014 U.S. commercial shipments of certain steel nails that were private labeled
<b>Korea</b>	%
<b>Malaysia</b>	%
<b>Oman</b>	%
<b>Taiwan</b>	%
<b>Vietnam</b>	%
<b>Other countries</b>	%

(c) Has your firm refused, declined, or been unable to supply its customers' private labeling requests for certain steel nails since January 1, 2012?

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



III-19. **Interchangeability.**--Are certain steel nails 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 O 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

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

<b>Country-pair</b>	Korea	Malaysia	Oman	Taiwan	Vietnam	China	Other countries
United States							
Korea	X						
Malaysia	X	X					
Oman	X	X	X				
Taiwan	X	X	X	X			
Vietnam	X	X	X	X	X		
China	X	X	X	X	X	X	
For any country-pair producing certain steel nails that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:							

III-20. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between certain steel nails produced in the United States and in other countries a significant factor in your firm's sales of certain steel nails?

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

<b>Country-pair</b>	Korea	Malaysia	Oman	Taiwan	Vietnam	China	Other countries
United States							
Korea							
Malaysia							
Oman							
Taiwan							
Vietnam							
China							
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 certain steel nails, identify the country-pair and report the advantages or disadvantages imparted by such factors:							

III-21. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for certain steel nails since January 1, 2012. Indicate the share of the quantity of your firm's total shipments of certain steel nails that each of these customers accounted for in 2014.

	Customer's name	City	State	Share of 2014 sales (%)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

III-22. **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.

--

## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

[http://www.usitc.gov/investigations/701731/2014/certain\\_steel\\_nails\\_korea\\_malaysia\\_oman\\_taiwan\\_and/final.htm](http://www.usitc.gov/investigations/701731/2014/certain_steel_nails_korea_malaysia_oman_taiwan_and/final.htm)

***Please do not attempt to modify the format or permissions of the questionnaire document.*** Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

***Web address:*** <https://dropbox.usitc.gov/oinv/> ***Pin:*** NAIL

- **E-mail.**—E-mail your questionnaire to fred.ruggles@USITC.gov; include a scanned copy of the signed certification page (page 1). *Please note that submitting your questionnaire by e-mail may subject your firm’s business proprietary information to transmission over an unsecure environment and to possible disclosure. If you choose this option, the Commission warns you that any risk involving possible disclosure of such information is assumed by the submitter and not by the Commission.*

**If your firm did not import this product,** please fill out page 1, print, sign, and submit a scanned copy to the Commission.

**Parties to this proceeding.**—If your firm is a party to this proceeding, you are required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR §207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR §207.7). Service of the questionnaire must be made in paper form.