

**U.S. IMPORTERS' QUESTIONNAIRE**  
**BOLTLESS STEEL SHELVING UNITS PREPACKAGED FOR SALE FROM CHINA**

This questionnaire must be received by the Commission by **June 17, 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 investigations concerning boltless steel shelving units prepackaged for sale ("boltless steel shelving") from China (Inv. Nos. 701-TA-523 and 731-TA-1259 (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)).

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

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise. I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
**Name of Authorized Official**                      **Title of Authorized Official**                      **Date**

\_\_\_\_\_  
**Signature**                      **Phone:** \_\_\_\_\_

\_\_\_\_\_  
**Signature**                      **Email address**

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

<sup>1</sup> If your firm did not import "boltless steel shelving" but nonetheless imported goods under the statistical reporting numbers of the HTS used for boltless steel shelving (e.g., HTSUS 9403.20.0018 and 9403.20.0020), please indicate here what those products are:

**PART I.—GENERAL INFORMATION**

**Background.** This proceeding was instituted in response to petitions filed on August 26, 2014, by Edsal Manufacturing Co., Inc., Chicago, Illinois. Countervailing and/or antidumping 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 subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at [http://www.usitc.gov/investigations/701731/2015/boltless\\_steel\\_shelving\\_units\\_prepackaged\\_sale/financial.htm](http://www.usitc.gov/investigations/701731/2015/boltless_steel_shelving_units_prepackaged_sale/financial.htm)

***Boltless steel shelving units prepackaged for sale.*** The scope of these investigations covers boltless steel shelving units prepackaged for sale, with or without decks (“boltless steel shelving”). The term “prepackaged for sale” means that, at a minimum, the steel vertical supports (i.e., uprights and posts) and steel horizontal supports (i.e., beams, braces) necessary to assemble a completed shelving unit (with or without decks) are packaged together for ultimate purchase by the end-user. The scope also includes add-on kits. Add-on kits include, but are not limited to, kits that allow the end-user to add an extension shelving unit onto an existing boltless steel shelving unit such that the extension and the original unit will share common frame elements (e.g., two posts). The term “boltless” refers to steel shelving in which the vertical and horizontal supports forming the frame are assembled primarily without the use of nuts and bolts or screws. The vertical and horizontal support members for boltless steel shelving are assembled by methods such as, but not limited to, fitting a rivet, punched or cut tab or other similar connector on one support into a hole, slot or similar receptacle on another support. The supports lock together to form the frame for the shelving unit, and provide the structural integrity of the shelving unit separate from the inclusion of any decking. The incidental use of nuts and bolts or screws to add accessories, wall anchors, tie-bars or shelf supports does not remove the product from scope. Boltless steel shelving units may also come packaged as partially assembled, such as when two upright supports are welded together with front-to-back supports, or are otherwise connected, to form an end unit for the frame. The boltless steel shelving covered by these investigations may be commonly described as rivet shelving, welded frame shelving, slot and tab shelving, and punched rivet (quasi-rivet) shelving as well as by other trade names. The term “deck” refers to the shelf that sits on or fits into the horizontal supports (beams or braces) to provide the horizontal storage surface of the shelving unit.

The scope includes all boltless steel shelving meeting the description above, regardless of (1) vertical support or post type (including but not limited to open post, closed post and tubing); (2) horizontal support or beam/brace profile (including but not limited to Z-beam, C-beam, L-beam, step beam and cargo rack); (3) number of supports; (4) surface coating (including but not limited to paint, epoxy, powder coating, zinc and other metallic coating); (5) number of levels; (6) weight capacity; (7) shape (including but not limited to rectangular, square, and corner units); (8) decking material (including but not limited to wire decking, particle board, laminated board or no deck at all); or (9) the boltless method by which vertical and horizontal supports connect (including but not limited to keyhole and rivet, slot and tab, welded frame, punched rivet and clip).

***Specifically excluded from the scope are:***

(1) Wall-mounted shelving, defined as shelving that is hung on the wall and does not stand on, or transfer load to, the floor (the addition of a wall bracket or other device to attach otherwise freestanding subject merchandise to a wall does not meet the terms of this exclusion); (2) Wire shelving units, which consist of shelves made from wire that incorporates both a wire deck and wire

horizontal supports (taking the place of the horizontal beams and braces) into a single piece with tubular collars that slide over the posts and onto plastic sleeves snapped on the posts to create the finished shelving unit; (3) Bulk-packed parts or components of boltless steel shelving units; and (4) Made-to-order shelving systems.

Subject boltless steel shelving enters the United States through Harmonized Tariff Schedule of the United States (“HTSUS”) statistical subheadings 9403.20.0018 and 9403.20.0020, but may also enter through HTSUS 9403.10.0040. While HTSUS subheadings are provided for convenience and Customs purposes, the written description of the scope of this investigation is dispositive.

***Importer.***--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing product (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 boltless steel shelving, 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 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

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

	<b>No</b>	<b>Yes</b>
<b>Foreign trade zones</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Bonded warehouses</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Temporary importation under bond</b>	<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 Keysha Martinez (202-205-2136, [Keysha.Martinez@usitc.gov](mailto:Keysha.Martinez@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, 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 boltless steel shelving for delivery on or after **April 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.

<b>Quantity (in units)</b>				
<b>Period/Source</b>	<b>Apr-Jun 2015</b>	<b>Jul-Sept 2015</b>	<b>Oct-Dec 2015</b>	<b>Jan-Mar 2016</b>
<b>China</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 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.



**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, non-retail 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. This line should not include shipments by your firm sold at the retail level.

**“Shipments destined for retail sale by your firm”**--Boltless steel shelving that was imported directly by your firm for the purpose of sale to individuals and households for personal consumption using your firm's own retail establishments. Report the shipment of these imports to their initial location for retail sale with the shipments valued at market value.

**“Internal consumption”**--Product consumed internally by your firm. Internal consumption includes (i) merchandise installed in one of your establishments, and (ii) merchandise in the production of downstream articles.

**“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.

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.*

II-5. **Imports from China.**—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. [+Link to definitions](#)

## CHINA

Item	Quantity (in units), value (in \$1,000)				
	Calendar years			January-March	
	2012	2013	2014	2014	2015
<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, non-retail shipments:</b> Quantity (D)					
Value (E)					
<b>Shipments destined for retail sale by your firm:</b> Quantity (F)					
Value <sup>2</sup> (G)					
<b>Internal consumption/ transfers to related firms:</b> Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup> Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					
<sup>1</sup> Please identify the foreign producer(s), if known: : _____ <sup>2</sup> Sales to related firms (including internal consumption) and shipments of merchandise destined for retail sale 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-5. Imports from China.**—Continued

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-March	
	2012	2013	2014	2014	2015
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	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.					

**II-6. Channels of distribution for non-retail commercial shipments of imports from China.**—Report the channels of distribution for your firm's non-retail commercial shipments of boltless steel shelving imported from China by your firm during the specified periods. [+Link to definitions](#)

## CHINA

Quantity (in units)					
Item	Calendar years			January-March	
	2012	2013	2014	2014	2015
<b>Channels of distribution:</b>					
<b>Commercial, non-retail shipments:</b>					
To distributors (quantity) (M)					
To end users (quantity) (N)					
To retailers (quantity) (O)					

**RECONCILIATION OF CHANNELS.**—Please ensure that the quantities reported for channels of distribution (i.e., lines M, N, and O) in each time period equal the quantity reported for 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			January-March	
	2012	2013	2014	2014	2015
M + N + O – D = zero ("0"), if not revise.	0	0	0	0	0

II-7. **Imports from All other sources (AOS).**—Report your firm’s imports and your firm’s shipments and inventories of boltless steel shelving imported from all sources other than China (AOS) by your firm during the specified periods. [+Link to definitions](#)

## ALL OTHER SOURCES

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

Item	Quantity (in units), value (in \$1,000)				
	Calendar years			January-March	
	2012	2013	2014	2014	2015
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:<sup>1</sup></b>					
Quantity (B)					
Value (C)					
<b>U.S. shipments:</b>					
<b>Commercial, non-retail shipments:</b>					
Quantity (D)					
Value (E)					
<b>Shipments destined for retail sale by your firm:</b>					
Quantity (F)					
Value <sup>2</sup> (G)					
<b>Internal consumption/ transfers to related firms:</b>					
Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:<sup>3</sup></b>					
Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producer(s), if known: \_\_\_\_\_

<sup>2</sup> Sales to related firms (including internal consumption) and shipments of merchandise destined for retail sale 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-7. 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 L) 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, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-March	
	2012	2013	2014	2014	2015
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	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.					

**II-8. Channels of distribution for non-retail commercial shipments of imports from All other sources.**--Report the channels of distribution for your firm's non-retail commercial shipments of boltless steel shelving imported from all sources other than China by your firm during the specified periods. [+Link to definitions](#)

## ALL OTHER SOURCES

Item	Quantity (in units)				
	Calendar years			January-March	
	2012	2013	2014	2014	2015
<b>Channels of distribution:</b>					
<b>Commercial shipments:</b>					
To distributors (quantity) (M)					
To end users (quantity) (N)					
To retailers (quantity) (O)					

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N, and O) in each time period equal the quantity reported for 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			January-March	
	2012	2013	2014	2014	2015
M + N + O – D = zero ("0"), if not revise.	0	0	0	0	0

II-9. **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.

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**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](mailto: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 **direct imports for retail or commercial shipments to unrelated U.S. customers** since January 1, 2012 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 18-24" Depth x 72-84" Height, 5- or 6-level boltless/rivet steel shelving with particle board or laminate 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**

During January 2012-March 2015, did your firm directly import from China **for retail sale by your firm** in the United States any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the pricing table III-2a and question III-2b as appropriate
<input type="checkbox"/>	<b>No.</b> --Skip questions III-2a-b.

During January 2012-March 2015, did your firm import from China and sell to unrelated U.S. customers **other than for retail sale** any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the pricing table III-2c as appropriate
<input type="checkbox"/>	<b>No.</b> --Skip question III-2c.



III-2a. **Imports for retail.**--Report below the quarterly landed duty-paid cost data<sup>1</sup> for pricing products<sup>2</sup> imported from China for retail sale by your firm in the United States.

**Please note that values should be landed, duty-paid and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid by your firm (i.e., should be net of all returns, discounts, allowances, and rebates).**

## CHINA

**Report data in actual units and actual dollars (not 1,000s of dollars). Please also specify the maximum load capacity(ies) of your associated product(s) which fall within the specified load capacity ranges in the product descriptions above.**

<i>(Quantity in units, value in dollars)</i>			
Period of shipment	Product 1		
	Load Capacity(ies):		
	Quantity	Landed, duty-paid Value <sup>1</sup>	Value of additional direct import costs <sup>3</sup>
<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			
<b>2015:</b>			
January-March			

<sup>1</sup> Net values (i.e., landed duty-paid values net all discounts, returns, allowances, rebates, prepaid freight, and the value of returned goods). Moreover, please note that landed duty-paid values are NOT the sales prices at which your firm sells boltless steel shelving at retail to consumers.

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

<sup>3</sup> Additional direct import costs.--There may be additional costs, charges, or expenses incurred by U.S. importers relating to the sourcing, logistics, or international supply chain (e.g., warehousing, compliance, customs brokerage, insurance, etc.) for their direct imports of merchandise into the United States. Please list the components included in the value of additional direct import costs you reported:

**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.

Product 1:

III-2a. **Imports for retail (continued).** Report below the quarterly landed duty-paid cost data<sup>1</sup> for pricing products<sup>2</sup> imported from China for retail sale by your firm in the United States.

**Please note that values should be landed, duty-paid and should not include U.S.-inland transportation costs. Values should reflect the final net amount paid by your firm (i.e., should be net of all returns, discounts, allowances, and rebates).**

## CHINA

**Report data in actual units and actual dollars (not 1,000s of dollars). Please also specify the maximum load capacity(ies) of your associated product(s) which fall within the specified load capacity ranges in the product descriptions above.**

<i>(Quantity in units, value in dollars)</i>			
Period of shipment	Product 2		
	Load Capacity(ies):		
	Quantity	Landed, duty-paid Value <sup>1</sup>	Value of additional direct import costs <sup>3</sup>
<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			
<b>2015:</b>			
January-March			

<sup>1</sup> Net values (i.e., landed duty-paid values net all discounts, returns, allowances, rebates, prepaid freight, and the value of returned goods). Moreover, please note that landed duty-paid values are NOT the sales prices at which your firm sells boltless steel shelving at retail to consumers.

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

<sup>3</sup> Additional direct import costs.--There may be additional costs, charges, or expenses incurred by U.S. importers relating to the sourcing, logistics, or international supply chain (e.g., warehousing, compliance, customs brokerage, insurance, etc.) for their direct imports of merchandise into the United States. Please list the components included in the value of additional direct import costs you reported:

**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.

Product 2:

III-2a. **Imports for retail (continued).** Report below the quarterly landed duty-paid cost data<sup>1</sup> for pricing products<sup>2</sup> imported from China for retail sale by your firm in the United States.

**Please note that values should be landed, duty-paid and should not include U.S.-inland transportation costs. Values should reflect the final net amount paid by your firm (i.e., should be net of all returns, discounts, allowances, and rebates).**

## CHINA

**Report data in actual units and actual dollars (not 1,000s of dollars). Please also specify the maximum load capacity(ies) of your associated product(s) which fall within the specified load capacity ranges in the product descriptions above.**

<i>(Quantity in units, value in dollars)</i>			
Period of shipment	Product 3		
	Load Capacity(ies):		
	Quantity	Landed, duty-paid Value <sup>1</sup>	Value of additional direct import costs <sup>3</sup>
<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			
<b>2015:</b>			
January-March			

<sup>1</sup> Net values (i.e., landed duty-paid values net all discounts, returns, allowances, rebates, prepaid freight, and the value of returned goods). Moreover, please note that landed duty-paid values are NOT the sales prices at which your firm sells boltless steel shelving at retail to consumers.

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

<sup>3</sup> Additional direct import costs.--There may be additional costs, charges, or expenses incurred by U.S. importers relating to the sourcing, logistics, or international supply chain (e.g., warehousing, compliance, customs brokerage, insurance, etc.) for their direct imports of merchandise into the United States. Please list the components included in the value of additional direct import costs you reported:

**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.

Product 3:

III-2a. **Imports for retail (continued).** Report below the quarterly landed duty-paid cost data<sup>1</sup> for pricing products<sup>2</sup> imported from China for retail sale by your firm in the United States.

**Please note that values should be landed, duty-paid and should not include U.S.-inland transportation costs. Values should reflect the final net amount paid by your firm (i.e., should be net of all returns, discounts, allowances, and rebates).**

## CHINA

**Report data in actual units and actual dollars (not 1,000s of dollars). Please also specify the maximum load capacity(ies) of your associated product(s) which fall within the specified load capacity ranges in the product descriptions above.**

(Quantity in units, value in dollars)			
Period of shipment	Product 4		
	Load Capacity(ies):		
	Quantity	Landed, duty-paid Value <sup>1</sup>	Value of additional direct import costs <sup>3</sup>
<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			
<b>2015:</b>			
January-March			

<sup>1</sup> Net values (i.e., landed duty-paid values net all discounts, returns, allowances, rebates, prepaid freight, and the value of returned goods). Moreover, please note that landed duty-paid values are NOT the sales prices at which your firm sells boltless steel shelving at retail to consumers.

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

<sup>3</sup> Additional direct import costs.--There may be additional costs, charges, or expenses incurred by U.S. importers relating to the sourcing, logistics, or international supply chain (e.g., warehousing, compliance, customs brokerage, insurance, etc.) for their direct imports of merchandise into the United States. Please list the components included in the value of additional direct import costs you reported:

**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.

Product 4:

III-2a. **Imports for retail (continued).** Report below the quarterly landed duty-paid cost data<sup>1</sup> for pricing products<sup>2</sup> imported from China for retail sale by your firm in the United States.

**Please note that values should be landed, duty-paid and should not include U.S.-inland transportation costs. Values should reflect the final net amount paid by your firm (i.e., should be net of all returns, discounts, allowances, and rebates).**

## CHINA

**Report data in actual units and actual dollars (not 1,000s of dollars). Please also specify the maximum load capacity(ies) of your associated product(s) which fall within the specified load capacity ranges in the product descriptions above.**

<i>(Quantity in units, value in dollars)</i>			
Period of shipment	Product 5		
	Load Capacity(ies):		
	Quantity	Landed, duty-paid Value <sup>1</sup>	Value of additional direct import costs <sup>3</sup>
<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			
<b>2015:</b>			
January-March			

<sup>1</sup> Net values (i.e., landed duty-paid values net all discounts, returns, allowances, rebates, prepaid freight, and the value of returned goods). Moreover, please note that landed duty-paid values are NOT the sales prices at which your firm sells boltless steel shelving at retail to consumers.

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

<sup>3</sup> Additional direct import costs.--There may be additional costs, charges, or expenses incurred by U.S. importers relating to the sourcing, logistics, or international supply chain (e.g., warehousing, compliance, customs brokerage, insurance, etc.) for their direct imports of merchandise into the United States. Please list the components included in the value of additional direct import costs you reported:

**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.

Product 5:

**III-2b. Additional costs for your direct imports of boltless steel shelving for retail sale by your firm.**

- (i) If your firm reported additional direct import costs above (question III-2a), please identify the factors that add to your cost of importing directly since January 1, 2012, and explain the specific costs associated with each category.

<b>Factors</b>	<b>Explanation</b>
Logistical or supply chain costs	
Warehousing costs	
Compliance or customs brokerage costs	
Insurance costs	
Currency conversion costs	
Other	
Other	

- (ii) To which source does your firm compare costs in determining your additional transaction costs to directly import?

<b>U.S. Importers</b>	<b>U.S. Producers</b>	<b>Both</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- (iii) If your firm reported data above (question III-2a), briefly identify the benefits of directly importing boltless steel shelving instead of purchasing boltless steel shelving from a U.S. importer or from a U.S. producer.

(iv) What is the approximate percentage of the total cost of boltless steel shelving you directly imported from China that is accounted for by U.S. inland transportation or other logistics costs from the port of importation to your distribution network or retail store? percent.

(v) If your firm directly imported boltless steel shelving from China for retail by your firm in the United States, did your firm ALSO purchase boltless steel shelving manufactured in the United States from U.S. producers?

No

Yes

III-2c. **Imports for resale.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm to unrelated customers **other than for retail sale by your firm.**

**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 by your firm (i.e., should be net of all deductions for discounts or rebates).**

## CHINA

**Report data in actual units and actual dollars (not 1,000s of dollars). Please also specify the maximum load capacity(ies) of your associated product(s) which fall within the specified load capacity ranges in the product descriptions above.**

<b>(Quantity in units, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Load Capacity(ies):</b>		<b>Load Capacity(ies):</b>		<b>Load Capacity(ies):</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<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						
<b>2015:</b>						
January-March						

<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.

Product 1:  
Product 2:  
Product 3:



III-2c. **Imports for resale (continued).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm to unrelated customers **other than for retail sale by your firm.**

**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 by your firm (i.e., should be net of all deductions for discounts or rebates).**

## CHINA

**Report data in actual units and actual dollars (not 1,000s of dollars). Please also specify the maximum load capacity(ies) of your associated product(s) which fall within the specified load capacity ranges in the product descriptions above.**

<b>(Quantity in units, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 4</b>		<b>Product 5</b>	
	<b>Load Capacity(ies):</b>		<b>Load Capacity(ies):</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<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				
<b>2015:</b>				
January-March				

<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.

Product 4:

Product 5:

III-2d. **Pricing data methodology.**—Please describe the method and the kinds of documents/records that were used to compile your responses to question III-2a-c.

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.*

III-3. **Line Reviews and Bid Data.**--

(a) Did your firm arrange or participate in line reviews of boltless steel shelving since January 1, 2012?

- No--skip to question III-4                       Yes--please answer questions III-3b-d below

(b) How many line reviews of boltless steel shelving did you arrange or participate in between January 1, 2012 and March 31, 2015? When do the line reviews typically occur?

(c) Please describe the line review process.



***If you imported boltless steel shelving from China and sold to unrelated U.S. customers other than for retail sale, please answer questions III-4 through III-11.***

III-4. **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-5. **Discount policy.**--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	Promotional discounts (i.e. Black Friday)	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Pricing terms.**--

(a) W  
 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"/>	

III-7. **Contract versus spot.**--Approximately what share of your firm's sales of boltless steel shelving imported from China 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 2014 sales</b>	%	%	%	%	0.0 %

III-8. **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, 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-9. **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?

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

III-10. **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.

<b>Distance from your firm's U.S. point of shipment</b>	<b>Share (percent)</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total (should sum to 100.0%)</b>	0.0 %

III-11. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold boltless steel shelving imported from China since January 1, 2012 (check all that apply)?

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

III-12. **End uses.**--List the end uses (e.g., home improvement projects, storage organization, etc.) of the boltless steel shelving that your firm imports from China.

III-13. **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 price 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"/>	

III-14. **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, 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-15. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of boltless steel shelving since January 1, 2012?

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

III-16. **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"/> <b>No</b>	Skip to question III-17.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for boltless steel shelving since January 1, 2012?

No	Yes	If yes, describe.



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

III-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply boltless steel shelving 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, being unable to meet timely shipment commitments, etc.)?

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

III-18. **Raw materials.**--How have boltless steel shelving 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 boltless steel shelving.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **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 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

Country-pair	China	Other countries
United States		
China	X	
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: <hr/>		

III-20. **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 O in the table below:

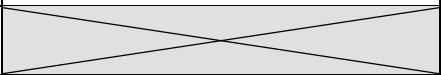
A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

Country-pair	China	Other countries
United States		
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 boltless steel shelving, identify the country-pair and report the advantages or disadvantages imparted by such factors:  <hr/>		

III-21. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for boltless steel shelving since January 1, 2012. Indicate the share of the quantity of your firm's total shipments of boltless steel shelving 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. 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.

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## 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/701731/2015/boltless\\_steel\\_shelving\\_units\\_prepackaged\\_sale/final.htm](http://www.usitc.gov/investigations/701731/2015/boltless_steel_shelving_units_prepackaged_sale/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:** **SHLV**

- **E-mail.**—E-mail the MS Word questionnaire to [Keysha.Martinez@usitc.gov](mailto:Keysha.Martinez@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, it is 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.