

## U.S. PRODUCERS' QUESTIONNAIRE

### FABRICATED STRUCTURAL STEEL FROM CANADA, CHINA, AND MEXICO

This questionnaire must be received by the Commission by **November 8, 2019**  
*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 fabricated structural steel from Canada, China, and Mexico (Inv. Nos. 701-TA-615-617 and 731-TA-1432-1434 (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 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 produced fabricated structural steel (as defined on next page) at any time since January 1, 2016?</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>FABS</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, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Email address

**PART I.—GENERAL INFORMATION**

***Background.***--This proceeding was instituted in response to a petition filed on February 4, 2019, by the American Institute of Steel Construction LLC, Chicago, IL. 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 (“Commerce”) makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at [https://www.usitc.gov/investigations/701731/2019/fabricated\\_structural\\_steel\\_canada\\_china\\_and/final.htm](https://www.usitc.gov/investigations/701731/2019/fabricated_structural_steel_canada_china_and/final.htm).

***Fabricated structural steel*** covered by these investigations is carbon and alloy fabricated structural steel. Fabricated structural steel is made from steel in which: (1) iron predominates, by weight, over each of the other contained elements; and (2) the carbon content is two percent or less by weight. Fabricated structural steel products are steel products that have been fabricated for erection or assembly into structures, including, but not limited to, buildings (commercial, office, institutional, and multi-family residential); industrial and utility projects; parking decks; arenas and convention centers; medical facilities; and ports, transportation and infrastructure facilities. Fabricated structural steel is manufactured from carbon and alloy (including stainless) steel products such as angles, columns, beams, girders, plates, flange shapes (including manufactured structural shapes utilizing welded plates as a substitute for rolled wide flange sections), channels, hollow structural section (HSS) shapes, base plates, and plate-work components. Fabrication includes, but is not limited to cutting, drilling, welding, joining, bolting, bending, punching, pressure fitting, molding, grooving, adhesion, beveling, and riveting and may include items such as fasteners, nuts, bolts, rivets, screws, hinges, or joints.

The inclusion, attachment, joining, or assembly of non-steel components with fabricated structural steel does not remove the fabricated structural steel from the scope.

Fabricated structural steel is covered by the scope of the investigation regardless of whether it is painted, varnished, or coated with plastics or other metallic or non-metallic substances and regardless of whether it is assembled or partially assembled, such as into modules, modularized construction units, or sub-assemblies of fabricated structural steel.

Subject merchandise includes fabricated structural steel that has been assembled or further processed in the subject country or a third country, including but not limited to painting, varnishing, trimming, cutting, drilling, welding, joining, bolting, punching, bending, beveling, riveting, galvanizing, coating, and/or slitting or any other processing that would not otherwise remove the merchandise from the scope of the investigation if performed in the country of manufacture of the fabricated structural steel.

All products that meet the written physical description of the merchandise covered by the investigation are within the scope of the investigation unless specifically excluded or covered by the scope of an existing countervailing duty order.

Specifically excluded from the scope of the investigation are:

1. Fabricated steel concrete reinforcing bar (rebar) if: (i) it is a unitary piece of fabricated rebar, not joined, welded, or otherwise connected with any other steel product or part; or (ii) it is joined, welded, or otherwise connected only to other rebar.

2. Fabricated structural steel for bridges and bridge sections that meets American Association of State and Highway and Transportation Officials (AASHTO) bridge construction requirements or any state or local derivatives of the AASHTO bridge construction requirements.

3. Pre-engineered metal building systems, which are defined as complete metal buildings that integrate steel framing, roofing and walls to form one, pre-engineered building system, that meet Metal Building Manufacturers Association guide specifications. Pre-engineered metal building systems are typically limited in height to no more than 60 feet or two stories.

4. Steel roof and floor decking systems that meet Steel Deck Institute standards.

5. Open web steel bar joists and joist girders that meet Steel Joist Institute specifications.

6. Also excluded from the scope of the investigation is scaffolding, and parts and accessories thereof, that comply with ANSI/ASSE A10.8—2011—Scaffolding Safety Requirements, and/or Occupational Safety and Health Administration regulations at 29 CFR part 1926 subpart L—Scaffolds. The outside diameter of the scaffold tubing covered by this exclusion ranges from 25mm to 150mm.

7. Excluded from the scope of the investigation are access flooring systems panels and accessories, where such panels have a total thickness ranging from 0.75 inches to 1.75 inches and consist of concrete, wood, other non-steel materials, or hollow space permanently attached to a top and bottom layer of galvanized or painted steel sheet or formed coil steel, the whole of which has been formed into a square or rectangle having a measurement of 24 inches on each side +/- 0.1 inch; 24 inches by 30 inches +/- 0.1 inch; or 24 by 36 inches +/- 0.1 inch.

8. Excluded from the investigation are the following types of steel poles, segments of steel poles, and steel components of those poles:

- Steel Electric Transmission Poles, or segments of such poles, that meet (1) the American Society of Civil Engineers (ASCE) – Design of Steel Transmission Pole Structures, ASCE/SEI 48 or (2) the USDA RUS bulletin 1724E-214 Guide specification for standard class Steel Transmission Poles. The exclusion for steel electric transmission poles also encompasses the following components thereof: transmission arms which attach to poles; pole bases; angles that do not exceed 8" x 8" x 0.75"; steel vangs, steel brackets, steel flanges, and steel caps; safety climbing cables; ladders; and steel templates.
- Steel Electric Substation Poles, or segments of such poles, that meet the American Society of Civil Engineers (ASCE) - Manuals and Reports on Engineering Practice No. 113. The exclusion for steel electric substation poles also encompasses the following components thereof: substation dead end poles; substation bus stands; substation mast poles, arms, and cross-arms; steel brackets, steel flanges, and steel caps; pole bases; safety climbing cables; ladders; and steel templates.
- Steel Electric Distribution Poles, or segments of such poles, that meet (1) American Society of Civil Engineers (ASCE) – Design of Steel Transmission Pole Structures, ASCE/SEI 48, (2) USDA RUS bulletin 1724E-204 Guide specification for steel single pole and H-frame structures, or (3) ANSI 05.1 height and class requirements for steel poles. The exclusion for steel electric distribution poles also encompasses the following components thereof: distribution arms and cross-arms; pole bases; angles that do not exceed 8" x 8" x 0.75"; steel vangs, steel brackets, steel flanges, and steel caps; safety climbing cables; ladders; and steel templates.
- Steel Traffic Signal Poles, Steel Roadway Lighting Poles, Steel Parking Lot Lighting Poles, and Steel Sports Lighting Poles, or segments of such poles, that meet (1) the American Association of State Highway and

Transportation Officials (AASHTO) – Specifications for Structural Supports for Highway Signs, Luminaires, and Traffic Signals, (2) any state or local derivatives of the AASHTO highway sign, luminaries, and traffic signals requirements, or (3) American National Standard Institute (ANSI) C136 - American National Standard for Roadway and Area Lighting Equipment standards. The exclusion for steel traffic signal poles, steel roadway lighting poles, steel parking lot lighting poles, and steel sports lighting poles also encompasses the following components thereof: luminaire arms; hand hole rims; hand hole covers; base plates that connect to either the shaft or the arms; mast arm clamps ; mast arm tie rods; transformer base boxes; formed full base covers that hide anchor bolts; step lugs; internal cable guides; lighting cross arms; lighting service platforms; angles that do not exceed 8" x 8" x 0.75"; stainless steel hand hole door hinges and wind restraints; steel brackets, steel flanges, and steel caps; safety climbing cables; ladders; and steel templates.

- Communication Poles, or segments of such poles, that meet (1) Telecommunications Industry Association (TIA) ANSI/TIA-222 Structural Standards for Steel Antenna Towers and Antenna Supporting Structures, or (2) American Association of State Highway and Transportation Officials (AASHTO) – Specifications for Structural Supports for Highway Signs, Luminaires, and Traffic Signals. The exclusion for communication poles also encompasses the following components thereof: luminaire arms; hand hole rims; hand hole covers; base plate that connects the pole to the foundation or arm to the pole; safety climbing cables; ladders; service ground platforms; step lugs; pole steps; steel brackets, steel flanges, and steel caps; angles that do not exceed 8" x 8" x 0.75", coax, and safety brackets; subcomponent kits for antenna mounts weighing 80 lbs. or less; service platforms; ice bridges; stainless steel hand hole door hinges and wind restraints; and steel templates.

- OEM Round or Polygonal Tapered Steel Poles, segments or shaft components of such poles, that meet the (1) ASCE 48 or AASHTO, (2) ANSI/TIA 222, (3) ANSI 05.1, (4) RUS bulletin 1724E-204, or (5) RUS bulletin 1724E-214. The exclusion for OEM round or polygonal tapered steel poles also encompasses the following components thereof: subcomponent kits for antenna mounts weighing 80 lbs. or less; mounts and platforms; steel brackets, steel flanges, and steel caps; angles that do not exceed 8" x 8" x 0.75"; bridge kits; safety climbing cables; ladders; and steel templates.

The inclusion or attachment of one or more of the above-referenced steel poles in a structure containing fabricated structural steel (FSS) does not remove the FSS from the scope of the investigation. No language included in this exclusion should be read or understood to have applicability to any other aspect of this scope or to have applicability to or to exclude any product, part, or component other than those specifically identified in the exclusion.

9. Also excluded from the scope of the investigation are Shuttering, Formworks, Propping and Shoring and parts and accessories thereof that comply with ANSI/ASSE A10.9—Safety Requirements for Concrete and Masonry Work and ACI-347—Recommended Practice for Concrete Formwork. For Shoring and propping made from tube, the outside diameter of the tubing covered by this exclusion ranges from 48mm to 250mm. For Shuttering and Formworks, the panel sizes covered by this exclusion range from 25mm x 600mm to 3000mm x 3000mm.

The products subject to the investigation are currently classified in the Harmonized Tariff Schedule of the United States (HTSUS) under subheadings: 7308.90.3000, 7308.90.6000, and 7308.90.9590.

The products subject to the investigation may also enter under the following HTSUS subheadings: 7216.91.0010, 7216.91.0090, 7216.99.0010, 7216.99.0090, 7222.40.6000, 7228.70.6000, 7301.10.0000, 7301.20.1000, 7301.20.5000, 7308.40.0000, 7308.90.9530, and 9406.90.0030.

The HTSUS subheadings above are provided for convenience and customs purposes only. The written description of the scope of the investigation is dispositive.

**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.

**D-GRIDS tool.**--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage ([https://www.usitc.gov/trade\\_remedy/question.htm](https://www.usitc.gov/trade_remedy/question.htm)) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is *optional*. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDs tool are available within the D-GRIDs tool itself.

I-1. **Special instruction.**--Has your firm produced less than 5,000 short tons of fabricated structural steel ("FSS") in the United States annually since 2016?

Response	Description	Category
<input type="checkbox"/>	Yes, our firm produced less than 5,000 short tons annually since 2016.	Small producer
<input type="checkbox"/>	No, our firm produced 5,000 short tons or more in 2016 or 2017 or 2018, or more than 3,750 short tons in Jan.-Sept. 2019.	Medium to large producer

**Small producers.**--If your firm produced less than 5,000 short tons of FSS annually since 2016, completion of Parts I through III will be considered as a sufficient response to this questionnaire. (Completion of other parts is not required, but will still be accepted.)

**Medium to large producers.**--Firms with production levels of 5,000 short tons or more of FSS in 2016 or 2017 or 2018, or more than 3,750 short tons in Jan.-Sept. 2019 should fill out all parts of the questionnaire **except** part II.

**Questionnaire Response Guide**

Section of this questionnaire	<u>Small producers</u> (<5,000 short tons production annually since 2016)	<u>Medium to large producers</u> (5,000 short tons or more production in 2016 or 2017 or 2018, or more than 3,750 short tons in Jan.-Sept. 2019)
Part I General	✓	✓
Part II - Select trade and financial information (abbreviated)	✓	✗
Part III - Pricing and market factors	✓	✓
Part IV - Trade and related information	✗	✓
Part V - Financial information	✗	✓

I-1a. **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 50 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-1b. **TAA information release.**--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, contact person's title, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes       No

I-2a. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

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

Establishments covered <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: _____.			

I-2b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: \_\_\_\_\_.

I-2c. **External counsel.**-- If your firm or parent firm in its individual capacity is represented by external counsel in relation to this proceeding, please specify the name of the law firm and the lead attorney(s).

Law firm: \_\_\_\_\_.  
Lead attorney(s): \_\_\_\_\_.

I-3. **Petitioner status.**--Is your firm a member firm of the petitioning entity (i.e., a member firm of the Full Member Subgroup of the American Institute of Steel Construction, LLC)?

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

I-4. **Petition support.**--Does your firm support or oppose the petition?

Country	Support	Oppose	Take no position
Canada (AD)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Canada (CVD)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China (AD)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China (CVD)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mexico (AD)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mexico (CVD)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



I-5. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No             Yes--List the following information, relating to the ultimate parent/owner.

Firm name	Country	Extent of ownership (percent)

I-6. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing fabricated structural steel from Canada, China, and/or Mexico into the United States or that are engaged in exporting fabricated structural steel from Canada, China, and/or Mexico to the United States?

No             Yes--List the following information.

Firm name	Country	Affiliation

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of fabricated structural steel?

No       Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

I-8. **Small producer.**--Did your firm identify as a small producer in question I-1?

<b>Yes--Continue to Part II</b>	<b>No--Skip to Part III</b>
<input type="checkbox"/>	<input type="checkbox"/>

**PART II.—SELECTED TRADE AND FINANCIAL INFORMATION**

Further information on this part of the questionnaire can be obtained from Jordan Harriman (202-205-2610, [Jordan.harriman@usitc.gov](mailto:Jordan.harriman@usitc.gov)) and Joanna Lo (202-205-1888, [Joanna.lo@usitc.gov](mailto:Joanna.lo@usitc.gov)).

**Definitions**

**“Average production capacity” or “capacity”** – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

**“Production”** – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

**“U.S. shipments”** – Shipments inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms.

**“Related firm”** – A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

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

**“Production and Related Workers” (PRWs)** includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant’s own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to September periods, calculate similarly and divide by 9.

**“Hours worked”** includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

**“Wages paid”** – Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

II-1. **Trade, financial, and employment information.**--Report your firm's production capacity, production, shipments, financial, and employment data related to the production of fabricated structural steel in its U.S. establishment(s) during the specified periods. Do not include data related to the installation or erection of fabricated structural steel.

<b>Quantity (in short tons) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
<b>Trade</b>					
<b>Average production capacity<sup>1</sup> (quantity)</b>					
<b>Production (quantity)</b>					
<b>U.S. shipments:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>End-of-period inventories (quantity)</b>					
<b>Financial<sup>3</sup></b>					
<b>Net sales quantities (in short tons)</b>					
<b>Net sales values (in \$1,000)</b>					
<b>Cost of goods sold (COGS) (\$1,000)</b>					
<b>Gross profit (\$1,000)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses (\$1,000)</b>					
<b>Operating income (loss) (\$1,000)</b>	0	0	0	0	0
<b>Employment</b>					
<b>Average number of production and related workers (PRWs) (Number)</b>					
<b>Hours worked by PRWs (1,000 hours)</b>					
<b>Wages paid to PRWs (\$1,000)</b>					
<p><sup>1</sup> The production capacity reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity ____.</p> <p><sup>2</sup> Inclusive of U.S. commercial shipments, internal consumption, and transfers to related firms. Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.</p> <p><sup>3</sup> Report all financial information from your firm's income statement on a calendar year basis. If your firm's fiscal year does not end on December 31, please report when your firm's fiscal year ends (month and day): _____.</p>					

**PART III.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Lauren Gamache (202-205-3489, [lauren.gamache@usitc.gov](mailto:lauren.gamache@usitc.gov)).

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

Name	
Title	
Email	
Telephone	

III-2. **Price setting.**--How does your firm determine the prices that it charges for sales of fabricated structural steel (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Competitive bids for a specific project	Contracts (other than competitive bid for a specific project)	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-3. **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-4. **Pricing terms.**--On what basis are your firm's prices of domestic fabricated structural steel usually quoted (*check one*)?

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

**III-5. Sales type.--**

- (a) What share of your firm's sales of U.S.-produced fabricated structural steel since January 2016 were through competitive bids for a specific project? \_\_\_\_\_ percent
- (b) If not all of your sales since January 2016 were through competitive bids, approximately what share of your firm's sales of U.S.-produced fabricated structural steel in 2018 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

Item	Type of sale			
	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)	Spot sales (for a single delivery)
Share of sales since January 2016	%	%	%	%

**III-6. Contract provisions (excluding competitive bids).--**Please fill out the table regarding your firm's typical sales contracts (excluding competitive bids) for U.S.-produced fabricated structural steel (or check "not applicable" if your firm does not sell on a short-term, annual and/or long-term 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>No. 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"/>
Indexed to raw material costs <sup>1</sup>	<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"/>

<sup>1</sup> Please identify the indexes used:

III-7. **Bids.**—

- (a) Does your firm win contracts to produce fabricated structural steel through a bidding process? If yes, please briefly describe the process. If no, please skip to Question III-8.

<b>No</b> (Please skip to III-8)	<b>Yes</b>	<b>If yes, please briefly describe the bidding process</b>
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Do purchasers discuss competing bids with your firm during the process? If yes, do purchasers discuss the prices of competing bids?

<b>No</b>	<b>Yes</b>	<b>If yes, do you discuss price specifically?</b>	
<input type="checkbox"/>	<input type="checkbox"/>	<b>No</b>	<b>Yes</b>
		<input type="checkbox"/>	<input type="checkbox"/>
Please describe:			

- (c) Typically, how many rounds of bids occur for a project? (Please provide

<b>Number of rounds</b>	<b>Please describe.</b>

- (d) Once a purchaser sends out a request for proposal, how long does your firm have to submit its initial bid? \_\_\_\_\_ days

- (e) Once a purchaser sends out a request for proposal, how long does your firm have to submit its final bid? \_\_\_\_\_ days

- (f) Generally how many rounds of bids occur on a project? \_\_\_\_\_ rounds

- (g) Does your firm include erection and installation services in your contracts, in addition to its fabricated product? If yes, please provide the share of bids your firm won since 2016 that included these services and provide details describing your firm's capabilities.

<b>No</b>	<b>Yes</b>	<b>Share of bids including these services since 2016</b>	<b>How does your firm provide these services?</b>	
<input type="checkbox"/>	<input type="checkbox"/>		Provide services directly	Subcontract out services
			<input type="checkbox"/>	<input type="checkbox"/>
Please explain:				

III-8. **Project timing.**—

- (a) How many projects did your firm complete in 2018? (This many include projects that were started in earlier years.) \_\_\_\_\_ projects
- (b) What is your firm's share of sales from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced fabricated structural steel?

Source	Share of 2018 sales	Lead time (Average number of days)
From inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

- (c) What is the average amount of time from the entry of an order to the completion of a project?

Average time for project completion	Please provide further explanation, if needed

III-9. **Shipping information.**--

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

Distance from production facility	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 its U.S.-produced fabricated structural steel since January 1, 2016 (check all that apply)?

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

III-11. **End uses.**--What percentage of the total cost of building construction is accounted for by fabricated structural steel versus other inputs (such as labor, energy, and other raw materials)?

<b>Types of building construction</b>	<b>Share of total cost of end-use product accounted for by</b>			<b>Total</b> (should sum to 100.0% across)
	<b>Fabricated structural steel</b>	<b>Erection and installation services</b>	<b>Other inputs</b>	
	%	%	%	0.0 %
	%	%	%	0.0 %
	%	%	%	0.0 %

III-12. **Substitutes.**--Can other products be substituted for fabricated structural steel?

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 fabricated structural steel?		
		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.**—

(a) Indicate how demand within the United States and outside of the United States (if known) for fabricated structural steel has changed since January 1, 2016. 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"/>	

(b) Have demand trends varied by product type (e.g., solar steel beams, parts used in pre-engineered buildings, process plant modules), or by application (e.g., high-rise construction, residential construction, commercial and office construction, industrial construction, sports/entertainment construction, etc.) of fabricated structural steel since January 1, 2016?

No	Yes	If yes, please describe.
<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 fabricated structural steel since January 1, 2016?

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

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

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

<b>Check all that apply.</b>	<b>Please describe.</b>
<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 fabricated structural steel since January 1, 2016?

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

III-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply fabricated structural steel since January 1, 2016 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, refusing/declining to accept business under a tolling or subcontracting arrangement, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

<b>No</b>	<b>Yes</b>	<b>If yes, please describe the reasons for these constraints (e.g. lack of available equipment capacity, lack of available skilled labor, lack of relevant project experience, etc.)</b>
<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Raw materials.**—

(a) How have fabricated structural steel raw material prices changed since January 1, 2016?

Item	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 fabricated structural steel.
Cost of raw materials	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) **Effect of 232 duties on raw material prices.**--Did the announcement of the 232 investigation in April 2017 or the subsequent imposition of tariffs on imported steel products beginning in March 2018 have an impact on the raw material prices for fabricated structural steel?

Yes—Please indicate the impact in the table below.	No	Don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Item	Increase	No change	Decrease	Fluctuate with no clear trend	Explanation and factors
Raw material costs for fabricated structural steel in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Prices for fabricated structural steel in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Impact of section 301 duties.**--This question concerns the section 301 investigation and subsequent announcement of additional tariffs that include fabricated structural steel proposed and implemented by the United States in response to Chinese trade practices.

(a) Did the announcement of the 301 investigation in June 2018 or the subsequent imposition of tariffs on Chinese-origin products have an impact on the fabricated structural steel market?

<b>Yes</b> — Please indicate the impact in the table below.	<b>No</b>	<b>Don't know</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) Please indicate the impact of the announcements and subsequent imposition of duties under the section 301 investigation.

<b>Item</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explanation and factors</b>
Overall demand/anticipated demand for fabricated structural steel in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Supply/anticipated supply of fabricated structural steel in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Prices/anticipated prices for fabricated structural steel in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Raw material costs/anticipated raw material costs for fabricated structural steel in the U.S. market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Interchangeability**--Is fabricated structural steel 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>	Canada	China	Mexico	Other countries
United States				
Canada	X			
China	X	X		
Mexico	X	X	X	
For any country-pair producing fabricated structural steel 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 fabricated structural steel 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

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

III-21. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for fabricated structural steel since January 1, 2016. Indicate the share of the quantity of your firm's total shipments of fabricated structural steel that each of these customers accounted for in 2018.

	Customer's name	City	State	Share of 2018 sales (%)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

III-22. **Competition from imports.**--

(a) **Lost revenue.**--Since January 1, 2016: To avoid losing sales to competitors selling fabricated structural steel from Canada, China, or Mexico, did your firm:

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

(b) **Lost sales.**--Since January 1, 2016: Did your firm lose sales of fabricated structural steel to imports of this product from Canada, China, or Mexico?

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



III-23. **Other explanations.**--If your firm would like to further explain a response to a question in Part II for which a narrative response box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

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

Further information on this part of the questionnaire can be obtained from Jordan Harriman (202-205-2610, [jordan.harriman@usitc.gov](mailto:jordan.harriman@usitc.gov)). **Supply all data requested on a calendar-year basis.**

IV-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 IV.

Name	
Title	
Email	
Telephone	

IV-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of fabricated structural steel since January 1, 2016.

<i>(check as many as appropriate)</i>		<i>(If checked, please describe; leave blank if not applicable)</i>
<input type="checkbox"/>	plant openings	
<input type="checkbox"/>	plant closings	
<input type="checkbox"/>	relocations	
<input type="checkbox"/>	expansions	
<input type="checkbox"/>	acquisitions	
<input type="checkbox"/>	consolidations	
<input type="checkbox"/>	prolonged shutdowns or production curtailments	
<input type="checkbox"/>	revised labor agreements	
<input type="checkbox"/>	other (e.g., technology)	

IV-3a. **Production using same machinery.**--Please report your firm's production of products using the same equipment, machinery, or employees as used to produce fabricated structural steel, and the combined production capacity on this shared equipment, machinery, or employees in the periods indicated.

**"Overall production capacity" or "capacity"** – The maximum level of production that your establishment(s) could reasonably have expected to attain during the specified periods under normal operating conditions. In estimating capacity, assume the following: (1) only machinery and equipment in place and ready to operate at the time could be utilized (i.e., facilities or equipment that would require extensive reconditioning before being made operable could not be utilized); (2) normal levels of downtime for maintenance, repair, and cleanup; (3) number of shifts and hours of plant operation not exceeding those attained in the past 5 years; (4) overtime pay, availability of labor, materials, utilities, etc., are not limiting factors; (5) a product mix that was typical or representative of production during the period; and (6) use of productive facilities outside the plant for services (such as contracting out subassembly work) not exceeding normal levels that occurred during the period examined.

Note.--If your firm does not produce any out-of-scope merchandise on the same machinery and equipment as scope merchandise then the "overall production capacity" numbers reported in this question should be exactly equal to the "average production capacity" numbers reported in question IV-7. If, however, your firm does produce out-of-scope merchandise using the same machinery and equipment as scope merchandise, then the "average production capacity" reported in question IV-7 should exclude the portion of "overall production capacity" that was used to produce this out-of-scope merchandise.

**"Production"** – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

**IV-3a. Production using same machinery.--Continued**

Item	Quantity (in short tons)				
	Calendar years			January-September	
	2016	2017	2018	2018	2019
<b>Overall production capacity<sup>1</sup></b>					
<b>Production of:</b> Fabricated structural steel ("FSS") <sup>2</sup>	0	0	0	0	0
Out-of-scope production.-- Excluded FSS used for bridges and bridge sections <sup>3</sup>					
Other specifically excluded FSS products <sup>4</sup>					
Other products <sup>5</sup>					
Subtotal, out-of-scope production	0	0	0	0	0
Total production using same machinery or workers	0	0	0	0	0

<sup>1</sup> Data reported for overall production capacity should be greater than data reported for total production (last line).  
<sup>2</sup> Data entered for production of fabricated structural steel will populate here once reported in question IV-7.  
<sup>3</sup> See definition of excluded FSS bridges and bridge sections on page 3.  
<sup>4</sup> Other specifically excluded FSS products are certain (1) fabricated steel concrete reinforcing bar; (2) pre-engineered metal building systems; (3) steel roof and floor decking systems; (4) open web steel bar joists and joist girders; (5) certain scaffolding; (6) access flooring systems panels and accessories; (7) steel poles; and (8) certain shuttering, formworks, propping and shoring. See complete definitions of these specifically excluded items on pages 2-4.  
<sup>5</sup> Please identify these products: \_\_\_\_\_.

**IV-3b. Operating parameters.**--The production capacity reported in IV-3a is based on the following operating parameters:

Hours per week	Weeks per year

**IV-3c. Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in IV-3a, including any considerations made as to employment or productivity (e.g., hours worked per ton, available shifts, etc.) Please also explain any changes in reported capacity.

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

<i>(Check if listed item was a constraint at any time since January 1, 2016)</i>	<i>(If checked, please describe in detail the constraint, including when in the period the constraint occurred; leave blank if not applicable)</i>
<input type="checkbox"/> General labor availability	
<input type="checkbox"/> Skilled labor availability	
<input type="checkbox"/> Technology	
<input type="checkbox"/> Facility constraints (e.g., layout of facilities, lack of space, etc.)	
<input type="checkbox"/> Market conditions	
<input type="checkbox"/> Natural causes (e.g., weather, etc.)	
<input type="checkbox"/> All other constraints not otherwise identified	

IV-4. **Product shifting.**—

(a) Is your firm able to switch production (capacity) between fabricated structural steel and other products using the same equipment and/or labor?

No	Yes	If yes—(i.e., have produced other products or are able to produce other products) Please identify other actual or potential products.
<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-5. **Tolling**--Since January 1, 2016, has your firm been involved in a toll agreement regarding the production of fabricated structural steel?

**“Toll agreement”**--Agreement between two firms whereby the first firm (**“TOLLEE”**) furnishes the raw materials and the second firm (**“TOLLER”**) uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No--skip to next question.

Yes--For all such agreements entered into by your firm, please indicate whether your firm was the toller or tollee.

Our firm	Other firm(s)
<input type="checkbox"/> Toller	Please name the tollee(s): _____
<input type="checkbox"/> Tollee <sup>1</sup>	Please name the toller(s): _____
<sup>1</sup> Identify the raw material input(s) that your firm provided the toller(s): _____	

IV-6. **Foreign trade zones**--

(a) **Firm's FTZ operations**--Does your firm produce fabricated structural steel in and/or admit fabricated structural steel into a foreign trade zone (FTZ)?

**“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. A foreign trade zone must be designated as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

No	Yes	If yes--Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).
<input type="checkbox"/>	<input type="checkbox"/>	

(b) **Other firms' FTZ operations**--To your knowledge, do any firms in the United States import fabricated structural steel into a foreign trade zone (FTZ) for use in distribution of fabricated structural steel and/or the production of downstream articles?

No	Yes	If yes--Identify the firms and the FTZs.
<input type="checkbox"/>	<input type="checkbox"/>	

- IV-7. **Production, shipment, and inventory data**--Report your firm's production capacity, production, shipments, and inventories related to the production of fabricated structural steel ("FSS") in its U.S. establishment(s) during the specified periods.

**"Average production capacity" or "capacity"** – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

**"Production"** – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

**"Commercial U.S. 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. Such transactions are valued at fair market value.

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

**"Related firm"** –A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

**"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.

**"Toll-produced FSS"**— FSS produced by a toller under a toll agreement.

*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.*

IV-7. **Production, shipment, and inventory data.--Continued**

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
<b>Average production capacity</b> <sup>1</sup> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production</b> (quantity) (C)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity (D)					
Value (E)					
<b>Internal consumption:</b> <sup>2</sup>					
Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup>					
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)					
<p><sup>1</sup> The production capacity reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity ____.</p> <p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.</p> <p><sup>3</sup> Identify your firm's principal export markets: _____.</p>					

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

Reconciliation	Calendar years			January-September	
	2016	2017	2018	2018	2019
B + C – 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: _____.					



IV-8. **Channels of distribution.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, transfers to related firms) by channel of distribution.

Quantity (in short tons)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
To distributors (M)					
To other FSS manufacturers (N) <sup>1 2</sup>					
To end users and/or job site (O)					
<p><sup>1</sup> Report data in this line if: (1) your firm is a toller of FSS for another firm and these shipments represent the toll-produced FSS returned to the tollee; (2) your firm is a subcontractor of FSS that ships its subcontracted FSS to the general contractor or other FSS manufacturer for further processing prior to shipment to an end user and/or job site; or (3) your firm ships or transfers FSS to another FSS producer (not directly to an end user and/or job site).</p> <p><sup>2</sup> If your firm is a toller which furnished toll-produced FSS for a tollee in 2018, please indicate what percentage of shipments reported in row N for 2018 is toll-produced FSS: _____.</p>					

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines M through O) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, H) 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	Calendar years			January-September	
	2016	2017	2018	2018	2019
M + N + O – D – F – H = zero ("0"), if not revise.	0	0	0	0	0

IV-9. **U.S. shipments by application.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, transfers to related firms) of fabricated structural steel by application.

<b>Quantity (in short tons) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
<b>U.S. shipments:</b>					
<b>Use in high-rise construction:<sup>1</sup></b>					
<i>Quantity (P)</i>					
<i>Value (Q)</i>					
<b>Residential use:<sup>2</sup></b>					
<i>Quantity (R)</i>					
<i>Value (S)</i>					
<b>Commercial and office use:<sup>3</sup></b>					
<i>Quantity (T)</i>					
<i>Value (U)</i>					
<b>Industrial use:<sup>4</sup></b>					
<i>Quantity (V)</i>					
<i>Value (W)</i>					
<b>Sports/Entertainment Use:<sup>5</sup></b>					
<i>Quantity (X)</i>					
<i>Value (Y)</i>					
<b>All other uses:<sup>6</sup></b>					
<i>Quantity (Z)</i>					
<i>Value (AA)</i>					
<p><sup>1</sup> High-rise construction includes any projects, residential or commercial, of 20 stories or more.</p> <p><sup>2</sup> Residential use includes the following: multi-story residential, including mixed residential and commercial sites, of less than 20 stories.</p> <p><sup>3</sup> Commercial use includes the following: office sites, retail, medical, or other commercial sites of less than 20 stories.</p> <p><sup>4</sup> Industrial use includes the following: oil and gas extraction, conveyance and processing; mining extraction, conveyance, storage, and processing; industrial power generation facilities; petrochemical plants; cement plants; fertilizer plants; and industrial metal smelters.</p> <p><sup>5</sup> Sports/entertainment includes structures for stadiums, amusement parks and other sports or entertainment venues.</p> <p><sup>6</sup> Please describe these other uses: _____.</p>					

**IV-9. U.S. shipments by application.--Continued**

*RECONCILIATION OF SHIPMENTS BY APPLICATION.--Please ensure that the quantities and values reported for shipments by application (i.e., lines P through AA) in each time period equal the quantities and values reported for U.S. shipments (i.e., lines D through I) in each time period of question IV-7. 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	Calendar years			January-September	
	2016	2017	2018	2018	2019
<b>Quantity:</b> P through Z – D – F – H = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> Q through AA – E – G – I = zero ("0"), if not revise.	0	0	0	0	0

IV-10. **U.S. shipments by product.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, transfers to related firms) of fabricated structural steel by product.

<b>Quantity (in short tons) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
<b>U.S. shipments:</b>					
<b>Process plant modules:<sup>1</sup></b>					
<i>Quantity (AB)</i>					
<i>Value (AC)</i>					
<b>Solar steel beams:<sup>2</sup></b>					
<i>Quantity (AD)</i>					
<i>Value (AE)</i>					
<b>Parts used in pre-engineered metal building systems:<sup>3</sup></b>					
<i>Quantity (AF)</i>					
<i>Value (AG)</i>					
<b>All other in-scope FSS products:<sup>4</sup></b>					
<i>Quantity (AH)</i>	0	0	0	0	0
<i>Value (AI)</i>	0	0	0	0	0

<sup>1</sup> Process plant modules includes: (1) process plant modules containing pipes, cable trays and/or equipment for the transmission and/or processing of gas, liquids or chemicals and/or petrochemicals; and (2) carbon or alloy steel pipes which are cut, welded, punched or drilled for the purpose of transmitting or processing gas, liquids or chemicals and/or petrochemicals. Please compare this product to other FSS products generally (i.e., not to other FSS products specified in this question):\_\_\_\_\_.

<sup>2</sup> Solar steel beams includes fabricated steel beams designed for the exclusive use of supporting solar panels and related components. Please compare this product to other FSS products generally (i.e., not to other FSS products specified in this question):\_\_\_\_\_.

<sup>3</sup> This category includes in-scope FSS parts which are used in pre-engineered metal building systems. (See p. 3 for a detailed definition of pre-engineered metal building systems.) Please compare this product to other FSS products generally (i.e., not to other FSS products specified in this question):\_\_\_\_\_.

<sup>4</sup> Data will populate into these lines from data entered in question IV-7 and will remove any of the specific products reported above in this question.

- IV-11. **Employment data.**--Report your firm's total employment-related data (i.e., related to the production of fabricated structural steel and any other product produced by your firm) and provide an explanation for any trends in these data.

***"Production and Related Workers" (PRWs)*** includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to September periods, calculate similarly and divide by 9.

If your firm had the same number of PRWs in all calendar years and had not experienced any changes in PRWs in the most recent interim period, you would have the same number of PRWs for the interim periods, regardless of whether the interim periods are Jan-Mar (Q1), Jan-June (Q1+Q2), or Jan-Sept (Q1+Q2+Q3).

***"Hours worked"*** includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

***"Wages paid"*** --Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

**IV-11. Employment data.—Continued**

Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
<b>Average number of PRWs (number).</b> -- <i>Involved in production of FSS</i> (Fabrication, welding, and other floor-based occupations)					
<i>Involved in production of FSS</i> (Design, clerical, sales, and other office-based occupations)					
Involved in FSS production	0	0	0	0	0
Involved in all production other than FSS					
Total	0	0	0	0	0
<b>Hours worked by PRWs (1,000 hours).</b> -- <i>Involved in production of FSS</i> (Fabrication, welding, and other floor-based occupations)					
<i>Involved in production of FSS</i> (Design, clerical, sales, and other office-based occupations)					
Involved in FSS production	0	0	0	0	0
Involved in all production other than FSS					
Total	0	0	0	0	0
<b>Wages paid to PRWs (\$1,000).</b> -- <i>Involved in production of FSS</i> (Fabrication, welding, and other floor-based occupations)					
<i>Involved in production of FSS</i> (Design, clerical, sales, and other office-based occupations)					
Involved in FSS production	0	0	0	0	0
Involved in all production other than FSS					
Total	0	0	0	0	0

Please explain trends in this data, including any issues related to general or skilled labor availability:

IV-12. **Related firms.**--If your firm reported transfers to related firms in question IV-7, please identify the firm(s) and indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

--

IV-13. **Purchases.**--Has your firm purchased fabricated structural steel produced in the United States or in other countries since January 1, 2016? (Do not include imports for which your firm was the importer of record. These should be reported in an importer questionnaire).

**“Purchase”** – A transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

**“Import”** –A transaction to buy from a foreign supplier where your firm is the importer of record.

<b>No</b>	<b>Yes</b>	<b>If yes--Report such purchases in the table below and explain the reasons for your firms' purchases.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

*Note:* If your firm served as the importer of record for any purchases from foreign suppliers, either for your own account or as a service for another entity, those purchases are to be considered "imports" not "purchases" and **should not** be included in the table below

<b>(Quantity in short tons)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
<b>Purchases from U.S. importers<sup>1</sup> of fabricated structural steel from—</b>					
Canada					
China					
Mexico					
All other sources					
<b>Purchases from domestic producers<sup>2</sup></b>					
<b>Purchases from other sources<sup>2</sup></b>					
<p><sup>1</sup> Please list the name of the importer(s) from which your firm purchased this product. If your firm’s import suppliers differ by source, please identify the source for each listed supplier: _____.</p> <p><sup>2</sup> Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.</p>					

IV-14. **Imports.**--Since January 1, 2016, has your firm imported fabricated structural steel?

No	Yes	
<input type="checkbox"/>	<input type="checkbox"/>	<b>If yes--<u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u></b>

IV-15. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV for which a narrative box was not provided, 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 V.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Joanna Lo (202-205-1888, [joanna.lo@usitc.gov](mailto:joanna.lo@usitc.gov)).

V-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 V.

Name	
Title	
Email	
Telephone	

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

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

\_\_\_\_\_

Note.--Please note that we are requesting that your firm report financial data on a calendar year basis.

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include fabricated structural steel:

\_\_\_\_\_

2. Does your firm prepare profit/loss statements for the in-scope fabricated structural steel:

Yes       No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.

Audited,    Unaudited,    Annual reports,    10-Ks,    10-Qs,  
 Monthly,    Quarterly,    Semi-annually,    Annually

4. Accounting basis:  GAAP,    Cash,    Tax, or    Other comprehensive basis of accounting (specify) \_\_\_\_\_

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes fabricated structural steel, as well as specific statements and worksheets) used to compile these data.*

V-3. **Job order cost accounting system.**--Does your firm use job order cost accounting?

<b>Yes</b>	<b>No</b>	<b>If no--In the space below, please briefly describe your firm's cost accounting system (e.g., standard cost, batch, etc.).</b>
<input type="checkbox"/>	<input type="checkbox"/>	

V-4a. **Allocation basis.**--Briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses. If your firm provided services (e.g. design and engineering and/or erection and installation), please provide details on your allocation basis related to those services as they appear in your accounting books and records.

Allocated item	✓ if item includes costs for design/engineering	✓ if item includes costs for erection/installation	Explanation of allocation basis
COGS	<input type="checkbox"/>	<input type="checkbox"/>	
SG&A	<input type="checkbox"/>	<input type="checkbox"/>	
Interest expense	<input type="checkbox"/>	<input type="checkbox"/>	
Other income	<input type="checkbox"/>	<input type="checkbox"/>	
Other expenses	<input type="checkbox"/>	<input type="checkbox"/>	
Other:	<input type="checkbox"/>	<input type="checkbox"/>	

V-4b. **Allocation methodology for removing out-of-scope products and/or services.**--Please describe the methodology used to allocate revenues and costs, if any, related to the operations of in-scope fabricated structural steel to be reported in V-9a, and explain how you removed the revenues and costs associated with your operations of out-of-scope products and/or services. If possible, provide the formulas you used to compile the in-scope financial information (e.g. how you removed the shared SG&A for out-of-scope products and/or services).

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (e.g. income statements of business units, audited financial statements, general ledgers, and source documents such as sales journal, invoices, etc.) used to compile these data.*

V-5a. **Product(s) listing.**--Did your firm produce out-of-scope product(s) in the same facilities in which your firm produced in-scope fabricated structural steel in 2018?

No                       Yes--Provide the share of net sales accounted for by these products in 2018.

Product		Share of sales in 2018
<b>In-scope</b>	Fabricated structural steel	%
<b>Out-of-scope products<sup>1</sup></b>	Certain rebar	%
	Bridges and bridge sections	%
	Pre-engineered building systems	%
	Roof and floor decking systems	%
	Open web steel bar joists and joist girders	%
	Scaffolding and parts	%
	Access flooring system panels and accessories	%
	Certain steel poles and components (e.g. traffic, communication, OEM round or polygonal tapered poles, and etc.)	%
	Other out-of-scope products: <sup>2</sup> (list)	%

<sup>1</sup> See definitions on pages 2-4 for a complete list and details related to out-of-scope products.  
<sup>2</sup> Additional out-of-scope products may include machinery, specialty, ornamental steel fabrication, certain stairs/ladders/rails/gates, and/or other items.

V-5b. **Design and engineering services.**--Since January 1, 2016, has your firm provided design and engineering services as part of fabrication operations (e.g. designing fabricated pieces as part of an order)? Do not include any design and/or engineering services provided by your firm not directly related to the production of fabricated structural steel.

<b>No</b>	<b>Yes</b>	<b>If yes--Provide the share of sales in 2018 for these design and engineering services:                      percent. Also describe the extent and capabilities of your firm's design and engineering services and indicate where in question V-9a these costs are reported (i.e. COGS or SG&amp;A).</b>
<input type="checkbox"/>	<input type="checkbox"/>	

V-5c. **Installation and erection services (out-of-scope).**--Since January 1, 2016, has your firm provided post-production installation and erection services in addition to fabrication operations?

<b>No</b>	<b>Yes</b>	<b>If yes--Provide the share of sales in 2018 for these design and engineering services:                      percent. Also describe the extent and capabilities of your firm's installation and erection services and indicate how (or whether) your firm was able to remove any data relating these out-of-scope downstream services from the reported revenue and cost data reported in question V-9a.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

Questions V-6 to V-19 pertain to the revised scope of this proceeding.  
 Do not include data on out-of-scope products or services in your responses.

V-6. **Inputs from related suppliers.**--Does your firm purchase **inputs** (raw materials, labor, energy, or services) used in the production of fabricated structural steel from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?

<b>Yes--Continue to question V-7</b>	<b>No--Continue to question V-9a.</b>
<input type="checkbox"/>	<input type="checkbox"/>

V-7. **Inputs from related suppliers detailed.**--Please identify the inputs used in the production of fabricated structural steel that your firm purchased from related suppliers and that are reflected in question V-9a. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in your company's own accounting system, of the purchase cost from the related supplier; e.g., the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input <sup>1</sup>	Related supplier <sup>2</sup>	Share of total COGS in 2018
<sup>1</sup> Input valuation as recorded in the firm's accounting books and records: <sup>2</sup> Briefly explain how this supplier is related to your firm (e.g. same parent, part ownership):		

V-8. **Inputs purchased from related suppliers.**--Please confirm that the inputs purchased from related suppliers, as identified in V-7, will be reported in V-9a (financial results on fabricated structural steel) in a manner consistent with your firm's accounting books and records.

<b>Yes</b>	<b>No</b>	<b>If no--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in question V-9a.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

V-9a. **Operations on fabricated structural steel.**--Report the revenue and related cost information requested below on the fabricated structural steel operations of your firm's U.S. establishment(s) in the specified periods.<sup>1</sup> If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Joanna Lo at (202) 205-1888 or [joanna.lo@usitc.gov](mailto:joanna.lo@usitc.gov) before completing this section of the questionnaire.

- Report internal consumption and transfers to related firms at fair market value.
- Do not report resales of fabricated structural steel.
- Do not include any data for out-of-scope products.
- Do not include any revenue or costs for out-of-scope erection and installation services.

<b>Quantity (in short tons) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales ("CS") (A)					
Internal consumption ("IC") (B)					
Transfers to related firms ("Transfers") (C)					
Total net sales quantities (D)	0	0	0	0	0
<b>Net sales values:<sup>2</sup></b>					
Commercial sales (E)					
Internal consumption (F)					
Transfers to related firms (G)					
Total net sales values (H)	0	0	0	0	0
<b>Cost of goods sold (COGS):<sup>3</sup></b>					
Raw materials (I)					
Direct labor (J)					
Other factory costs (K)					
Total COGS (L)	0	0	0	0	0
<b>Gross profit or (loss) (M)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses (N)					
General & administrative expenses (O)					
Total SG&A expenses (P)	0	0	0	0	0
<b>Operating income (loss) (Q)</b>	0	0	0	0	0
<b>Other expenses and income:</b>					
Interest expense (R)					
All other expense items (S)					
All other income items (T)					
<b>Net income or (loss) before income taxes (U)</b>	0	0	0	0	0
<b>Depreciation/amortization included above (V)</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. If your sales are on a delivered basis, freight costs, if included, should be included in selling expenses only (freight costs cannot be included as part of COGS). The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

<sup>3</sup> COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

V-9b. **Freight costs.**--Do the responses in question V-9a include freight out to your customers as a selling expense in row N? **Note: freight out cannot be reported in COGS (rows I, J, K, and L).**

<b>Yes--Continue to question V-9c.</b>	<b>No--Continue to question V-9d.</b>
<input type="checkbox"/>	<input type="checkbox"/>

V-9c. **Commercial sales sold on a delivered basis.**--Are your firm's commercial sales of fabricated structural steel reported in question V-9a sold on a delivered basis and therefore include freight to your customers?

			<b>If other</b> --Please explain and provide a share of commercial sales in 2018 that were sold on a delivered basis and included freight, if applicable. Include explanation on whether your firm's commercial sales are sold to end users/job site or to other channels (listed in question IV-8).
<b>Yes</b>	<b>No</b>	<b>Other</b>	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

V-9d. **Financial data checklist.**--Please check that the financial data in question V-9a have been correctly reported.

<b>Confirm the following regarding your financial data in question V-9a:</b>	<b>√ if Yes</b>
In \$1,000 dollars ( <i>not</i> actual dollars)?	<input type="checkbox"/>
Include only the in-scope fabricated structural steel?	<input type="checkbox"/>
Include design and engineering for in-scope fabrication?	<input type="checkbox"/>
Exclude revenue and costs for post-production out-of-scope erection/installation?	<input type="checkbox"/>
Net Sales (CS, IC, and Transfers) exclude discounts, returns, allowances, and prepaid freight?	<input type="checkbox"/>
COGS excludes finished goods freight out to customers?	<input type="checkbox"/>
<b>If you did not √ Yes in any of the boxes above, go back to V-9a and revise your responses.</b>	

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

		<b>If no</b> --For items reported after operating income (loss) in row Q, check the signs reported (rows R, S, and T). The two expense items in rows R and S should report positive numbers (i.e., expenses are positive and incomes or reversals are negative--instances of the latter should be rare in rows R and S) while the other income reported in row T should have positives values in most instances (i.e., income is positive, expenses or reversals are negative). If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.
<b>Yes</b>	<b>No</b>	
<input type="checkbox"/>	<input type="checkbox"/>	

V-9f. **Raw materials.**--Please report the share of total raw material costs in 2018 (reported in V-9a, row I) for the specified raw material inputs below. Exclude any raw materials for the production of out-of-scope products listed on pages 2-4.

Note.--The term "your firm" should include only the facilities listed in question I-2a and reported in question III-9a (row I). If you procured raw materials from related firms listed in question V-7, check "primarily purchased by your firm" below.

Input	Share of total raw material costs (percent)	Procurement method	
		Primarily produced by your firm	Primarily purchased by your firm
Steel plates (carbon & alloy, including stainless)		<input type="checkbox"/>	<input type="checkbox"/>
Structural steel shapes & other steel mill products <sup>1</sup>		<input type="checkbox"/>	<input type="checkbox"/>
Fabrication supplies <sup>2</sup>		<input type="checkbox"/>	<input type="checkbox"/>
Other raw material inputs <sup>3</sup>		<input type="checkbox"/>	<input type="checkbox"/>
Total (should sum to 100 percent)	0.0		

<sup>1</sup> **Structural steel shapes** (e.g. angles, beams, channels, columns, flange shapes, girders, HSS, sheet piling, structural steel pipes and tubes, and tees).

<sup>2</sup> **Fabrication supplies** are materials needed to cut, drill, weld, join, bolt, bend, punch, pressure fit, mold, adhere, or other process (e.g. epoxy, bolts, weld wire).

<sup>3</sup> Please **list other notable "other" raw materials** not expressly identified above (e.g. paint, oil/gas, other components) and **provide the share of the total raw material costs accounted for by these "other" raw materials:**

V-9g. **Raw materials checklist.**--Please check that the raw materials information in question V-9f has been correctly reported.

Confirm the following regarding your responses in question V-9e:	√ if Yes
Include only raw materials used for in-scope fabricated structural steel?	<input type="checkbox"/>
Reflect the raw materials reported in question V-9a, row I?	<input type="checkbox"/>
Inputs from "your firm" are from the facilities listed in question I-2a?	<input type="checkbox"/>
Inputs from affiliated companies are purchases listed in question V-7?	<input type="checkbox"/>
"Other" raw materials, if any, are listed in footnote 3?	<input type="checkbox"/>
Total sums to 100 percent?	<input type="checkbox"/>
<b>If you did not √ Yes in any of the boxes above, go back to V-9e and revise your responses.</b>	

V-10a. **Nonrecurring items (charges and gains) included in the subject product financial results.**--For each annual and interim period for which financial results are reported in question V-9a, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific question V-9a row number where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in question V-9a; i.e., if an aggregate nonrecurring item has been allocated to question V-9a, only the allocated value amount included in question V-9a should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results of the subject product in question V-9a.

Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
	<b>Value (\$1,000)</b>				
Nonrecurring item 1					
Nonrecurring item 2					
Nonrecurring item 3					
Nonrecurring item 4					
Nonrecurring item 5					
Nonrecurring item 6					
Nonrecurring item 7					

**Nonrecurring item:** In this table please provide a brief description of each nonrecurring item reported above and indicate the specific row letter in table V-9a where the nonrecurring item is classified.

	Description of the nonrecurring item	Income statement classification of the specific nonrecurring item (row letter in V-9a)
Nonrecurring item 1		Row
Nonrecurring item 2		Row
Nonrecurring item 3		Row
Nonrecurring item 4		Row
Nonrecurring item 5		Row
Nonrecurring item 6		Row
Nonrecurring item 7		Row



V-10b. **Summary of nonrecurring item in income statement.**--Please check where the nonrecurring items reported in question V-10a and the where these are reported in question V-9a.

<b>Summary of nonrecurring items in question V-10a and where these items appear in question V-9a:</b>	<b>√ if applicable</b>
Raw materials (row I)?	<input type="checkbox"/>
Direct labor (row J)?	<input type="checkbox"/>
Other factory costs (row K)?	<input type="checkbox"/>
Selling costs (row N)?	<input type="checkbox"/>
General & administrative (row O)?	<input type="checkbox"/>
Interest expense (row R)?	<input type="checkbox"/>
All other expense items (row S)?	<input type="checkbox"/>
All other income items (row T)?	<input type="checkbox"/>

V-11. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.**--If non-recurring items were reported in question V-10a above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., just as responses to question V-10b identify where these items are reported in question V-9a.

V-12. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of fabricated structural steel. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for fabricated structural steel in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question V-9a. Provide data for calendar years 2016, 2017, and 2018.

**Note:** Total assets should reflect net assets after any accumulated depreciation and allowances deducted.

Total assets should be allocated to the in-scope fabricated structural steel if these assets are also related to out-of-scope products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)			
Item	Calendar years		
	2016	2017	2018
Total assets (net) <sup>1 2</sup>			
<sup>1</sup> List the top assets (e.g. accounts receivables, inventories, PP&E, intangibles) _____ <sup>2</sup> Describe substantial changes in asset values _____			

V-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development ("R&D") expenses for fabricated structural steel. Provide data for calendar years 2016, 2017, 2018, and for the specified interim periods.

Value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
Capital expenditures <sup>1</sup>					
R&D expenses <sup>2</sup>					
<sup>1</sup> Please describe the nature, focus, and significance of these capital expenditures: _____ <sup>2</sup> Please describe the nature, focus, and significance of these R&D expenses: _____					

If your firm did not incur any capital expenditures and/or R&D expenses above, please explain:

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V-14. **Assets, capital expenditures, and R&D checklist.**--Please check that the assets, capital expenditures, and R&D information in question V-12 and V-13 are complete.

Confirm the following regarding your responses in questions V-12 and V-13:	√ if Yes
Top assets are listed in question V-12, footnote 1?	<input type="checkbox"/>
Substantial changes in assets are described in question V-12, footnote 2?	<input type="checkbox"/>
Capital expenses are described in question V-13, footnote 1, if applicable?	<input type="checkbox"/>
R&D are described in question V-13, footnote 2, if applicable?	<input type="checkbox"/>
Provided explanations if your firm did not have capital expenditures or R&D?	<input type="checkbox"/>
<b>If you did not √ Yes in any of the boxes above, go back to V-9e and revise your responses.</b>	

V-15. **Data completeness, consistency, and reconciliation.**--For the data provided in "PART IV: TRADE

DATA” and “PART V: FINANCIAL DATA”, please check that all responses, if relevant, were entered and that the data provided are consistent and reconcile.

<b>Confirm the following to ensure that your responses are complete for PART IV and PART V:</b>	<b>v if Yes</b>
All periods requested have been accounted for (no blank columns) unless your firm was not a U.S. producer for that period?	<input type="checkbox"/>
All footnotes, if relevant, have been filled out?	<input type="checkbox"/>

*RECONCILIATION OF TRADE VS FINANCIAL DATA.--Please ensure that the quantities and values reported for total shipments in part IV equal the quantities and values reported for total net sales in part V of this questionnaire in each time period. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.*

Reconciliation	Calendar years			January-September	
	2016	2017	2018	2018	2019
<b>Quantity:</b> Trade data from question IV-7 (rows D + F + H + J + L) less financial total net sales quantity data from question V-9a (row D) = zero ("0").	0	0	0	0	0
<b>Value:</b> Trade data from question IV-7 (rows E + G + I + K + M) less financial total net sales value data from question V-9a (row H) = zero ("0").	0	0	0	0	0

Do these data in question V-9a reconcile with data in question IV-7?

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

*Note.--The quantities and values reported in question V-9a should reconcile with the data reported in question IV-7 (including export shipments).*

V-16. **Effects of imports on investment.**--Since January 1, 2016, has your firm experienced any actual negative effects on its return on investment or the scale of capital investments as a result of imports of fabricated structural steel from Canada, China, and/or Mexico?

<b>No</b>	<b>Yes</b>	<b>If yes, my firm has experienced actual negative effects as follows.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

<i>(check as many as appropriate)</i>		<i>(please describe, including specific dates where applicable)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Other	

V-17. **Effects of imports on growth and development.**--Since January 1, 2016, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of fabricated structural steel from Canada, China, and/or Mexico?

<b>No</b>	<b>Yes</b>	<b>If yes, my firm has experienced actual negative effects as follows.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

<i>(check as many as appropriate)</i>		<i>(please describe, including specific dates where applicable)</i>
<input type="checkbox"/>	Rejection of bank loans	
<input type="checkbox"/>	Lowering of credit rating	
<input type="checkbox"/>	Problem related to the issue of stocks or bonds	
<input type="checkbox"/>	Ability to service debt	
<input type="checkbox"/>	Other	

V-18. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of fabricated structural steel from Canada, China, and/or Mexico?

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

V-19. **Other explanations.**--If your firm would like to further explain a response to a question in Part V for which a narrative box was not provided, 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:

[https://www.usitc.gov/investigations/701731/2019/fabricated\\_structural\\_steel\\_canada\\_china\\_and/final.htm](https://www.usitc.gov/investigations/701731/2019/fabricated_structural_steel_canada_china_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:** **FABS**

- **E-mail.**—E-mail the MS Word questionnaire to [Jordan.harriman@usitc.gov](mailto:Jordan.harriman@usitc.gov); include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

**If your firm does not produce 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.