

FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE

STEEL NAILS FROM THE UNITED ARAB EMIRATES

This questionnaire must be received by the Commission by **May 5, 2023**
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 review of the antidumping duty order concerning steel nails from the United Arab Emirates ("UAE") (Inv. No. 731-TA-1185 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

Name of firm _____

Address _____

Website _____

Has your firm produced or exported steel nails (as defined on next page) from the UAE at any time since January 1, 2017?

☐ **NO** (Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)

☐ **YES** (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)

Return questionnaire via the Commission **Drop Box** by clicking on the following link:

<https://dropbox.usitc.gov/oinv/>. (PIN: **NAIL**)

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 or reviews 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 proceeding 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

Phone: _____

Signature

Email address

PART I.--GENERAL INFORMATION

Background.--On May 10, 2012, the Department of Commerce ("Commerce") issued an antidumping duty order on imports of steel nails from the UAE. On September 1, 2022, the Commission instituted a review pursuant to section 751(c) of the Tariff Act of 1930 (19 U.S.C. § 1675(c)) (the Act) to determine whether revocation of the order would be likely to lead to continuation or recurrence of material injury to the domestic industry within a reasonably foreseeable time. If both the Commission and Commerce make an affirmative determination, the order will remain in place. If either the Commission or Commerce makes a negative determination, Commerce will revoke the order. Questionnaires and other information pertinent to this proceeding are available at <https://ids.usitc.gov/case/3217/investigation/8273>.

Steel nails covered by this order includes certain steel nails having a shaft length up to 12 inches. Certain steel nails include, but are not limited to, nails made of round wire and nails that are cut. Certain steel nails may be of one piece construction or constructed of two or more pieces. Certain steel nails may be produced from any type of steel, and have a variety of finishes, heads, shanks, point types, shaft lengths and shaft diameters. Finishes include, but are not limited to, coating in vinyl, zinc (galvanized, whether by electroplating or hot-dipping one or more times), phosphate cement, and paint. Head styles include, but are not limited to, flat, projection, cupped, oval, brad, headless, double, countersunk, and sinker. Shank styles include, but are not limited to, smooth, barbed, screw threaded, ring shank and fluted shank styles. Screw-threaded nails subject to this order are driven using direct force and not by turning the fastener using a tool that engages with the head. Point styles include, but are not limited to, diamond, blunt, needle, chisel and no point. Certain steel nails may be sold in bulk, or they may be collated into strips or coils using materials such as plastic, paper, or wire.

Certain steel nails subject to this order are currently classified under the Harmonized Tariff Schedule of the United States (HTSUS) subheadings 7317.00.55, 7317.00.65, and 7317.00.75.

Excluded from the scope of this order are steel nails specifically enumerated and identified in ASTM Standard F 1667 (2011 revision) as Type I, Style 20 nails, whether collated or in bulk, and whether or not galvanized.

Also excluded from the scope of this order are the following products:

- non-collated (i.e., hand-drive or bulk), two-piece steel nails having plastic or steel washers (caps) already assembled to the nail, having a bright or galvanized finish, a ring, fluted or spiral shank, an actual length of 0.500" to 8", inclusive; an actual shank diameter of 0.1015" to 0.166", inclusive; and an actual washer or cap diameter of 0.900" to 1.10", inclusive;
- non-collated (i.e., hand-drive or bulk), steel nails having a bright or galvanized finish, a smooth, barbed or ringed shank, an actual length of 0.500" to 4", inclusive; an actual shank diameter of 0.1015" to 0.166", inclusive; and an actual head diameter of 0.3375" to 0.500", inclusive;
- wire collated steel nails, in coils, having a galvanized finish, a smooth, barbed or ringed shank, an actual length of 0.500" to 1.75", inclusive; an actual shank diameter of 0.116" to 0.166", inclusive; and an actual head diameter of 0.3375" to 0.500", inclusive;
- non-collated (i.e., hand-drive or bulk), steel nails having a convex head (commonly known as an umbrella head), a smooth or spiral shank, a galvanized finish, an actual length of 1.75" to 3", inclusive; an actual shank diameter of 0.131" to 0.152", inclusive; and an actual head diameter of 0.450" to 0.813", inclusive;
- corrugated nails. A corrugated nail is made of a small strip of corrugated steel with sharp points on one side;
- thumb tacks, which are currently classified under HTSUS 7317.00.10;

- fasteners suitable for use in powder-actuated hand tools, not threaded and threaded, which are currently classified under HTSUS 7317.00.20 and 7317.00.30;
- certain steel nails that are equal to or less than 0.0720 inches in shank diameter, round or rectangular in cross section, between 0.375 inches and 2.5 inches in length, and that are collated with adhesive or polyester film tape backed with a heat seal adhesive; and
- fasteners having a case hardness greater than or equal to 50 HRC, a carbon content greater than or equal to 0.5 percent, a round head, a secondary reduced-diameter raised head section, a centered shank, and a smooth symmetrical point, suitable for use in gas-actuated hand tools.

While the HTSUS subheadings are provided for convenience and customs purposes, the written description of the scope of this order 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, purchaser and/or foreign producer 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.

Valid number error messages.--If you are completing this form in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from Alejandro Orozco (202-205-3177, Alejandro.Orozco@usitc.gov).

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

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 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 send any such comments to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

- I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire.

"Establishment"--Each facility of a firm in the UAE involved in the production or export of steel nails, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities. Firms operating more than one establishment in the UAE should combine the data for all establishments into a single report.

--

I-3. **Stock symbol information.**--If your firm or any of the entities reported in question I-2 are publicly traded in the United States, please specify the stock exchange and trading symbol (including American Depositary Receipts, if applicable): _____.

I-4. **External counsel.**--If your firm or parent firm 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-5. **U.S. importers.**--Please provide the names, contacts, email addresses, and telephone numbers of the **TEN** largest U.S. importers of your firm's steel nails since January 1, 2017.

No.	Importer's name	Contact person	Email address	Area code and telephone number	Share of your firm's 2022 U.S. exports (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

“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.

- I-6. **Related producers.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce steel nails in the United States or other countries?

No	Yes	If yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire.
<input type="checkbox"/>	<input type="checkbox"/>	

- I-7. **Related U.S. importers.**--Does your firm or any related firm import or have any plans to import steel nails into the United States?

No	Yes	If yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire.
<input type="checkbox"/>	<input type="checkbox"/>	

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Alejandro Orozco (202-205-3177, Alejandro.Orozco@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Name	
Title	
Email	
Telephone	

- II-2a. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of steel nails since January 1, 2017.

<i>Check as many as appropriate.</i>		<i>If checked, please describe the nature, date(s), and significance of any such reported changes as well as the business reasons for them; leave completely blank if not applicable.</i>
<input type="checkbox"/>	Plant openings	
<input type="checkbox"/>	Plant closings	
<input type="checkbox"/>	Prolonged shutdowns	
<input type="checkbox"/>	Production curtailments	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Weather-related or force majeure events	
<input type="checkbox"/>	Other (e.g., technology, labor agreements)	

- II-2b. **COVID-19 pandemic.**—Since January 1, 2020, has the COVID-19 pandemic or have any government actions taken to contain the spread of the COVID-19 virus resulted in changes in relation to your firm's supply chain arrangements, production, and sales (including exports to the United States) relating to steel nails? In your response, please discuss the duration and timing of any such changes as they relate to your firm's operations.

No	Yes	If yes, describe these changes including a separate discussion of the (a) supply chain impact, and (b) production and sales impact of the COVID-19 pandemic.
<input type="checkbox"/>	<input type="checkbox"/>	

- II-2c **Anticipated changes in operations.**—Does your firm anticipate any changes in the character of its operations or organization relating to the production of steel nails in the future?

No	Yes	If yes, supply details as to the time, nature, and significance of such anticipated changes and describe the underlying assumptions and business reasons for them.
<input type="checkbox"/>	<input type="checkbox"/>	

- II-3a. **Production using same machinery.**--Please report your firm's production of products using the same equipment, machinery, or employees as used to produce steel nails, and the combined production capacity (both installed and practical capacity) on this shared equipment, machinery, or employees in the periods indicated.

"Installed overall capacity" – The level of production that your establishment(s) could have attained, assuming your firm's *optimal* product mix, and based solely on *existing capital investments*, i.e., machinery and equipment that is in place and ready to operate. This capacity measure does not take into account other constraints to production such as existing workforce constraints, availability of raw materials, or downtime for maintenance, repair, and clean-up. This capacity measure is sometimes referred to as "nameplate" or "theoretical" capacity.

"Practical overall capacity" – The level of production that your establishment(s) could reasonably have expected to attain, taking into account your firm's *actual* product mix over the period. This capacity measure is based on not only existing capital investments, i.e., machinery and equipment that is in place and ready to operate; but also non-capital investment constraints, such as (1) normal operating conditions, including normal downtime for maintenance, repair, and cleanup; (2) your firm's existing in place and readily available labor force; (3) availability of material inputs; and (4) any other constraints that may have limited your firm's ability to produce the reported products. Importantly, this capacity measure is the maximum "practical" production your firm could have achieved without hiring new personnel or expanding the number of shifts operated in the period.

"Practical steel nails capacity" – The level of production of steel nails that your establishment(s) could reasonably have expected to attain. The same assumptions apply to this capacity measure as for practical overall production capacity, but only includes the portion of practical overall production capacity allocated to the production of steel nails based on the actual product mix experienced over the period.

Takes into account	Installed overall capacity	Practical overall capacity	Practical steel nails capacity
Existing capital investments	Yes	Yes	Yes
Product mix	Yes	Yes	Yes
Normal downtime, maintenance, repair and clean-up	No	Yes	Yes
Existing labor force	No	Yes	Yes
Availability of material inputs	No	Yes	Yes
Actual number of shifts and hours operated	No	Yes	Yes
Limited to steel nails	No	No	Yes

"Production" --All production in your establishment(s) in the UAE, including production consumed internally within your firm.

II-3a. **Production using same machinery.**—*Continued*

Item	Quantity (in short tons)				
	Calendar year			January-March	
	2020	2021	2022	2022	2023
Capacity measures:					
Installed overall capacity ¹					
Practical overall capacity ^{1 2}					
Practical <i>steel nails</i> capacity ^{3 4}	0	0	0	0	0
Production of:					
Steel nails ^{3 4}	0	0	0	0	0
Other (i.e., out-of-scope) products ⁵					
Total production using same machinery or workers	0	0	0	0	0

¹ Quantities reported for both "installed overall" and "practical overall" capacity should each individually be greater than quantities reported for total production (last line). Additionally, quantities reported for "installed overall" capacity should be greater than "practical overall" capacity in every period.

² Please provide details in your response to the question on capacity constraints in question II-3d below that explain the differences reported between "installed" overall production capacity and "practical" overall production capacity.

³ Quantities reported for practical steel nails production capacity should be greater than the quantities reported for production of steel nails in each period; if not, revise prior to submission to the Commission. Additionally, if your firm reports the production of no other products on the same machinery and using the same workers as steel nails then "practical overall" and "practical steel nails" capacity measures should be equal to each other.

⁴ Data on steel nails production and practical steel nails capacity will populate in this grid once reported in question II-13.

⁵ Please identify these products: _____.

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

Hours per week	Weeks per year

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

--

- II-3d. **Practical overall production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's practical overall production capacity over the period reported in question II-3a. If different constraints were binding over different periods reported, please specify when each constraint was limiting your reported practical overall production capacity. If a constraint was not actually binding over the period reported, but was still a constraint to achieving the installed capacity level, indicate at what level it would have been binding.

Constraint (check as many as appropriate)		Description (If checked, please describe the details, timing, and duration of the constraint; leave completely blank if not applicable)
<input type="checkbox"/>	Production bottlenecks	
<input type="checkbox"/>	Existing labor force	
<input type="checkbox"/>	Supply of material inputs	
<input type="checkbox"/>	Fuel or energy	
<input type="checkbox"/>	Storage capacity	
<input type="checkbox"/>	Logistics/transportation	
<input type="checkbox"/>	Other constraints (list the specific constraints in the description field)	

- II-3e. **Reaching installed overall production capacity.**--Please describe and quantify the amount of time it would take and the additional actions that would be needed (e.g., hiring new workers, expanding shifts, procuring larger sources of raw material supply, etc.) for your firm to be able to fully utilize the reported installed overall production capacity reported in II-3a.

--

- II-3f. **Excess capacity:** To the extent that your company is reporting excess capacity, please report, with specificity: (1) which machines or equipment (or other elements of production) would need to be brought back into production for your plant to operate at full capacity, and (2) the specific dates on which such machines or equipment were last used by your plant to produce steel nails.

--

II-4. **Product shifting.**—

- (a) Is your firm able to switch production (capacity) between steel nails 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.

- II-5. **Capacity checklist.**--Please check that the capacity numbers reported in question II-3a follow the Commission's relevant definitions for capacity.

Item	✓ if Yes
Are all three capacity measures reported based on <u>currently installed machinery and equipment</u> (i.e., the reported capacity level would not require additional capital investments in order to achieve)?	<input type="checkbox"/>
Are practical overall production capacity and practical steel nails production capacity measures reported based on <u>existing labor force</u> (i.e., the reported capacity level would not require hiring additional production related workers or adding shifts)?	<input type="checkbox"/>
Are practical overall production capacity and practical steel nails production capacity measures based on <u>the actual availability of material inputs</u> ?	<input type="checkbox"/>
Do both practical overall production capacity and practical steel nails production capacity measures account for <u>normal downtime, maintenance, repair and clean-up</u> activities?	<input type="checkbox"/>
Does the difference between practical overall production capacity and practical steel nails production capacity equal the portion of practical overall production capacity that is dedicated to the production of out-of-scope products?	<input type="checkbox"/>

Note: If your firm is not able to answer "yes" to any of the above criteria as it relates to your firm's reported capacity levels, please revise your capacity numbers to be in conformance with the appropriate definition prior to submission to the Commission.

- II-6. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of steel nails? _____ percent.
- II-7. **Firm's estimated share of production in the UAE.**--Please estimate the percentage of total production of steel nails in the UAE accounted for by your firm's production in 2022. _____ percent.
- II-8. **Firm's estimated share of exports from the UAE.**--Please estimate the percentage of total exports to the United States of steel nails from the UAE accounted for by your firm's exports in 2022. _____ percent.
- II-9. **Third country trade actions.**--Is the steel nails exported by your firm subject to antidumping/countervailing duty/safeguard findings, remedies, or proceedings?

No	Yes	If yes— List the products(s), countries affected, and the date of such findings/remedies/proceedings
<input type="checkbox"/>	<input type="checkbox"/>	

- II-10. **Other export markets.**--Identify export markets (other than the United States) that your firm has developed or where it has increased its sales of steel nails since January 1, 2017. Please identify and discuss below.

--

- II-11. **Significance of antidumping duty order.**--Describe the significance of the existing antidumping duty order covering imports of steel nails from the UAE in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

--

- II-12. **Likely impact of revocation.**--Would your firm anticipate any changes in the character of its operations or organization, including its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of steel nails in the future if the antidumping duty order on steel nails from the UAE was to be revoked?

No	Yes	<p>If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions.</p> <p>Include in your response a specific projection of your firm's capacity to produce steel nails (in short tons) for 2023 and 2024.</p>
<input type="checkbox"/>	<input type="checkbox"/>	

- II-13. **Trade data.**--Report your firm's production capacity, production, shipments, and inventories related to the production of steel nails in your establishment(s) in the UAE during the specified periods. Do not include resales of steel nails that your firm did not produce in this question; those data to the degree they are exported to the United States should only be reported in question II-13.

Do not submit data by manufacturing facility if they are in the same country. If your firm has multiple manufacturing establishments within one country, you are required to combine data for those establishments within one foreign producer questionnaire response.

"Production" --All production in your establishment(s) in the UAE, including production consumed internally within your firm.

"Shipments" --Shipments of products produced in your establishment(s) in the UAE. Quantities reported should be net of returns. 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 in the UAE.

"Home market commercial shipments" --Shipments, other than internal consumption and transfers to related firms, within the UAE.

"Home market internal consumption/transfers to related firms" --Shipments made to related firms in the UAE, including product consumed internally by your firm.

"Export shipments" --Shipments to destinations outside the UAE, including shipments to related firms.

"Inventories" --Finished goods inventory, not raw materials or work-in-progress.

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

II-13. **Trade data.**--Continued.

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar year			January-March	
	2020	2021	2022	2022	2023
Practical steel nails capacity: ^{1 2} (Quantity) (A)					
Beginning-of-period inventories (Quantity) (B)					
Production: Collated steel nails (Quantity)					
Other than collated steel nails (Quantity)					
All in-scope steel nails (Quantity) (C)	0	0	0	0	0
Home market shipments: Internal consumption/transfers: Quantity (D)					
Value (E)					
Commercial shipments: Quantity (F)					
Value (G)					
Export shipments: to the United States: Quantity (H)					
Value (I)					
to the European Union: ³ Quantity (J)					
Value (K)					
to the Asia: ⁴ Quantity (L)					
Value (M)					
to all other markets: ⁵ Quantity (N)					
Value (O)					
Total exports (Quantity) (P)	0	0	0	0	0
Total shipments (Quantity) (Q)	0	0	0	0	0
End-of-period inventories (Quantity) (R)					

¹ The practical steel nails capacity should reflect the instructions included within question II-3a.

² 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: _____.

³ Identify your firm's principal *European Union* export markets: _____.

⁴ Identify your firm's principal *Asian* export markets: _____.

⁵ Identify your firm's principal *other* export markets: _____.

II-13. **Trade data.**--Continued.

RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line R) 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, J, L, and N). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Item	Calendar year			January-March	
	2020	2021	2022	2022	2023
B + C – D – F – H – J – L – N – R = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-14. **Exports not produced by your firm.**--Report your firm's exports of steel nails that were produced in the UAE but not by your firm during the specified periods. Note these data should **not** be included in question II-13.

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar year			January-March	
	2020	2021	2022	2022	2023
Exports of steel nails not produced by your firm:¹					
to the United States					
Quantity (S)					
Value (T)					
to the European Union ²					
Quantity (U)					
Value (V)					
to Asia ³					
Quantity (W)					
Value (X)					
to all other markets ⁴					
Quantity (Y)					
Value (Z)					
¹ List the producer(s). _____. ² Identify your firm's principal <i>European Union</i> export markets: _____. ³ Identify your firm's principal <i>Asian</i> export markets: _____. ⁴ Identify your firm's principal <i>other</i> export markets: _____.					

- II-15. **Total shipments by type and finish.**—Please provide the quantity and value of your firm's total shipments (inclusive of home market shipments, exports to the United States, and exports to all other markets) of steel nails in 2022 by type and finish.

Quantity (in short tons) and value (in \$1,000)		
Type and finish	Calendar year 2022	
	Quantity	Value
Collated:		
Bright (no finish) nails (AA)		
Galvanized nail (BB)		
Other nails (CC)		
All collated steel nails	0	0
Bulk:		
Bright (no finish) nails (DD)		
Galvanized nails (EE)		
Other nails (FF)		
All uncollated steel nails	0	0
All steel nails	0	0

***RECONCILIATION OF TOTAL SHIPMENTS BY TYPE AND FINISH.**--Please ensure that the total quantity and value reported for total shipments by type and finish equals the quantity and value reported for total shipments (i.e., lines D through O) in 2022. If the calculated field below returns a value other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Item	Calendar year 2022
Quantity: AA + BB + CC + DD + EE + FF – D – F – H – J – L – N = zero ("0"), if not revise.	0
Value: AA + BB + CC + DD + EE + FF – E – G – I – K – M – O = zero ("0"), if not revise.	0

- II-15. **Other explanations.**--If your firm would like to further explain a response to a question in Part II 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.

--

PART III.--MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Andrew Knipe (202-205-2390, andrew.knipe@usitc.gov).

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

Name	
Title	
Email	
Telephone	

- III-2. **Contract versus spot.**--Approximately what share of your firm's sales of steel nails in 2022 were on the basis of (1) short-term contracts, (2) annual contracts, (3) long-term contracts, and (4) spot sales?

Share of your 2022 sales	Type of sale				Total (should sum to 100.0%)
	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)	
Exports to the United States	%	%	%	%	0.0 %
Exports to markets other than the United States	%	%	%	%	0.0 %
Home market	%	%	%	%	0.0

- III-3. **Changes in factors affecting supply.**--Have changes in any factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) affected the availability of steel nails produced in the country specified on the certification page for export to the U.S. market, other export markets, or the home market, since January 1, 2017?

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

- III-4. **Future import supply.**--Do you anticipate any changes in terms of the availability of steel nails produced in the country specified on the certification page for export to the U.S. market in the future?

Increase	No change	Decrease	If you anticipate changes in supply, please identify the changes, including the timing and impact of such changes on shipment volumes and prices of exports to the United States.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- III-5. **Product shifting.**--Describe how easily your firm can shift its sales of steel nails between the U.S. market and alternative third country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or impede your firm from shifting exports of steel nails between the U.S. and alternative country markets within a 12-month period.

--

- III-6. **Product range.**--Is the product range, product mix, or marketing of steel nails in your home market different from that for your exports of steel nails to the United States or to third-country markets?

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

- III-7. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of steel nails in your firm's home market, for export to the United States, or for export to third-country markets since January 1, 2017 or do you anticipate any future changes?

No	Yes	If yes, please describe the changes, including the market(s) affected and when these changes occurred or are expected to occur.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-8. **Substitutes.** -- Have there been any changes in the number or types of products that can be substituted for steel nails since January 1, 2017 or do you anticipate any future changes?

No	Yes	If yes, explain the changes, noting when these changes occurred or are expected to occur.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-9. **Interchangeability.**--Are the steel nails produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's steel nails exported to the United States and/or to third-country markets?

Yes	No	If no, identify the market(s) and any differences in the products.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-10. **End uses.**--

- (a) Do the end uses of the steel nails that your firm manufactures and sells to your home market differ from those of the steel nails your firm exports to the U.S. market or to third-country markets?

No	Yes	If yes, please explain the differences.
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Have there been any changes in the end uses of steel nails since January 1, 2017 or do you anticipate any future changes?

No	Yes	If yes, explain the changes, noting when these changes occurred or are expected to occur.
<input type="checkbox"/>	<input type="checkbox"/>	

III-11. **Demand trends.**--Indicate how demand in the following markets for steel nails changed during the following periods, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Demand during 2017-19					
Home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Demand during 2020-22					
Home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand during 2023-24					
Home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Price comparisons.**--Please compare market prices of steel nails in your firm's home market, the United States, and third-country markets. Provide information as to time periods and regions for any price comparisons and note the sources for your market knowledge.

III-13. **Description of home market.**--Describe briefly your firm's home market for steel nails, including the number of suppliers serving the market and the degree of competition between them.

- III-14. **Import competition.**--Does your firm face competition from imports of steel nails in your firm's home market?

No	Yes	If yes, please identify the country sources of these imports.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-15. **Role of section 301 tariffs.**-- Did the tariffs on Chinese-origin products under section 301, or changes in these tariffs, have an impact on your firm's exports of steel nails to the United States?

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

- III-16. **Role of section 232 tariffs.**--Did the measures (e.g. tariffs, quotas, etc.) on imported steel/aluminum products under section 232, or changes in the measures (such as the level, coverage, or nature of the measures), have an impact on your firm's exports of steel nails to the United States?

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

- III-17. **Other explanations.**--If your firm would like to further explain a response to a question in Part III 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.

--

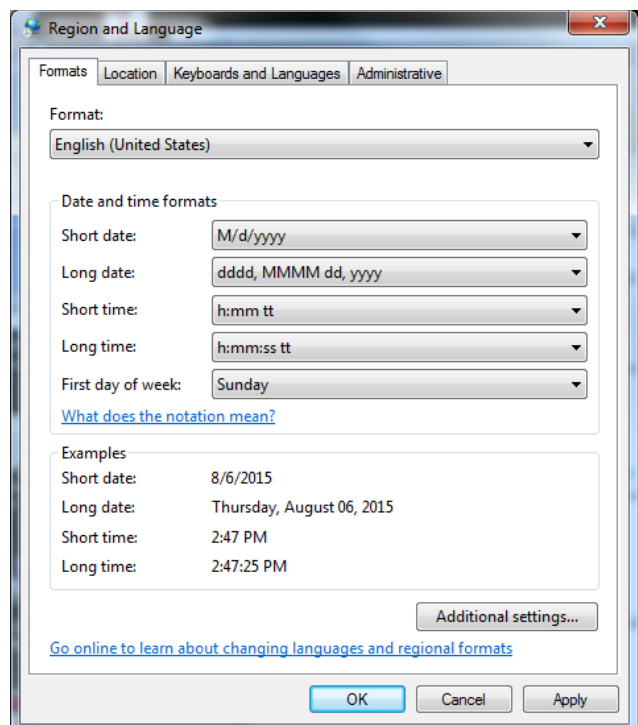
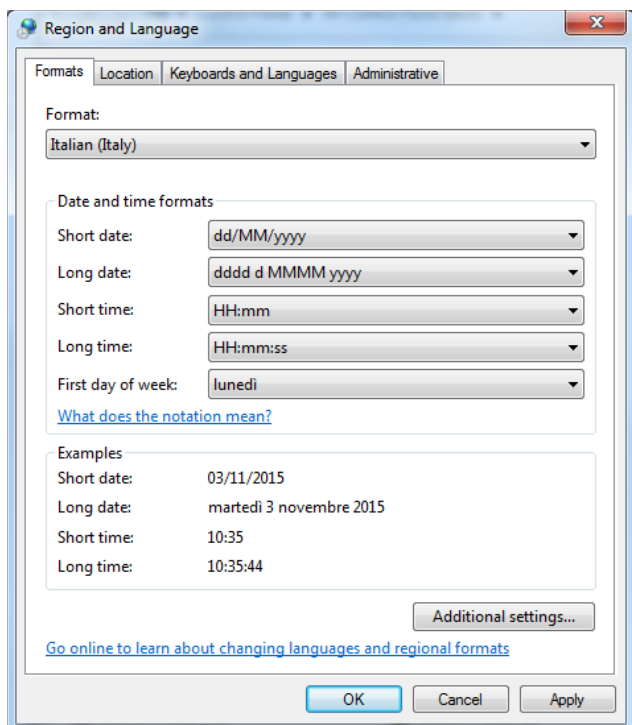
Correcting Valid number error messages.--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. This issues stem from your computer number formatting setting (e.g., not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (,) delineate multiples of 1000 and periods (.) delineate fractions less than one. Many EU countries use the reverse where multiples of 1000 are delineated with periods (.) and fractions less than one are delineated with commas (,). The U.S. International Trade Commission's questionnaires are set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU number formatting, we believe this may cause this issue.

The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete the questionnaire.

To temporarily change your computer's number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (e.g. "Italian (Italy)") to "English (United States)" (see screen shots below)

When you do this the number "twelve million dollars and thirty-five cents" would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the USITC foreign producer questionnaire form. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.



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://ids.usitc.gov/case/3217/investigation/8273>.

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

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

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

- **E-mail.**—E-mail the MS Word questionnaire to Alejandro.Orozco@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 did not produce or export 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 (202-205-1802). 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.