

U.S. PRODUCERS' QUESTIONNAIRE

TEMPORARY STEEL FENCING FROM CHINA

This questionnaire must be received by the Commission by **January 29, 2025**
See last page for instructions regarding how to file this questionnaire.

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 temporary steel fencing from China (Inv. No. 701-TA-754 and 731-TA-1732 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

Website _____

Has your firm produced temporary steel fencing (as defined on next page) in the United States at any time since January 1, 2021?

☐ **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's secure portal by clicking on the following link:
<https://usitc.gov/qportal>. (PIN: **FENCE**, Phase: **Preliminary**). See last page for detailed instructions.

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 petitions filed on January 15, 2025, by ZND US Inc, Statesville, North Carolina. Countervailing and 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 or dumping. Pertinent information to this proceeding is available at:

Questionnaires: https://usitc.gov/reports/active_import_injury_questionnaires.

Other case information: <https://ids.usitc.gov/case/8264/investigation/8695>

Temporary steel fencing covered by this proceeding consists of temporary steel fence panels and temporary steel fence stands. Temporary steel fence panels, when assembled with temporary steel fence stands or other types of stands outside of the scope, with each other, or with posts, create a free-standing structure. Such structures may include, but are not limited to, fencing for construction sites, security perimeters, and events, as well as animal kennels. Temporary steel fence panels are covered by the scope regardless of whether they attach to a stand or the type of stand to which they connect.

Temporary steel fence panels have a welded frame of steel tubing and an interior consisting of chain link, steel wire mesh, or other steel materials that are not more than ten millimeters in actual diameter or width. The steel tubing may surround all edges of the temporary steel fence panel or only be attached along two parallel sides of the panel. All temporary steel fence panels with at least two framed sides are covered by the scope, regardless of the number of edges framed with steel tubing.

Temporary steel fence panels are typically between 10 and 12 feet long and six to eight feet high, though all temporary steel fence panels are covered by the scope regardless of dimension. Temporary steel fence panels may be square, rectangular, or have rounded edges, and may or may not have gates, doors, wheels, or barbed wire or other features, though all temporary steel fence panels are covered by the scope regardless of shape and other features. Temporary steel fence panels may have one or more horizontal, vertical, or diagonal reinforcement tubes made of steel welded to the inside frame, though all temporary steel fence panels are covered by the scope regardless of the existence, number, or type of reinforcement tubes attached to the panel.

Temporary steel fence panels may have extensions, pins, tubes, or holes at the bottom of the panel, but all temporary steel fence panels are covered regardless of the existence of such features.

Steel fence stands are shapes made of steel that stand flat on the ground and have one or two open tubes or solid pins into which temporary steel fence panels are inserted to stand erect. The steel fence stand may be made of welded steel tubing or may be a flat steel plate with one or two tubes or pins welded onto the plate for connecting the panels.

Temporary steel fencing is covered by the scope regardless of coating, painting, or other finish. Both temporary steel fence panels and temporary steel fence stands are covered by the scope, whether imported assembled or unassembled, and whether imported together or separately.

Subject merchandise includes material matching the above description that has been finished, assembled, or packaged in a third country, including by coating, painting, assembling, attaching to, or packaging with another product, or any other finishing, assembly, or packaging operation that would not

otherwise remove the merchandise from the scope of the investigation if performed in the country of manufacture of the temporary steel fencing.

Temporary steel fencing is included in the scope of this investigation whether or not imported attached to, or in conjunction with, other parts and accessories such as hooks, rings, brackets, couplers, clips, connectors, handles, brackets, or latches. If temporary steel fencing is imported attached to, or in conjunction with, such non-subject merchandise, only the temporary steel fencing is included in the scope.

Temporary steel fencing is currently imported under statistical reporting number 7308.90.9590 of the Harmonized Tariff Schedule of the United States (HTSUS). The HTSUS provisions are for convenience and customs purposes; the written description of the scope 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. In addition, if your firm is a U.S. producer, the information you provide on your production and imports of temporary steel fencing and your responses to the questions in Part I of the producer questionnaire will be provided to the U.S. Department of Commerce, upon its request, for use in connection with (and only in connection with) its requirement pursuant to section 702(c)(4)/732(c)(4) of the Act (19 U.S.C. § 1671a(c)(4)/1673a(c)(4)) to make a determination concerning the extent of industry support for the petition requesting this proceeding. Any information provided to Commerce will be transmitted under the confidentiality and release guidelines set forth above. Your response to these questions constitutes your consent that such information be provided to Commerce under the conditions described above.

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) 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-1a. **Reporting requirements.**--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire for use by the Office of Management and Budget.

| Hours | Dollars |
|-------|---------|
| | |

Public reporting burden for this questionnaire is estimated to average 55 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 provide such comments to the Office of Investigations, import_injury@usitc.gov.

- 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 temporary steel fencing, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

| Establishments covered ¹ | City, State | Zip (5 digit) | Description |
|---|-------------|---------------|-------------|
| 1 | | | |
| 2 | | | |
| 3 | | | |
| 4 | | | |
| 5 | | | |
| 6 | | | |
| ¹ 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 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 petitioner in this proceeding or a member firm of the petitioning entity?

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

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

| Country | Investigation type | Support | Oppose | Take no position |
|---------|---------------------|--------------------------|--------------------------|--------------------------|
| China | Antidumping duty | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| China | Countervailing duty | <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) |
|-----------|---------|----------------------------------|
| | | |
| | | |
| | | |

“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 importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing temporary steel fencing from China into the United States or that are engaged in exporting temporary steel fencing from China 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 temporary steel fencing?

☐ No ☐ Yes--List the following information.

[illegible]

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Kristina Lara (202-205-3386, Kristina.Lara@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 temporary steel fencing since January 1, 2021.

| <i>Check as many as appropriate.</i> | | <i>If checked, please describe the nature, timing / duration, and impact on operations 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., revised labor agreements, | |

| | | |
|--|-------------|--|
| | technology) | |
|--|-------------|--|

- II-2b. **COVID-19 pandemic.**—Has the COVID-19 pandemic or have any government actions taken to contain the spread of the COVID-19 virus resulted in changes in your firm's supply chain arrangements, production, employment, and shipments relating to temporary steel fencing since January 1, 2021? 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 the impact over time on the (a) supply chain, (b) production and shipments, and (c) employment with respect to temporary steel fencing. |
|--------------------------|--------------------------|--|
| <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 temporary steel fencing, and the combined 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 temporary steel fencing capacity" – The level of production of temporary steel fencing that your establishment(s) could reasonably have expected to attain. The same assumptions apply to this capacity measure as for practical overall capacity, but only includes the portion of practical overall capacity allocated to the production of temporary steel fencing based on the actual product mix experienced over the period.

"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.

| Takes into account | Installed overall capacity | Practical overall capacity | Practical temporary steel fencing 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 temporary steel fencing | No | No | Yes |

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

| Quantity (in 1,000 pounds) | | | | | |
|---|---------------|------|------|-------------------|------|
| Item | Calendar year | | | January-September | |
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| Capacity measures: | | | | | |
| Installed overall capacity ¹ | | | | | |
| Practical overall capacity ^{1 2} | | | | | |
| Practical temporary steel fencing capacity ^{3 4} | 0 | 0 | 0 | 0 | 0 |
| Production of: | | | | | |
| Temporary steel fencing ^{3 4} | 0 | 0 | 0 | 0 | 0 |
| Other out-of-scope products: | | | | | |
| Out-of-scope fencing panels ⁵ | | | | | |
| Out-of-scope fence stands ⁶ | | | | | |
| Other products ⁷ | | | | | |
| Subtotal, all out-of-scope products | 0 | 0 | 0 | 0 | 0 |
| Total production using same machinery or workers | 0 | 0 | 0 | 0 | 0 |

¹ Data reported for both "installed overall" and "practical overall" capacity should each individually be greater than data reported for total production (last line). Additionally, data 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 capacity and "practical" overall capacity.

³ Data for this indicator will populate here once reported below in question II-8.

⁴ Data reported for practical temporary steel fencing capacity should be greater than the data reported for production of temporary steel fencing 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 temporary steel fencing then "practical overall" and "practical temporary steel fencing" capacity measures should be equal to each other.

⁵ Fencing panels that are otherwise in-scope, but with an interior consisting of chain link, steel wire mesh, or other steel materials that are **more than** ten millimeters in actual diameter or width. Please briefly describe these out-of-scope fencing panels: _____.

⁶ See page 2 for a description of the steel fence stands that are within the scope of these investigations. Please briefly describe these out-of-scope fencing stands: _____.

⁷ Please identify these other products: _____.

II-3b. **Operating parameters.**--The ***practical*** overall 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 capacity constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's practical overall 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 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 <i>(check as many as appropriate)</i> | | Description <i>(If checked, please describe the details, timing, and duration of the constraint; leave completely blank if not applicable)</i> |
|--|--|--|
| <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 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 capacity reported in II-3a.

| |
|--|
| |
|--|

- II-3f. **Excess installed overall capacity.**--To the extent that your company is reporting excess installed overall 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 temporary steel fencing.

| |
|--|
| |
|--|

- II-4. **Product shifting.**—

- (a) Is your firm able to switch production (capacity) between temporary steel fencing 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 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 capacity and practical temporary steel fencing 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 capacity and practical temporary steel fencing capacity measures based on <u>the actual availability of material inputs</u> ? | <input type="checkbox"/> |
| Do both practical overall capacity and practical temporary steel fencing capacity measures account for <u>normal downtime, maintenance, repair and clean-up</u> activities? | <input type="checkbox"/> |
| Does the difference between practical overall capacity and practical temporary steel fencing capacity equal the portion of practical overall 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. **Tolling.**--Since January 1, 2021, has your firm been involved in a toll agreement regarding the production of temporary steel fencing?

"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 | Yes | |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | If yes—Please complete the table below. |

| | | |
|---|----------------------------------|----------------------------------|
| Does your firm act as the toller or tollee in this arrangement? | Toller: <input type="checkbox"/> | Tollee: <input type="checkbox"/> |
| Report the share of your firm's production of temporary steel fencing that was included in this toll arrangement in 2023. | | % |
| Please describe the activities performed in this tolling arrangement: | | |
| Please indicate the name(s) of the firm(s) involved: | | |

II-7. Foreign trade zones--

- (a) **Firm's FTZ operations**--Does your firm produce temporary steel fencing in and/or admit temporary steel fencing 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 firm's 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 temporary steel fencing into a foreign trade zone (FTZ) for use in distribution of temporary steel fencing and/or the production of downstream articles?

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

- II-8. **Production, shipments, and inventory data.**--Report your firm's practical capacity, production, shipments, and inventories of domestically produced temporary steel fencing during the specified periods.

"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.

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-8. Production, shipment, and inventory data.--Continued

| Quantity (in 1,000 pounds) and value (in \$1,000) | | | | | |
|--|---------------|------|------|-------------------|------|
| Item | Calendar year | | | January-September | |
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| Practical temporary steel fencing capacity¹ (quantity) (A) | | | | | |
| Beginning-of-period inventories (quantity) (B) | | | | | |
| Production (quantity) (C) | | | | | |
| U.S. shipments: | | | | | |
| Commercial shipments: | | | | | |
| Quantity (D) | | | | | |
| Value (E) | | | | | |
| Internal consumption:² | | | | | |
| Quantity (F) | | | | | |
| Value ² (G) | | | | | |
| Transfers to related firms:² | | | | | |
| Quantity (H) | | | | | |
| Value ² (I) | | | | | |
| Export shipments:³ | | | | | |
| Quantity (J) | | | | | |
| Value (K) | | | | | |
| End-of-period inventories (quantity) (L) | | | | | |
| <p>¹ Report your firm's practical temporary steel fencing capacity consistent with the definitions and instructions included in question II-3a.</p> <p>² 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>³ 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 year | | | January-September | |
|--|---------------|------|------|-------------------|------|
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| B + C – D – F – H – J – L = 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-9. **Channels of distribution.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of U.S.-produced temporary steel fencing by channel of distribution during the specified periods.

"Fence rental companies" – Any company that rents the fencing it owns to end users, whether or not bundled with other services, including but not limited to rental companies, site service providers, and fence contractors.

| Quantity (in 1,000 pounds) | | | | | |
|--|---------------|------|------|-------------------|------|
| Item | Calendar year | | | January-September | |
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| Channels of distribution: | | | | | |
| U.S. shipments: | | | | | |
| to Distributors (M) | | | | | |
| to Fence rental companies (N) | | | | | |
| to Retailers (O) | | | | | |
| to End users ¹ (P) | | | | | |
| ² Please describe the types of end users included: _____. | | | | | |

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines M through P) 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 year | | | January-September | |
|---|---------------|------|------|-------------------|------|
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| M + N + O + P – D – F – H = zero ("0"), if not revise. | 0 | 0 | 0 | 0 | 0 |

- II-10. **U.S. shipments by panels vs. stands.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of U.S.-produced temporary steel fencing by panels and stands during the specified periods.

Note: Please only report stands that match the product description provided in the definition of temporary steel fencing (i.e., exclude/ do not report out-of-scope temporary fencing stands). Please also only report shipments relating to your firm's U.S.-produced merchandise (i.e., exclude / do not report in-scope temporary steel fencing stands that your firm purchased and/or imported from another company).

| Quantity (in 1,000 pounds) and value (in \$1,000) | | | | | |
|---|---------------|------|------|-------------------|------|
| Item | Calendar year | | | January-September | |
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| U.S. shipments of.— | | | | | |
| Temporary steel fence panels: | | | | | |
| Quantity (Q) | | | | | |
| Value (R) | | | | | |
| Temporary steel fence stands: | | | | | |
| Quantity (S) | | | | | |
| Value (T) | | | | | |

RECONCILIATION OF CHANNELS.--Please ensure that the quantities and values reported in this question (i.e., lines Q through T) in each time period equal the quantities and values reported for U.S. shipments (i.e., lines D through I) 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 year | | | January-September | |
|---|---------------|------|------|-------------------|------|
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| Quantity: $Q + S - D - F - H = \text{zero ("0")}$, if not revise. | 0 | 0 | 0 | 0 | 0 |
| Value: $R + T - E - G - I = \text{zero ("0")}$, if not revise. | 0 | 0 | 0 | 0 | 0 |

- II-11. **U.S. shipments by panel product type.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) in 2023 by panel interior type (down) and panel finishes (across).

Note: This question only applies to temporary steel fencing panels, it should not include U.S. shipments of temporary steel stands.

| Quantity (in 1,000 pounds) | | |
|--|---|--|
| Item | Calendar year 2023 | |
| | Uncoated (i.e., just plain galvanized or other steel. No painting, powdering, epoxy or other coating) | Coated (i.e., painted, powder coated, epoxy dipped, or other special finish) |
| U.S. shipments based on interior panel type: | | |
| Chain link (U) | | |
| Steel wire mesh (V) | | |
| Other ¹ (W) | | |
| ¹ Identify the other interior panel type(s): _____. | | |

RECONCILIATION OF U.S. SHIPMENTS BY PRODUCT TYPE.—Please ensure that the quantities reported in this question (i.e. lines U through W across all columns) equal the quantity reported for U.S. shipments of temporary steel fencing panels (i.e. line Q) for 2023 in question II-10. If 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 year 2023 |
|---|--------------------|
| Quantity: U + V + W - Q = zero ("0"), if not revise. | 0 |

- II-12. **Employment data.**--Report your firm's employment-related data in your U.S. establishments related to the production of temporary steel fencing 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.

"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.

| Item | Calendar year | | | January-September | |
|---|---------------|------|------|-------------------|------|
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| Average number of PRWs (<i>number</i>) | | | | | |
| Hours worked by PRWs (<i>1,000 hours</i>) | | | | | |
| Wages paid to PRWs (<i>\$1,000</i>) | | | | | |

Explanation of trends:

- II-13. **Transfers to related firms.**--If your firm reported transfers to related firms in question II-8, 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.

II-14. **Purchases.**--Has your firm purchased temporary steel fencing produced in the United States or in other countries since January 1, 2021? (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.

| | | |
|--------------------------|--------------------------|--|
| No | Yes | If yes--Report such purchases in the table below and explain the reasons for your firms' purchases. |
| <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

| (Quantity in 1,000 pounds) | | | | | |
|--|----------------------|-------------|-------------|--------------------------|-------------|
| Item | Calendar year | | | January-September | |
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| Purchases from U.S. importers of temporary steel fencing from— China | | | | | |
| All other sources¹ | | | | | |
| Purchases from domestic producers² | | | | | |
| Purchases from other sources³ | | | | | |
| ¹ Please list the name of the nonsubject importer(s) from which your firm purchased this product: _____. ² Please list the name of the U.S. producer(s) from which your firm purchased this product: _____. ³ Please list the name of the firm(s) from which your firm purchased this product: _____. | | | | | |

- II-15. **Purchases of imports from subject sources.**--If your firm reported purchases from U.S. importers of temporary steel fencing from China at any time since January 1, 2021, report those purchases by the individual importer of record and subject source.

Purchases of subject imports

| Quantity (in 1,000 pounds) | | | | | |
|----------------------------|---------------|------|------|-------------------|------|
| Importer of record | Calendar year | | | January-September | |
| | 2021 | 2022 | 2023 | 2023 | 2024 |
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| Grand total: | 0 | 0 | 0 | 0 | 0 |

II-15. **Purchases of imports from subject sources.**—*Continued.*

RECONCILIATION OF PURCHASES FROM SUBJECT SOURCES.--Please ensure that the quantities reported for your firm's purchases of imports from subject sources reported in this question (i.e., "total purchases of imports from subject sources") in each time period equal the quantity reported for your firm's purchases from subject sources in each time period in the previous question. 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 year | | | January-September | |
|--|---------------|------|------|-------------------|------|
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| Purchases from subject sources in this table – purchases from subject sources in previous table = zero ("0"), if not revise. | 0 | 0 | 0 | 0 | 0 |

II-16. **Imports.**--Since January 1, 2021, has your firm imported temporary steel fencing?

"Importer" – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf.

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

II-17. **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.

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PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Emily Kim (202-205-1800, emily.kim@usitc.gov).

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

| | |
|-----------|--|
| Name | |
| Title | |
| Email | |
| Telephone | |

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

- A.1. When does your firm's fiscal year end (month and day)? _____
If your firm's fiscal year changed since January 1, 2021, explain below:

- A.2. Note: Calendar-year data are preferred for the annual-year financial data in this section (i.e., in questions III-9a, III-9d, III-12a, and III-13a). However, if providing this data on a calendar-year basis is unduly burdensome or provides results that are not reliable, fiscal-year based data are acceptable. Please indicate whether the results in this section are provided on a calendar-year basis (including firms with a calendar-year based fiscal year) or on a fiscal-year basis that does not align with the calendar year.

☐ Calendar-year basis ☐ Fiscal-year basis (does not align with the calendar year)

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

- B.2. Does your firm prepare profit/loss statements for temporary steel fencing:

☐ Yes ☐ No

- B.3. Please indicate the type and frequency (if applicable) of financial statements prepared by your firm. Please check relevant items below.

| Financial statements | Check all that apply | Frequency | | | |
|------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| | | Monthly | Quarterly | Semi-annually | Annually |
| Audited | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Unaudited | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Annual reports | <input type="checkbox"/> | | | | |
| SEC Forms 10-K / 10-Q | <input type="checkbox"/> | | | | |
| SEC Form 20-F | <input type="checkbox"/> | | | | |
| Other (specify): _____ | <input type="checkbox"/> | | | | |

III-2. **Accounting system.**—*Continued*

B.4. Please indicate the primary accounting basis used by your firm.

| Accounting basis | Check one |
|------------------------|--------------------------|
| U.S. GAAP | <input type="checkbox"/> |
| IFRS | <input type="checkbox"/> |
| Tax – cash | <input type="checkbox"/> |
| Tax – accrual | <input type="checkbox"/> |
| Other (specify): _____ | <input type="checkbox"/> |

III-3. **Cost accounting system.**—Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

| |
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| |
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III-4. **Product listing.**—Please list the products your firm produces in the facilities in which it produces temporary steel fencing and provide the share of net sales accounted for by these products in 2023.

| Products | Share of sales in 2023 |
|-------------------------|------------------------|
| Temporary steel fencing | % |
| | % |
| | % |
| | % |
| | % |

- III-5. **Inputs from related suppliers.**—Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the production of temporary steel fencing from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?

☐ Yes--Continue to question III-6a. ☐ No--Continue to question III-7.

- III-6a. **Inputs from related suppliers.**—Please identify the inputs used in the production of temporary steel fencing that your firm purchases from related suppliers and that are reflected in question III-9a. For “Share of total COGS” please report this information by relevant input for 2023.

| Input | Related supplier | Share of total COGS in 2023 |
|-------|------------------|-----------------------------|
| | | % |
| | | % |
| | | % |
| | | % |

- III-6b. **Valuation method used for inputs from related suppliers.**—Please indicate the purchase cost valuation method used for the inputs from related suppliers, as recorded in the company’s own accounting system. If the basis differs by input, please check all that apply and explain further in the narrative box.

| Purchase cost valuation method | Check all that apply |
|--|--------------------------|
| Related supplier’s cost | <input type="checkbox"/> |
| Cost plus | <input type="checkbox"/> |
| Negotiated transfer price to approximate fair market value | <input type="checkbox"/> |
| Other (specify): _____ | <input type="checkbox"/> |
| If the methods used differ by input, please describe: | |

- III-6c. **Valuation method used for inputs from related suppliers.**—Please confirm that the inputs purchased from related suppliers, as identified in III-6, were reported in III-9a (financial results on temporary steel fencing) in a manner consistent with the firm’s accounting books and records.

| Yes | No | If no—Provide an explanation and the valuation basis used for these inputs in question III-9a. |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | |

- III-7. **Cost assignment/allocation basis.**—Briefly describe the assignment/allocation bases used by your firm to assign the costs and expenses listed below for temporary steel fencing in the normal course of business and in the financial results reported in question III-9a (e.g., actual costs, standard costs, percentage of COGS, percentage of sales, etc.).

| Cost/expense | Assignment/allocation bases used for temporary steel fencing— | |
|-----------------------|---|------------------------------------|
| | In the normal course of business | In the financial results at III-9a |
| Raw materials | | |
| Direct labor | | |
| Other factory costs | | |
| SG&A expenses | | |
| Interest expense | | |
| Other income/expenses | | |

- III-8. **Scrap sales revenue.**—Report the revenues associated with the sale or transfer of scrap for your firm's three most recently completed years. **Note: the data provided below will appear in question III-9a as a reduction to COGS.**

| Value (in \$1000) | | | | | |
|---|-------|------|------|-------------------|------|
| Item | Years | | | January-September | |
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| Scrap sales revenue ¹ | | | | | |
| ¹ Please describe how your firm classifies these scrap sales revenues in the normal course of business (e.g., included in net sales values, as a reduction to COGS, included in "all other income"). _____ | | | | | |

III-9a. **Operations on temporary steel fencing.**—Report the revenue and related cost information requested below on the temporary steel fencing operations of your firm's U.S. establishment(s). Include only sales (whether domestic or exports) and costs related to your U.S. manufacturing operations. Do not report any revenue or cost data related to the resale of purchased product.

Net sales—Report all commercial sales, internal consumption, and transfers to related firms, whether these are domestic sales or exports. Report net sales values less discounts, returns, allowances, and prepaid freight, in U.S. dollars, f.o.b. your point of shipment. The freight costs associated with delivering the product to your customer should not be included.

Note: If the financial data are reported on a calendar-year basis, the total net sales quantities and values should match the total shipment quantities and values reported in Part II of this questionnaire (see question III-14 for a reconciliation grid).

Internal consumption—Product consumed internally by your firm. Report internal consumption at fair market value even if this is not how these transactions are valued in your own books and records. This would commonly be estimated based on the company's commercial sales of similar product or market knowledge.

Transfers to related firms—Sales made to related firms. Report transfers to related firms at fair market value even if this is not how these transactions are valued in your own books and records. This would commonly be estimated based on the company's commercial sales of similar product or market knowledge.

Costs and expenses—Include costs and expenses associated with all reported net sales (i.e., for both domestic and export commercial sales, internal consumption, and transfers to related firms). If any freight costs were removed from net sales values, ensure the associated costs are removed from the applicable cost/expense line.

Inputs from related suppliers—Any inputs purchased from related suppliers should be reported in a manner consistent with your firm's accounting books and records.

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 temporary steel fencing, as well as specific statements and worksheets) used to compile these data.

III-9a. **Operations on temporary steel fencing.—Continued**

| Quantity (in 1,000 pounds) and value (in \$1,000) | | | | | |
|---|-------|------|------|-------------------|------|
| Item | Years | | | January-September | |
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| Net sales quantities: | | | | | |
| Commercial sales | | | | | |
| Internal consumption | | | | | |
| Transfers to related firms | | | | | |
| Total net sales quantities | 0 | 0 | 0 | 0 | 0 |
| Net sales values: | | | | | |
| Commercial sales | | | | | |
| Internal consumption | | | | | |
| Transfers to related firms | | | | | |
| Total net sales values | 0 | 0 | 0 | 0 | 0 |
| Cost of goods sold (COGS): | | | | | |
| Raw materials | | | | | |
| Direct labor | | | | | |
| Other factory costs | | | | | |
| Less: Scrap revenue | 0 | 0 | 0 | 0 | 0 |
| Total COGS | 0 | 0 | 0 | 0 | 0 |
| Gross profit or (loss) | 0 | 0 | 0 | 0 | 0 |
| SG&A expenses | | | | | |
| Operating income (loss) | 0 | 0 | 0 | 0 | 0 |
| Other expenses and income: | | | | | |
| Interest expense | | | | | |
| All other expense items | | | | | |
| All other income items | | | | | |
| Net income or (loss) before income taxes | 0 | 0 | 0 | 0 | 0 |

III-9b. **Financial data reconciliation.**-- Certain line items from question III-9a, including total net sales quantities and values, total COGS, gross profit (or loss), operating profit (or loss), and net income (or loss), have been calculated based on the data submitted for other line items. Are the data in these calculated line items correct according to your firm's financial records ignoring non-material differences that may arise due to rounding?

| | | |
|--------------------------|--------------------------|--|
| | | <p>If no--If the calculated line items do not show the correct data, please double check the feeder data for data entry errors and revise.</p> <p>Also, check signs accorded to the post operating income line items. The two expense line items should report positive numbers (i.e., expenses are positive, and incomes or reversals are negative in these lines – instances of the latter should be rare in these lines). The income line item should also, in most instances, be a positive number (i.e., income is positive, and expenses or reversals are negative in this line).</p> <p>If, after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated line items persist, please identify and discuss the differences in the space below.</p> |
| Yes | No | |
| <input type="checkbox"/> | <input type="checkbox"/> | |

- III-9c. **Raw materials.**—Please report the share of total raw material costs in 2023 (reported in III-9a) for the following raw material inputs:

| Input | Share of total raw material costs (percent) | Procurement method | |
|---|---|---------------------------------|----------------------------------|
| | | Primarily produced by your firm | Primarily purchased by your firm |
| Steel tubing | | <input type="checkbox"/> | <input type="checkbox"/> |
| Steel mesh | | <input type="checkbox"/> | <input type="checkbox"/> |
| Steel wire | | <input type="checkbox"/> | <input type="checkbox"/> |
| Other steel inputs | | <input type="checkbox"/> | <input type="checkbox"/> |
| Other raw material inputs ¹ | | <input type="checkbox"/> | <input type="checkbox"/> |
| Total (should sum to 100 percent) | 0.0 | | |
| ¹ If there are notable or significant raw material inputs included within the “other material inputs” category, please list those here and provide the share of the total raw material costs for which they account: | | | |

- III-9d. **Impact of AD/CVD investigation on circular welded pipe and/or steel wire rod on raw materials.**— Indicate if the existence of AD/CVD orders on circular welded pipe and/or steel wire rod had an impact on the firm's raw material costs or sourcing patterns for temporary steel fencing.

| No | Yes | If yes, describe the impact |
|--------------------------|--------------------------|-----------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

- III-9e. **Depreciation expense.**—Please report the amount of depreciation expense that is included within the reported financial results at question III-9a.

| Item | Years | | | January-September | |
|-----------------------------------|-------|------|------|-------------------|------|
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| Depreciation expense (in \$1,000) | | | | | |

- III-9f. **Depreciation expense classification.**—Please indicate the line item(s) within question III-9a (e.g., other factory costs, SG&A expenses, etc.) that include the depreciation expense reported above.

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III-10a. **Nonrecurring items (charges and gains) included in the temporary steel fencing financial results.**—Please report all material (significant) nonrecurring items (charges and gains) that are included in the reported results at question III-9a. If a nonrecurring item that is not product-specific was allocated to the results at question III-9a, please report the allocated value, below, rather than the aggregate amount.

Note: The Commission's objective here is to gather information on material (significant) nonrecurring items which impacted the reported financial results for temporary steel fencing in question III-9a.

| Item | Years | | | January-September | |
|---------------------|-----------------|------|------|-------------------|------|
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| | Value (\$1,000) | | | | |
| Nonrecurring item 1 | | | | | |
| Nonrecurring item 2 | | | | | |
| Nonrecurring item 3 | | | | | |
| Nonrecurring item 4 | | | | | |
| Nonrecurring item 5 | | | | | |
| Nonrecurring item 6 | | | | | |
| Nonrecurring item 7 | | | | | |

III-10b. **Nonrecurring items (charges and gains) included in the temporary steel fencing financial results.**—In this table, please provide a brief description of each nonrecurring item reported above and indicate the specific line item within question III-9a in which the nonrecurring item is classified.

| | Description of the nonrecurring item | Location (i.e., line item) within question III-9a |
|---------------------|--------------------------------------|---|
| Nonrecurring item 1 | | |
| Nonrecurring item 2 | | |
| Nonrecurring item 3 | | |
| Nonrecurring item 4 | | |
| Nonrecurring item 5 | | |
| Nonrecurring item 6 | | |
| Nonrecurring item 7 | | |

III-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 III-10 above, please identify where your company recorded these items in your accounting books and records in the normal course of business, just as responses to question III-10 identify the specific line items in question III-9a where these items are reported.

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III-12a. **Asset values.**—Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of temporary steel fencing. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for temporary steel fencing 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 used in question III-9a.

Note: Total assets should reflect the net amount of assets (i.e., after any accumulated depreciation and allowances deducted) and should be allocated to temporary steel fencing if these assets are also related to other products.

| Value (in \$1,000) | | | |
|--------------------|-------|------|------|
| Item | Years | | |
| | 2021 | 2022 | 2023 |
| Current assets | | | |
| Long-term assets | | | |
| Total assets (net) | 0 | 0 | 0 |

III-12b. **Description of asset values.**—Please provide explanations for any substantial changes in total asset value during the period; e.g., due to write-offs, major purchases, and revaluations. Also describe the main asset categories (both current and long-term) included in the above response.

| |
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III-13a. **Capital expenditures and research and development (“R&D”) expenses.**—Report your firm’s capital expenditures and research and development expenses for temporary steel fencing.

| Value (in \$1,000) | | | | | |
|----------------------|-------|------|------|-------------------|------|
| Item | Years | | | January-September | |
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| Capital expenditures | | | | | |
| R&D expenses | | | | | |

III-13b. **Description of reported capital expenditures.**—Please describe the nature, focus, and significance of your firm’s reported capital expenditures. If no capital expenditure data were reported, please explain the reason.

| |
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III-13c. **Description of reported R&D expenses.**—Please describe the nature, focus, and significance of your firm’s reported R&D expenses.

| |
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| |
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III-14a. **Data consistency and reconciliation.**—The quantities and values of total net sales reported in question III-9a should reconcile with the total shipments reported in question II-8 (including export shipments) for the annual-year periods as long as they are reported on the same calendar-year basis. The interim-period data should reconcile whether the financial data are on a calendar- or fiscal-year basis.

If the calculated fields below return values other than zero (i.e., "0") this indicates the total net sales quantities and values do not match the total shipments quantities and values.

| Reconciliation | Years | | | January-September | |
|--|-------|------|------|-------------------|------|
| | 2021 | 2022 | 2023 | 2023 | 2024 |
| Quantity: Trade data from question II-8 (lines D, F, H, and J) less financial total net sales quantity data from question III-9a, = zero ("0"). | 0 | 0 | 0 | 0 | 0 |
| Value: Trade data from question II-8 (lines E, G, I, and K) less financial total net sales value data from question III-9a, = zero ("0"). | 0 | 0 | 0 | 0 | 0 |

Is the financial data in question III-9a reported on a calendar-year basis?

☐ Yes— Complete question III-14b.

☐ No— Complete question III-14c.

III-14b. **Data consistency and reconciliation (calendar-year based financial data).**—Do the data in question III-9a reconcile with the data in question II-8 (i.e., the calculated fields are returning zeros in the table above) for all periods?

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

III-14c. **Data consistency and reconciliation (non-calendar-year based financial data).**—Do the data in question III-9a reconcile with the data in question II-8 (i.e., the calculated fields are returning zeros) for the January-September periods?

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

III-15. **Effects of imports on investment.**—Since January 1, 2021, 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 temporary steel fencing from China?

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

| <i>(check as many as appropriate)</i> | | <i>(please describe)</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 | |

- III-16. **Effects of imports on growth and development.**—Since January 1, 2021, 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 temporary steel fencing from China?

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

| <i>(check as many as appropriate)</i> | | <i>(please describe)</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 | |

III-17. **Anticipated effects of imports.**—Does your firm anticipate any negative effects due to imports of temporary steel fencing from China?

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

III-18. **Effects on financial performance of COVID-19.**—Has the COVID-19 pandemic, or any government actions taken to contain the spread of the COVID-19 virus, affected the financial performance of your firm's operations on temporary steel fencing as reported in question III-9a since January 1, 2021? In your response, please include the duration and timing of any impacts as they relate to your firm's financial performance.

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

III-29. **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.

| |
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PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Lauren McLemore (202-205-3489, lauren.mclemore@usitc.gov).

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

| | |
|-----------|--|
| Name | |
| Title | |
| Email | |
| Telephone | |

PRICE DATA

- IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2021 of the following products produced by your firm.

Product 1.-- Temporary steel fence panel, galvanized, not powder coated, welded wire mesh or chain link interior, nominal size of six feet tall by ten to twelve feet long, with dimensional tolerances of plus or minus six inches, actual weight between 4 to 5 pounds per linear foot, sold to fence rental companies.¹

Product 2.-- Temporary steel fence panel, galvanized, not powder coated, welded wire mesh or chain link interior, nominal size of six feet tall by ten to twelve feet long, with dimensional tolerances of plus or minus six inches, actual weight between 4 to 5 pounds per linear foot, sold to distributors.

Product 3.-- Temporary steel fence tube stand, galvanized, not powder coated, with two upright tubes and a base with an actual size of 28 to 37 inches long and 15 to 19 inches wide, sold to fence rental companies.¹

Product 4.-- Temporary steel fence tube stand, galvanized, not powder coated, with two upright tubes and a base with an actual size of 28 to 37 inches long and 15 to 19 inches wide, sold to distributors.

¹ "Fence rental companies" -- Any company that rents the fencing it owns to end users, whether or not bundled with other services, including but not limited to rental companies, site service providers, and fence contractors.

Please note that values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates).

- IV-2a. During January 2021-September 2024, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

| | |
|--------------------------|--|
| <input type="checkbox"/> | Yes. --Please complete the following pricing data table as appropriate. |
|--------------------------|--|

| | |
|--------------------------|-------------------------------------|
| <input type="checkbox"/> | No. --Skip to question IV-3. |
|--------------------------|-------------------------------------|

IV-2b. **Price data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

Report quantity data in **linear feet** for products 1-2 (not in 1,000 pounds)
 Report quantity data in **number of stands** for products 3-4 (not in 1,000 pounds)
 Report value in **actual dollars** (not \$1,000s).

| Period of shipment | Product 1 | | Product 2 | | Product 3 | | Product 4 | |
|--------------------|---------------------------|--------------------|---------------------------|--------------------|---------------------|--------------------|---------------------|--------------------|
| | Quantity (linear feet) | Value (dollars) | Quantity (linear feet) | Value (dollars) | Quantity (units) | Value (dollars) | Quantity (units) | Value (dollars) |
| 2021: | | | | | | | | |
| January-March | | | | | | | | |
| April-June | | | | | | | | |
| July-September | | | | | | | | |
| October-December | | | | | | | | |
| 2022: | | | | | | | | |
| January-March | | | | | | | | |
| April-June | | | | | | | | |
| July-September | | | | | | | | |
| October-December | | | | | | | | |
| 2023: | | | | | | | | |
| January-March | | | | | | | | |
| April-June | | | | | | | | |
| July-September | | | | | | | | |
| October-December | | | | | | | | |
| 2024: | | | | | | | | |
| January-March | | | | | | | | |
| April-June | | | | | | | | |
| July-September | | | | | | | | |

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

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

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

Product 4:

IV-2c. **Price data checklist.**--Please check that the pricing data in question IV-2b have been correctly reported.

| Are the price data reported above: | ✓ if Yes |
|--|--------------------------|
| In actual dollars (not \$1,000s) and <u>actual linear feet for panels (products 1-2)</u> and <u>actual units for stands (products 3-4)</u> | <input type="checkbox"/> |
| Valued f.o.b. U.S. point of shipment (i.e., exclude U.S. inland transportation costs)? | <input type="checkbox"/> |
| Reported net of all discounts, rebates, and returns (deducted from the quarter in which the original sale occurred)? | <input type="checkbox"/> |
| Reported for commercial U.S. shipments only (i.e., exclude internal consumption, transfers, and exports)? | <input type="checkbox"/> |
| Less than or equal to the quantities and values reported in Part II for commercial U.S. shipments in each period? | <input type="checkbox"/> |
| Explanation(s) for any boxes not checked: | |

IV-2d. **Pricing data methodology.**—

- (i) Please describe the method and the kinds of documents/records that were used to compile your price data.

| |
|--|
| |
|--|

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

- (ii) Which measure(s) does your firm use to track your purchases/sales of temporary steel fencing?
(Check all that apply.)

| Weight (skip to IV-3) | Lineal feet | Number of panels | Number of stands | Other | Describe other |
|-----------------------------|--------------------------|--------------------------|--------------------------|--------------------------|----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

- (iii) If your firm does not track your purchases/sales on the basis of weight, could you provide an estimate of weight, if requested?

| No | Yes | If yes, please describe your methodology |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | |

IV-3. **Price setting.**--How does your firm determine the prices that it charges for sales of temporary steel fencing (*check all that apply*)?

| Transaction by transaction | Contracts | Set price lists | Other | If other, describe |
|----------------------------|--------------------------|--------------------------|--------------------------|--------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

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

| Quantity discounts | Annual total volume discounts | No discount policy | Other | Describe |
|--------------------------|-------------------------------|--------------------------|--------------------------|----------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

IV-5. **Pricing terms.**--On what basis are your firm's prices of domestic temporary steel fencing usually quoted (*check one*)?

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

IV-6. **Contract versus spot.**--Approximately what shares of your firm's sales of its U.S.-produced temporary steel fencing in 2023 were on the basis of (1) short-term contracts, (2) annual contracts, (3) long-term contracts, and (4) spot sales?

| Item | 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) | |
| Share of 2023 sales | % | % | % | % | 0.0 % |

- IV-7. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced temporary steel fencing (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 | No. of days | | 365 | |
| Price renegotiation (during contract period) | Yes | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | No | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Fixed quantity and/or price | Quantity | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | Price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | Both | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Indexed to raw material costs ¹ | Yes | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | No | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Not applicable | | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| ¹ Please identify the indexes used: _____. | | | | |

- IV-8. **Lead times.**--What share of your firm's sales of its U.S.-produced temporary steel fencing was from inventory and produced to order, and what was the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced temporary steel fencing?

| Source | Share of 2023 sales | Lead time (Average number of days) |
|-------------------------------------|---------------------|------------------------------------|
| From inventory | % | |
| Produced to order | % | |
| Total (should sum to 100.0%) | 0.0 % | |

IV-9. **Shipping information.**--

- (a) Who generally arranges the transportation to your firm's customers' locations?
☐ Your firm ☐ Purchaser (*check one*)
- (b) Indicate the approximate percentage of your firm's sales of temporary steel fencing 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 | % |
| Total (should sum to 100.0%) | 0.0 % |

- IV-10. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold its U.S.-produced temporary steel fencing since January 1, 2021 (check all that apply)?

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

- IV-11. **Inland transportation costs.**—What is the approximate percentage of the cost of U.S.-produced temporary steel fencing that is accounted for by U.S. inland transportation costs? _____ percent

IV-12. **End uses.**--List the end uses of the temporary steel fencing that your firm manufactures. For each end-use product, what percentage of the total cost is accounted for by temporary steel fencing and other inputs?

| End-use product | Share of total cost of end use product accounted for by | | Total (should sum to 100.0% across) |
|-----------------|---|--------------|--|
| | Temporary steel fencing | Other inputs | |
| | % | % | 0.0 % |
| | % | % | 0.0 % |
| | % | % | 0.0 % |

IV-13. **Substitutes.**--Can other products be substituted for temporary steel fencing?

☐ 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 temporary steel fencing? | | |
|------------|--|--|--------------------------|-------------|
| | | No | Yes | Explanation |
| 1. | | <input type="checkbox"/> | <input type="checkbox"/> | |
| 2. | | <input type="checkbox"/> | <input type="checkbox"/> | |
| 3. | | <input type="checkbox"/> | <input type="checkbox"/> | |

IV-14. **Demand trends.**-- Has demand within the United States and outside of the United States (if known) for temporary steel fencing steadily increased, fluctuated but ended higher, not changed, fluctuated but ended lower, or steadily decreased since January 1, 2021? Explain any trends and describe the principal factors that have affected these changes in demand.

Select one box per row.

| Market | Steadily increase | Fluctuate up | No change | Fluctuate down | Steadily decrease | Explanation and factors |
|---------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-------------------------|
| Within the United States | <input type="checkbox"/> | <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"/> | <input type="checkbox"/> | |

- IV-15. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of temporary steel fencing since January 1, 2021?

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

- IV-16. **Business cycles.**--Is the temporary steel fencing market subject to business cycles, either during the year or across years? If yes, describe.

| No | Yes | If yes, please describe, including any changes since January 1, 2021. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

- IV-17. **Conditions of competition.**--Is the temporary steel fencing market subject to conditions of competition distinctive to temporary steel fencing other than the business cycles described in the previous question? If yes, describe.

| No | Yes | If yes, please describe, including any changes since January 1, 2021. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

IV-18. Supply constraints.—

- (a) Has your firm refused, declined, or been unable to supply temporary steel fencing at any time since January 1, 2021 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, impact from changes in operations listed in II-2a, etc.)?

| No (skip to IV-19) | Yes (respond to part b) |
|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> |

- (b) For each year that your firm faced supply constraints, describe the constraints with the details requested below.

| Check if yes | Period | Description: include the timing, duration, and reason for the constraint. |
|--------------------------|--------|---|
| <input type="checkbox"/> | 2021 | |
| <input type="checkbox"/> | 2022 | |
| <input type="checkbox"/> | 2023 | |
| <input type="checkbox"/> | 2024 | |

- IV-19. Raw materials.—** Have temporary steel fencing raw material prices steadily increased, fluctuated but ended higher, not changed, fluctuated but ended lower, or steadily decreased since January 1, 2021?

Select one box per row.

| Steadily increase | Fluctuate up | No change | Fluctuate down | Steadily decrease | Explain, noting how raw material price changes have affected your firm's selling prices for temporary steel fencing. |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

IV-20. **Interchangeability.**—How often is temporary steel fencing produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

Please indicate A, F, S, N, or O in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

| Country-pair | China | Other countries |
|---|-------|-----------------|
| United States | | |
| China | | |
| For any country-pair producing temporary steel fencing that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude the interchangeable use of temporary steel fencing produced in the countries: | | |

IV-21. **Factors other than price.**—How often are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between temporary steel fencing produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or O in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

| Country-pair | China | Other countries |
|--|-------|-----------------|
| United States | | |
| China | | |
| For any country-pair for which factors other than price are always or frequently a significant factor in your firm's sales of temporary steel fencing, identify the country-pair and the relevant factors other than price, and report the advantages or disadvantages imparted by such factors: | | |

- IV-22. **Role of section 301 tariffs.**-- Did the tariffs on Chinese-origin products under section 301, or changes in these tariffs, have an impact on the temporary steel fencing market in the United States, including any effects on temporary steel fencing cost, price, supply, and/or demand, since January 1, 2021?

| Yes | No | Don't know |
|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

| |
|--|
| If yes, please describe the impact on cost, price, supply, and/or demand, and include the timing of such impacts. |
| |

- IV-23. **Role of section 232 measures.**—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 the temporary steel fencing market in the United States, including any effects on temporary steel fencing cost, price, supply, and/or demand, since January 1, 2021?

| Yes | No | Don't know |
|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

| |
|--|
| If yes, please describe the impact on cost, price, supply, and/or demand, and include the timing of such impacts. |
| |

IV-24. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for temporary steel fencing since January 1, 2021. Indicate the share of the quantity of your firm's U.S. shipments of temporary steel fencing that each of these customers accounted for in 2023.

| Customer's name | | Contact person | Email | Telephone | City | State | Share of 2023 sales (%) |
|-----------------|--|----------------|-------|-----------|------|-------|-------------------------|
| 1 | | | | | | | |
| 2 | | | | | | | |
| 3 | | | | | | | |
| 4 | | | | | | | |
| 5 | | | | | | | |
| 6 | | | | | | | |
| 7 | | | | | | | |
| 8 | | | | | | | |
| 9 | | | | | | | |
| 10 | | | | | | | |

IV-25. **Competition from imports.**--

- (a) **Lost revenue.**--Since January 1, 2021: To avoid losing sales to competitors selling temporary steel fencing from China, 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, 2021: Did your firm lose sales of temporary steel fencing to imports of this product from China?

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

- (c) **The submission of lost sales/lost revenue allegations is to be completed only by NON-PETITIONERS.**

If your firm indicated "yes" to any of the above, your firm can provide the Commission with additional information by downloading and completing the lost sales/lost revenues worksheet at http://usitc.gov/trade_remedy/question.htm. Note that the Commission may contact the firms named to verify the allegations reported.

Is your firm submitting the lost sales/lost revenues worksheet?

| | |
|--------------------------|--|
| <input type="checkbox"/> | No—Please explain. |
| <input type="checkbox"/> | Yes—Please complete the worksheet and submit via the Commission dropbox. https://dropbox.usitc.gov/oinv/ . (select Lost Sales-Lost Revenues) |

- IV-26. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV 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.

| |
|--|
| |
|--|

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://usitc.gov/reports/active_import_injury_questionnaires.

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 of further instructions.

- **Upload via Commission’s secure submission portal.**— The questionnaire must be uploaded in two formats: (1) a Microsoft Word 97-2003 document; and (2) a PDF copy of the complete questionnaire with a signature on the first page. Please include any attachments at the end of the PDF (e.g., APO certification, additional comments, etc.).

Web address: <https://usitc.gov/qportal> **Pin:** FENCE **Phase:** Preliminary

- **E-mail.**— *E-mail the MS Word questionnaire to Kristina.Lara@usitc.gov; include a PDF copy of the complete questionnaire with a signature on the first page. 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 submission portal 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 PDF copy via the Commission’s secure submission portal or email.

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.