

IMPORTERS' QUESTIONNAIRE
OUTBOARD ENGINES FROM JAPAN

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than October 28, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning outboard engines from Japan (inv. No. 731-TA-1069 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported outboard engines (as defined in the instruction booklet) from any country at any time since January 1, 2001?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing 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 investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

NOTE.--Unless otherwise stated, references to “outboard engines” in this questionnaire include both complete outboard engines and powerheads.

I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Please provide the following information regarding your firm's corporate/legal structure.

a) Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

Firm name	Address	Extent of ownership	Date

b) Does your firm have any related firms, either domestic or foreign, which are engaged in importing outboard engines from Japan into the United States or which are engaged in exporting these products from Japan to the United States?

No Yes--List the following information.

Firm name	Address	Extent of ownership/ affiliation	Date of ownership/ affiliation

PART I.--GENERAL QUESTIONS--Continued

I-4. c) Does your firm own or have any related U.S. firms which are engaged in manufacturing boats that use outboard engines (use additional pages as necessary)?

No Yes--List the following information.

Firm name	Address	Extent of ownership/ affiliation	Date of ownership/ affiliation

d) Does your firm or any affiliated firm produce, have the capability to produce, or have any plans to produce outboard engines in other countries?

No Yes--Please provide the following information, using additional pages as necessary:

Country	Firm name	Production start date		Affiliation/level of investment	Outboard engines produced in 2003 (Quantity)
		Actual	Planned		

e) Please describe any significant changes in the above corporate/legal structure since January 1, 2001 (use additional pages as necessary).

I-5. Please indicate the nature of your firm's importing operations on outboard engines. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)
 Consignee of the imported product(s) Customs broker or freight forwarder

I-6. If your firm is an importer of record of outboard engines and/or powerheads but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

PART I.--GENERAL QUESTIONS--Continued

I-7. Please indicate whether your firm enters outboard engines into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-8. Please indicate whether your firm imports outboard engines under the TIB (temporary importation under bond) program.

No Yes

I-9. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No Yes--Please specify. _____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Olympia Hand (olympia.hand@usitc.gov or 202-205-3182). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of outboard engines since January 1, 2001?

No Yes--Supply details as to the time, nature, and significance of such changes.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-7. **IMPORTS BY SOURCE—POWERHEADS.**—Report your firm's imports and your firm's shipments and inventories of **powerheads** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Japan and for all other sources combined. Please photocopy this page, if necessary.**

JAPAN **All other sources combined¹**

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
U.S. IMPORTS:²					
<i>Quantity</i>					
<i>Value</i>					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i>					
<i>Value</i>					
Internal consumption:					
<i>Quantity</i>					
<i>Value³</i>					
Transfers to related firms:					
<i>Quantity</i>					
<i>Value³</i>					
EXPORT SHIPMENTS:⁴					
Transfers to related firms:					
<i>Quantity</i>					
<i>Value</i>					
Other export shipments:					
<i>Quantity</i>					
<i>Value</i>					
END-OF-PERIOD INVENTORIES⁵ <i>(quantity)</i>					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below: _____

Please also identify the firms involved in transfers: _____

Please also explain the uses for any internal consumption if applicable: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No—Please explain: _____

PART II.—TRADE AND RELATED INFORMATION—Continued

II-8. **IMPORTS BY SOURCE—COMPLETE OUTBOARD ENGINES.**—Report your firm's imports and your firm's shipments and inventories of **complete outboard engines** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Japan and for all other sources combined.** Please photocopy this page, if necessary.

JAPAN **All other sources combined**¹

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
U.S. IMPORTS: ²					
<i>Quantity</i>					
<i>Value</i>					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i>					
<i>Value</i>					
Internal consumption:					
<i>Quantity</i>					
<i>Value</i> ³					
Transfers to related firms:					
<i>Quantity</i>					
<i>Value</i> ³					
EXPORT SHIPMENTS: ⁴					
Transfers to related firms:					
<i>Quantity</i>					
<i>Value</i>					
Other export shipments:					
<i>Quantity</i>					
<i>Value</i>					
END-OF-PERIOD INVENTORIES ⁵ <i>(quantity)</i>					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below: _____

Please also identify the firms involved in transfers: _____

Please also explain the uses for any internal consumption if applicable: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No—Please explain: _____

PART II.—TRADE AND RELATED INFORMATION—Continued

II-9. **WARRANTY CLAIMS/REPLACEMENTS/RECALLS.**--Report the following information for powerheads and complete outboard engines produced in your U.S. establishment(s) during the specified periods, by fuel system technology. **Report separately for Japan and for all other sources combined.** Please photocopy this page, if necessary.

POWERHEADS

JAPAN

All other sources combined¹

<i>(Quantity in units, value in \$1,000)</i>					
Item	Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004
2-stroke, direct injection: Warranty claims made-- Number					
Quantity of powerheads					
Warranty claims paid-- Number					
Quantity of powerheads					
Value ¹					
Recalls-- Number					
Quantity of powerheads					
Value					
2-stroke, other: Warranty claims made-- Number					
Quantity of powerheads					
Warranty claims paid-- Number					
Quantity of powerheads					
Value ¹					
Recalls-- Number					
Quantity of powerheads					
Value					
4-stroke: Warranty claims made-- Number					
Quantity of powerheads					
Warranty claims paid-- Number					
Quantity of powerheads					
Value ¹					
Recalls-- Number					
Quantity of powerheads					
Value					

—Continued on next page.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-9. WARRANTY CLAIMS/REPLACEMENTS/RECALLS.--Continued.

COMPLETE OUTBOARD ENGINES

JAPAN All other sources combined¹

(Quantity in units, value in \$1,000)										
Item	With U.S.-produced powerheads					With imported powerheads				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
2-stroke, DI: Warranty claims- Number										
Quantity										
Warranty claims paid-- Number										
Quantity										
Value ¹										
Recalls-- Number										
Quantity										
Value										
2-stroke, other: Warranty claims- Number										
Quantity										
Warranty claims paid-- Number										
Quantity										
Value ¹										
Recalls-- Number										
Quantity										
Value										
4-stroke: Warranty claims- Number										
Quantity										
Warranty claims paid-- Number										
Quantity										
Value ¹										
Recalls-- Number										
Quantity										
Value										

¹ Warranty/replacement shipments should be valued at fair market value.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. **U.S. SHIPMENTS, BY TYPES.**-- Report your firm's U.S. shipments (commercial shipments and transfers to related firms) of **complete outboard engines** imported by in your U.S. establishment(s) during the specified periods. **Report separately for Japan and all other sources combined, and for each horsepower by fuel system, using additional pages as necessary.**

OEMs (boat builders)

JAPAN All other sources combined¹

<i>(Quantity in units, value in \$1,000)</i>										
Item	Related OEMs					Unrelated OEMs				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
2-stroke, carbureted:										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
Subtotal										
Quantity										
Value										
Number of customers										
2-stroke, EFI:										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
Subtotal										
Quantity										
Value										
Number of customers										
2-stroke, direct injection:										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
Subtotal										
Quantity										
Value										
Number of customers										

–Continued on next page.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. **U.S. SHIPMENTS, BY TYPES.**--Continued.

OEMs (boat builders)--Continued

JAPAN All other sources combined¹

(Quantity in units, value in \$1,000)										
Item	Related OEMs					Unrelated OEMs				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
4-stroke, carbureted:										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
Subtotal										
Quantity										
Value										
Number of customers										
4-stroke, EFI:										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
Subtotal										
Quantity										
Value										
Number of customers										
Subtotal, OEMs:										
Quantity										
Value										
Number of customers										

--Continued on next page.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. **U.S. SHIPMENTS, BY TYPES.**--Continued.

DEALERS

JAPAN All other sources combined¹

<i>(Quantity in units, value in \$1,000)</i>										
Item	Related dealers					Unrelated dealers				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
2-stroke, carbureted:										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
Subtotal										
Quantity										
Value										
Number of customers										
2-stroke, EFI:										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
Subtotal										
Quantity										
Value										
Number of customers										
2-stroke, direct injection:										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
Subtotal										
Quantity										
Value										
Number of customers										

--Continued on next page.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. **U.S. SHIPMENTS, BY TYPES.--Continued.**

DEALERS--Continued

JAPAN All other sources combined¹

(Quantity in units, value in \$1,000)										
Item	Related dealers					Unrelated dealers				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
4-stroke, carbureted:										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
Subtotal										
Quantity										
Value										
Number of customers										
4-stroke, EFI:										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
Subtotal										
Quantity										
Value										
Number of customers										
Subtotal, dealers:¹										
Quantity										
Value										
Number of customers										

¹ Please report U.S. shipments to independent buying groups included in shipments to unrelated dealers:

	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>January-September</u>	
				<u>2003</u>	<u>2004</u>
Quantity	_____	_____	_____	_____	_____
Value (\$1,000)	_____	_____	_____	_____	_____

NOTE.--The U.S. shipments (commercial shipments and transfers to related firms) reported above should reconcile with your reported U.S. shipments in question II-8 of this questionnaire. If the data do not reconcile, please explain the discrepancy:

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from James Fetzer (202-708-5403).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No. E-mail address

Section III-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products of the following products imported from Japan during January 2001-September 2004:

Product 1.—Carbureted 2-stroke, 9.9 horsepower, 15" shaft length, electric start, steering connector kit, power trim, oil injection.

Product 2.—Carbureted 2-stroke, 90 horsepower, 20" shaft length, electric start, steering connector kit, power trim, oil injection.

Product 3.—Carbureted 2-stroke V-6, 150 horsepower, 20" shaft length, electric start, steering connector kit, power trim, oil injection.

Product 4.—Direct fuel injection 2-stroke V-6, 150 horsepower, 20" shaft length, electric start, steering connector kit, power trim, oil injection.

Product 5.—Direct fuel injection 2-stroke V-6, 200 horsepower, 25" shaft length, electric start, steering connector kit, power trim, oil injection, not counter-rotation.

Product 6.— Carbureted 4-stroke, 25 horsepower, 20" shaft length, propeller, remote fuel tank, electric start, steering connector kit, power trim.

Product 7.—EFI 4-stroke, 115 horsepower, 20" shaft length, electric start,, steering connector kit, power trim.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Gross values should be based on fixed price lists, before further discounts, rebates, etc. Net values should reflect the **FINAL NET** amount paid to you (i.e., should be net of all deductions for discounts or rebates) and sales to unrelated OEMs and unrelated dealers should be reported separately. Allocate price reductions from gross sales values on a sale specific basis wherever possible, including reductions that are accrued but not yet paid. To the extent that this is not possible, identify the nature of the price reduction and describe the methodology used to allocate it to the reported quarterly values. See instruction booklet.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-A.--PRICE DATA---Continued

III-A-1. **SALES TO UNRELATED OEMS--PRICE DATA.**--Complete a separate page for each of the specified products imported from Japan and sold by your firm to unrelated OEMs (original equipment manufacturers-ex. boat builders). **COPY THIS PAGE AS NECESSARY.**

Product 1 Product 2 Product 3 Product 4
 Product 5 Product 6 Product 7

<i>(Quantity in number of engines, value in dollars)</i>			
Period of shipment	Quantity	Gross value ¹	Net value ²
2001:			
January-March			
April-June			
July-September			
October-December			
2002:			
January-March			
April-June			
July-September			
October-December			
2003:			
January-March			
April-June			
July-September			
October-December			
2004:			
January-March			
April-June			
July-September			
¹ Gross values based on the prices in the importer's fixed price lists, before discounts, rebates, etc. ² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. For each pricing product sold to dealers, attach a list of all discounts, rebates, incentives and other promotional reductions from MSRP or list price. A non-exhaustive list of examples include: base, purchase or standard discounts; volume rebates or discounts; early order discounts, special seasonal (ex. fall) stocking discounts; registration discounts; cash/free interest; co-operative advertising reimbursements, retail bonuses; special promotion rebates or discounts; performance bonuses; alliance discounts; discounts for purchases of rigging or any other required equipment purchases; any other discounts, rebates, bonuses or reductions in net price, including any special rebates or payments to parent or holding companies.			

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-A.--PRICE DATA--Continued

III-A-2. **SALES TO UNRELATED OEMs--DISCOUNTS/REBATES (TOTAL).**--Report below all of the discounts, allowances, rebates, prepaid freight, incentives, reimbursements, bonuses, payments, and other potential reductions in price that you provided to unrelated OEMs in 2003. If you were not able to quantify a potential reduction in net price that was provided, please explain in an attachment.

Item	Provided to OEMs	
	Yes/No	Value (\$1,000)
Base/standard discount		
Quantity discount		
Early order discount		
Early payment discount		
Delayed payment discount		
Registration discount		
Free freight discount		
Fall order discount		
Annual order discount		
Performance rebate		
Coop accrual rebates		
Retail sales bonus		
Advance scheduling		
Warranty registration		
End-customer rebate		
Special program rebate		
Cash/free interest		
Financing discounts		
Cash grants		
Free flooring discount		
Loyalty discount		
All other discounts ¹		
All other rebates ¹		
Signing bonuses		
Market development or promotional funding		
Improvements		
All other incentives ¹		
Other payments/transactions not directly related to the sale of outboard engines or accessories ¹		
¹ Specify those provided in an attachment.		

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-A.--PRICE DATA--Continued

III-A-3. **SALES TO UNRELATED OEMs--DISCOUNTS/REBATES (ALLOCATIONS BY PRODUCT)**-- Complete a separate page for each of the specified products imported from Japan and sold by your firm to unrelated OEMs in 2003. Report below all of the potential reductions in price that value has been tied to quarterly sales and allocated accordingly for purposes of reporting quarterly values in response to Part III-A. If you did not allocate the entire amount of any potential reduction to quarterly pricing values, please explain in an attachment. **COPY THIS PAGE AS NECESSARY.**

Product 1 Product 2 Product 3 Product 4 Product 5 Product 6 Product 7

Item	Allocation to quarterly pricing	
	Yes/No	Value (\$1,000)
Base/standard discount		
Quantity discount		
Early order discount		
Early payment discount		
Delayed payment discount		
Registration discount		
Free freight discount		
Fall order discount		
Annual order discount		
Performance rebate		
Coop accrual rebates		
Retail sales bonus		
Advance scheduling		
Warranty registration		
End-customer rebate		
Special program rebate		
Cash/free interest		
Financing discounts		
Cash grants		
Free flooring discount		
Loyalty discount		
All other discounts ¹		
All other rebates ¹		
Signing bonuses		
Market development or promotional funding		
Improvements		
All other incentives ¹		
Other payments/transactions not directly related to the sale of outboard engines or accessories ¹		
¹ Specify those provided in an attachment.		

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-A.--PRICE DATA---Continued

III-A-4. **SALES TO UNRELATED DEALERS.**--Complete a separate page for each of the specified products imported from Japan and sold by your firm to unrelated dealers. **COPY THIS PAGE AS NECESSARY.**

Product 1 Product 2 Product 3 Product 4
 Product 5 Product 6 Product 7

<i>(Quantity in number of engines, value in dollars)</i>			
Period of shipment	Quantity	Gross value ¹	Net value ²
2001:			
January-March			
April-June			
July-September			
October-December			
2002:			
January-March			
April-June			
July-September			
October-December			
2003:			
January-March			
April-June			
July-September			
October-December			
2004:			
January-March			
April-June			
July-September			

¹ Gross values based on the prices in the importer's fixed price lists, before discounts, rebates, etc.

² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. **For each pricing product sold to unrelated dealers, attach a list of all discounts, rebates, incentives and other promotional reductions from MSRP or list price. A non-exhaustive list of examples include: base, purchase or standard discounts; volume rebates or discounts; early order discounts, special seasonal (ex. fall) stocking discounts; registration discounts; cash/free interest; co-operative advertising reimbursements, retail bonuses; special promotion rebates or discounts; performance bonuses; alliance discounts; discounts for purchases of rigging or any other required equipment purchases; any other discounts, rebates, bonuses or reductions in net price, including any special rebates or payments to parent or holding companies.**

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-A.--PRICE DATA-SALES TO UNRELATED DEALERS--Continued

III-A-5. **SALES TO UNRELATED DEALERS--DISCOUNTS/REBATES (TOTAL)** Report below all of the discounts, allowances, rebates, prepaid freight, incentives, reimbursements, bonuses, payments, and other potential reductions in price that you provided to unrelated dealers in 2003. If you were not able to quantify a potential reduction in net price that was provided, please explain in an attachment.

Item	Provided to dealers	
	Yes/No	Value (\$1,000)
Base/standard discount		
Quantity discount		
Early order discount		
Early payment discount		
Delayed payment discount		
Registration discount		
Free freight discount		
Fall order discount		
Annual order discount		
Performance rebate		
Coop accrual rebates		
Retail sales bonus		
Advance scheduling		
Warranty registration		
End-customer rebate		
Special program rebate		
Cash/free interest		
Financing discounts		
Cash grants		
Free flooring discount		
Loyalty discount		
All other discounts ¹		
All other rebates ¹		
Signing bonuses		
Market development or promotional funding		
Improvements		
All other incentives ¹		
Other payments/transactions not directly related to the sale of outboard engines or accessories ¹		
¹ Specify those provided in an attachment.		

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-A.--PRICE DATA-SALES TO UNRELATED DEALERS--Continued

III-A-6. **SALES TO UNRELATED DEALERS--DISCOUNTS/REBATES (ALLOCATIONS BY PRODUCT).**-- Complete a separate page for each of the specified products imported from Japan and sold by your firm to unrelated dealers in 2003. Report below all of the potential reductions in price that value has been tied to quarterly sales and allocated accordingly for purposes of reporting quarterly values in response to Section III-A-4. If you did not allocate the entire amount of any potential reduction to quarterly pricing values, please explain in an attachment. **COPY THIS PAGE AS NECESSARY.**

Product 1 Product 2 Product 3 Product 4 Product 5 Product 6 Product 7

Item	Allocation to quarterly pricing	
	Yes/No	Value (\$1,000)
Base/standard discount		
Quantity discount		
Early order discount		
Early payment discount		
Delayed payment discount		
Registration discount		
Free freight discount		
Fall order discount		
Annual order discount		
Performance rebate		
Coop accrual rebates		
Retail sales bonus		
Advance scheduling		
Warranty registration		
End-customer rebate		
Special program rebate		
Cash/free interest		
Financing discounts		
Cash grants		
Free flooring discount		
Loyalty discount		
All other discounts ¹		
All other rebates ¹		
Signing bonuses		
Market development or promotional funding		
Improvements		
All other incentives ¹		
Other payments/transactions not directly related to the sale of outboard engines or accessories ¹		
¹ Specify those provided in an attachment.		

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of outboard engines (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a price list for each model year covering the period from January 2001 through September 2004. Please include all programs of discounts off of these price lists (for both OEMs and dealers, related and unrelated) for each model year. (You need not resubmit price lists and programs submitted in the preliminary investigation.)

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-B-3. What are your firm's typical sales terms for its outboard engines imported from Japan (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic outboard engines usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its outboard engines imported from Japan in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent, based on value)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

a) What is the average duration of a contract? _____

b) Can prices or the amount of discounts above the standard discounts, be renegotiated during the contract period? _____

c) Does the contract fix quantity, price, or both? _____

d) Does the contract have a meet or release provision? _____

e) Please attach a description of the negotiation process for each long-term contract that your firm sought and/or had in effect during the model years 2001 to 2005.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- a) What is the average duration of a contract? _____
- b) Can prices be renegotiated during the contract period? _____
- c) Does the contract fix quantity, price, or both? _____
- d) Does the contract have a meet or release provision? _____
- e) Please attach a description of the negotiation process for each short-term contract that your firm sought for the most recent model year (2005).

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your outboard engines imported from Japan ?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. a) What is the approximate percentage of the total delivered cost of outboard engines that is accounted for by U.S. inland transportation costs? _____ percent.

b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's outboard engines?

- National
- Regional-please specify regions included in your firm's geographic market area below:
 - Northeast Mid-Atlantic Midwest
 - Southeast Southwest Rocky Mountains
 - West Coast Northwest
 - Other (describe) _____

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-10. Describe the boat lines/models that use the outboard engines that you manufacture. For each boat line/model, what percentage of the total cost is accounted for by outboard engines?

<u>Boat line/model</u>	<u>Share of total cost accounted for by outboard engines (percent)</u>
<u>Bass/fresh water fishing boats</u>	_____
<u>Center console boats</u>	_____
<u>Fish 'n ski boats</u>	_____
<u>Deck boats</u>	_____
<u>Pontoon boats</u>	_____
<u>Saltwater fishing boats</u>	_____
<u>Performance boats</u>	_____
<u>Runabouts</u>	_____
<u>Utility boats</u>	_____
<u>Walk-around boats</u>	_____
<u>Jon boats</u>	_____
<u>Inflatable boats</u>	_____
<u>Single haul pleasure boats</u>	_____
_____	_____
_____	_____
_____	_____

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-11. a) Please list in order of importance any products that may be substituted for outboard engines.

(1) _____ (2) _____ (3) _____

b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

c) Have changes in the prices of these products affected the price for outboard engines?

No Yes--To what degree do changes in their prices affect the price for outboard engines? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of outboard engines or final end use?

III-B-12. How has the demand within the United States (and outside the United States if known) for outboard engines changed since January 1, 2001? What principal factors affect changes in demand?

Increased Unchanged Decreased Other (explain below)

III-B-13. Have there been any significant changes in the product range or marketing of outboard engines since January 1, 2001?

No Yes--Please describe.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-14. How have your relative sales of outboard engines changed by engine technology over since January 1, 2001?

- 2-stroke, carbureted** Increased Unchanged Decreased Other
- 2-stroke, EFI** Increased Unchanged Decreased Other
- 2-stroke, DI** Increased Unchanged Decreased Other
- 4-stroke, carbureted** Increased Unchanged Decreased Other
- 4-stroke, EFI** Increased Unchanged Decreased Other

To what degree have stricter emission regulations and/or other factors contributed to such changes?

III-B-15. a) Did the OMC bankruptcy have any effect on your firm's sales of outboard engines?

- No Yes--Please describe:

b) Did your firm increase its market share of sales of outboard engines relative to sales of outboard engines produced in the U.S. as a result of the OMC bankruptcy?

- No Yes--Please describe how your firm attempted to compete for OMC business, identifying time periods, product types, and customers:

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-16. Does your firm sell outboard engines over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total sales (based on value) of outboard engines in 2003 accounted for by internet sales.

III-B-17. Are different types of outboard engines technologies specified below, which are otherwise the same with respect to horsepower and other specifications, used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified type of engine-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a type of engine-pair.¹

Type of engine	2-stroke, carbureted	2-stroke, EFI	2-stroke, direct injection	4-stroke, carbureted	4-stroke, EFI
2-stroke, carbureted					
2-stroke, EFI					
2-stroke, DI					
4-stroke, carbureted					
4-stroke, EFI					

¹ For any type of engine-pair which is *sometimes* or *never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-18. Are outboard engines produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. ¹			
Country-pair	United States	Japan	Other countries
United States			
Japan			
<p>¹ For any country-pair producing outboard engines which is <i>sometimes or never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>			

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-19. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between outboard engines produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are <i>always</i> significant, "F" to indicate that such differences are <i>frequently</i> significant, "S" to indicate that such differences are <i>sometimes</i> significant, "N" to indicate that such differences are <i>never</i> significant, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. ¹			
Country-pair	United States	Japan	Other countries
United States			
Japan			
<p>¹ For any country-pair for which factors other than price <i>always or frequently</i> are a significant factor in your firm's sales of outboard engines, identify the country-pair and report the advantages or disadvantages imparted by such factors. In addition, please provide copies of customer surveys or other documentation to support your response (e.g., J.D. Power surveys) especially with regard to the issue of quality.</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>			

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest OEM customers and 10 largest customers for outboard engines during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of outboard engines that each of these customers accounted for in 2003. **Please also attach copies of all contracts, as well as any amendments and/or addenda to those contracts, letter agreements, side letters or other written arrangements between you and your top five customers that were in force or applicable for any period from January 2001 to September 2004 that specify the terms or any modification to the terms of your contractual arrangement with them, including any discounts, rebates, bonuses, or other financial incentives, not submitted in the preliminary phase of this investigation.**

No.	OEM's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-C.--CUSTOMER IDENTIFICATION

No.	Dealer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					