PURCHASERS' QUESTIONNAIRE BRAKE ROTORS FROM CHINA

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 February 21, 2008

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning aftermarket brake rotors from China (inv. No. 731-TA-744 (Second Review)). 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)). Further information on this questionnaire can be obtained from Catherine Defilippo (202-205-3253).

Name of	f firm				
Address	S				
City		State	Zip c	ode	
World V	Wide Web address				
	firm purchased <i>aftermarket</i> brake rotors (as define at any time since January 1, 2002?	ed in the instruction book	alet) from <u>ar</u>	ny source (d	domestic or
\square_{NO}	(Sign the certification below and promptly retur	n only this page of the q	uestionnair	e to the Cor	mmission)
YES	(Read the instruction booklet carefully, complet return the entire questionnaire to the Commission		nnaire, sigr	the certific	cation, and
	CERTIFI information herein supplied in response to this que estand that the information submitted is subject to	estionnaire is complete a			of my knowledg
if and under igning this coiled in this imission on the immission on the imployees, and it is reprograms to disclosure a	information herein supplied in response to this questand that the information submitted is subject to ertification I also grant consent for the Commission questionnaire and throughout this review in any the same or similar merchandise. (If you do not contact personnel who are acting in the capalleriew or related proceedings for which this information of the Commission pursuant to 5 Unigreements.	estionnaire is complete a audit and verification b n, and its employees and y other import-injury in consent to such use, plea ponse and throughout to city of Commission emp ation is submitted, or in S.C. Appendix 3. I und	y the Comn l contract po livestigation use note the his review no loyees, for internal an	nission. ersonnel, to us or review certificatio nay be used developing udits and in	ouse the inform ws conducted b on accordingly. I by the Commis or maintainin vestigations rel
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Email address

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 25 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.

	the actual number of hours required an anire and completing the form.	nd the cost to your firm	of preparing the
1 7		hours	dollars
	any comments you may have for imprequestions. Please attach such comme		
	d address of establishment(s) covered et for reporting guidelines). If your find trading symbol.		
Is your firm owned, i	in whole or in part, by any other firm?		
	YesList the following information.		
LINO LI	resList the following information.	Extent	<u>of</u>
<u>Firm name</u>	Address	owners	<u>hip</u>
importing aftermarke	any related firms, either domestic or fet brake rotors from China into the Unite brake rotors from China to the Unite	ited States or which ar	
	YesList the following information.		
\square No \square	resList the following information.		
No Firm name	Address	<u>Affiliat</u>	<u>ion</u>

Purchasers' Questionnaire - Brake Rotors from China (731-TA-744 (Second Review))

PART I.--GENERAL QUESTIONS--Continued

	production of aftern	narket brake rotors?					igaged in	
	□ _{No} □	YesList the follows	ing inforn	nation.				
	Firm name	Address	:			<u>Affili</u>	ation	
I-6.	company or any rel discuss, or analyze	nestionnaire we requested firm have a businexpected future marked YesPlease provide requested docu	ness planet condition	or any int ons for af sted docu	ernal doct termarket ments. If	uments the brake rote you are n	at describ ors?	e,
PART II-1.		I below, your firm's p ket brake rotors. Rep						ıt or
	broker) of afterman	ket brake fotors. Rep	ort based	on denve	ry date, <i>n</i> e	oi oraer a	aie.	
		(<i>Quantity</i> in 1,00						
	Item	(<i>Quantity</i> in 1,00				2004	2005	2006
PURC		(<i>Quantity</i> in 1,00	00 rotors, v 2001	<i>alu</i> e in \$1, 2002	2003		2005	2006
Q	HASES OF AFTERMARI		00 rotors, v 2001	<i>alu</i> e in \$1, 2002	2003		2005	2006
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PART II.--PURCHASES--Continued

II-2. If the relative levels of your firm's purchases of aftermarket brake rotors from different sources (both domestic and foreign) have changed since 1997 (the year the antidumping duty order under review became effective), please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

(a)	Did your firm purchase aftermarket brake rotors before 1997 that were manufactured
(b)	and/or exported by the Chinese firms subject to the order (<i>i.e.</i> , all Chinese manufacturers/exporters <i>except</i> the following Chinese producer/exporter combinations that are excluded from the order: (1) producer Shandong Laizhou CAPCO Industry ("Laizhou CAPCO") and exporters China National Automotive Industry Import & Export Corp. ("CAIEC") or Laizhou CAPCO; (2) producers Shenyang Honbase Machinery Co., Ltd. ("Shenyang") or Lai Zhou Luyuan Automobile Fittings Co., Ltd. ("Laizhou") and exporters Shenyang or Laizhou; and (3) producer Zibo Botai Manufacturing Co., Ltd. ("Zibo") and exporter China National Machinery and Equipmen Import & Export (Xinjiang) Corp., Ltd. ("Xinjiang"))? NoSkip to (c) and (d) on the next page. Yes If yes, has your pattern of purchasing aftermarket brake rotors manufactured and/or exported by the Chinese firms subject to the order (<i>i.e.</i> , all Chinese manufacturers/exporters <i>except</i> the excluded Chinese producer/exporter combinations listed in II-3(a) above) changed since 1997? No, our pattern of purchasing is essentially unchanged. Yes, we discontinued purchases from the subject producers in China because of the order. Yes, but we changed the pattern of purchases from the subject producers in China for reasons other than the order (please explain below).

${\bf PART~II.--} \underline{{\bf PURCHASES}} \text{--} Continued$

II-3.—Continued

□ We did not purchase aftermarket brake rotors manufactured and/or exported by the Chinese producer/exporter combinations excluded from the order before or after 1997. □ No, our pattern of purchasing is essentially unchanged. □ Yes, we increased purchases of aftermarket brake rotors manufactured and/or exported by the Chinese producer/exporter combinations excluded from the order because of the order imposed on the aftermarket brake rotors produced/exported by the remaining Chinese firms. □ Yes, but we changed our pattern of purchases of aftermarket brake rotors manufactured and exported by the Chinese producer/exporter combinations excluded from the order for reasons other than the order imposed on the other Chinese firms (please explain below). (d) Has your pattern of purchasing aftermarket brake rotors from nonsubject foreign countries (i.e., countries other than China) changed since 1997? (please check all that apply). □ We did not purchase from nonsubject foreign countries before or after the order. □ No, our pattern of purchasing is essentially unchanged. □ Yes, we increased purchases from nonsubject countries because of the order. □ Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).	(c)	Has your pattern of purchasing aftermarket brake rotors from nonsubject Chinese sources (<i>i.e.</i> , from the following Chinese producer/exporter combinations that are excluded from the order: (1) producer Shandong Laizhou CAPCO Industry ("Laizhou CAPCO") and exporters China National Automotive Industry Import & Export Corp. ("CAIEC") or Laizhou CAPCO; (2) producers Shenyang Honbase Machinery Co., Ltd. ("Shenyang") or Lai Zhou Luyuan Automobile Fittings Co., Ltd. ("Laizhou") and exporters Shenyang or Laizhou; and (3) producer Zibo Botai Manufacturing Co., Ltd. ("Zibo") and exporter China National Machinery and Equipment Import & Export (Xinjiang) Corp., Ltd. ("Xinjiang")) changed since 1997? (please check all that apply).
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Yes, but we changed our pattern of purchases from nonsubject countries for reasons		No, our pattern of purchasing is essentially unchanged.
		Yes, we increased purchases from nonsubject countries because of the order.

111-1.	all that apply, noting the specif	·
	LI END USER TYPE 1 ()
	END USER TYPE 2 ()
	DISTRIBUTOR ()
	Other ()
III-2.	(a) If your firm is a distributor consumers to which you sell at	or reseller of aftermarket brake rotors, what are the major types of ftermarket brake rotors?
	(b) Do you compete for sales to you purchase aftermarket brake	o your customers with the manufacturers or importers from which e rotors?
III-3.	brake rotors consumed, the top	ftermarket brake rotors, list in order of quantity of aftermarket o 3 products for which your firm purchases aftermarket brake rotors Please indicate what percentage of the total cost is accounted for by
	Product you produce	Percent of cost accounted for by aftermarket brake rotors
	1	1
	2	2
	3	3
III-4.	products incorporating afterma	of aftermarket brake rotors, has the demand for your firm's final arket brake rotors changed since 1997? Unchanged Decreased
	(b) Has this had any effect on y	your firm's demand for aftermarket brake rotors?

Do you anticipate any changes in terms of the end uses of aftermarket brake rotors in the fu No			
No YesPlease describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business or other supporting documentation, that address this issue. (a) Please list in order of importance any products that may be substituted for aftermarket brotors. (1)	No	YesDiscuss the changes, noting t	ne time period in which they occurre
No YesPlease describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business or other supporting documentation, that address this issue. (a) Please list in order of importance any products that may be substituted for aftermarket brotors. (1)			
underlying assumptions, along with relevant portions of business or other supporting documentation, that address this issue. (a) Please list in order of importance any products that may be substituted for aftermarket b rotors. (1)	Do you anti	cipate any changes in terms of the end uses	of aftermarket brake rotors in the fu
(c) Have changes in the prices of these products affected the price for aftermarket brake rote. A yes—Please explain. Have there been any changes in the number or types of products that can be substituted for aftermarket brake rotes since 1997?	No	underlying assumptions, alon	g with relevant portions of business j
(c) Have changes in the prices of these products affected the price for aftermarket brake rote. A yes—Please explain. Have there been any changes in the number or types of products that can be substituted for aftermarket brake rotes since 1997?			
(c) Have changes in the prices of these products affected the price for aftermarket brake rote. No Yes-Please explain. Have there been any changes in the number or types of products that can be substituted for aftermarket brake rotes aftermarket brake rotes aftermarket brake rotes aftermarket brake rotes aftermarket brake rotors since 1997?	(a) Please li rotors.	st in order of importance any products that	may be substituted for aftermarket be
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No Yes-Please explain. Have there been any changes in the number or types of products that can be substituted for aftermarket brake rotors since 1997?			
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aftermarket brake rotors since 1997?	(c) Have ch	anges in the prices of these products affecte	
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	which they (c) Have ch No Have there aftermarket	are substitutes. anges in the prices of these products affecte Yes-Please explain. been any changes in the number or types of brake rotors since 1997?	d the price for aftermarket brake rot

III-9.	Do you anticipate any changes in terms of the substitutability of other products for aftermarket brake rotors in the future?
	No YesPlease describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.
III-10.	How has demand within the United States for aftermarket brake rotors changed since 1997?
	Increased Unchanged Decreased
	Other (describe)
	What were the principal factors affecting changes in demand?
	How has demand <u>outside</u> the United States for aftermarket brake rotors changed since 1997?
	Increased Unchanged Decreased
	Other (describe)
	What were the principal factors affecting changes in demand?
III-11.	Do you anticipate any future changes in aftermarket brake rotors demand in the United States and, if known, the rest of the world?
	YesPlease describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.
III-12.	Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss the demand for aftermarket brake rotors and/or factors affecting the demand for aftermarket brake rotors in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1997 to the present and

forecasts of these demand data.

III-13.	Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.Sproduced aftermarket brake rotors in the U.S. market since 1997?
	No YesPlease note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.
III-14.	Is buying a product that is produced in the United States an important factor in your firm's purchases of aftermarket brake rotors (please check ALL that apply)?
	YesPurchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves percent of all purchases of aftermarket brake rotors.
	YesPurchases of domestic product are not required by law or regulation, but are by your customers. This involves percent of all purchases of aftermarket brake rotors.
	YesPurchases of domestic product are required for other reasons (please specify these reasons below). This involves percent of all purchases of aftermarket brake rotors.
III-15.	(a) Is the aftermarket brake rotors market subject to business cycles or conditions of competition distinctive to aftermarket brake rotors? No YesPlease explain and provide estimates of the duration of any such cycle.
	(b) Has the emergence of new markets for aftermarket brake rotors since 1997 affected the business cycles or conditions of competition distinctive to aftermarket brake rotors?
	No YesPlease explain any such changes.

III-16.	Who are your major competitors?
III-17.	Does your firm, and to the extent that you know, do your customers make purchasing decisions involving aftermarket brake rotors based on the producer of the aftermarket brake rotors you purchase?
	Your firm:
	Your customers:
	If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.
	Your firm:
	Your customers:
III-18.	Does your firm, and to the extent that you know, do your customers make purchasing decisions involving aftermarket brake rotors based on the country of origin of the aftermarket brake rotors you purchase?
	Your firm: \square Always \square Usually \square Sometimes \square Never
	Your customers:
	If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.
	Your firm:
	Your customers:

III-19.	(a) How frequently do you make purchases?
	Daily
	Other (specify)
	(b) Do you expect this purchasing pattern to change in the next two years?
	No YesHow and why do you expect these changes to occur?
III-20.	How many suppliers do you generally contact before making a purchase?
III-21.	(a) Do purchases of aftermarket brake rotors usually involve negotiations between supplier and purchaser?
	No YesPlease describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.
	(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?
	No YesSpecify the time period.
III-22.	Have you changed suppliers in the last 5 years?
	YesPlease list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-23.	(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?
	No YesPlease identify the firms and indicate how you become aware of them.
	(b) Do you expect new suppliers of aftermarket brake rotors to enter the market in the future?
	No YesPlease provide details, noting the specific future time period in your response.
III-24.	Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristics of the aftermarket brake rotors they sell to your firm?
	No Yes—percent of purchases in 2007 Yes—all purchases
	Please provide a general description of the certification or qualification process and the time required.
III-25.	Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.
III-26.	Since 1997, have any domestic or foreign producers failed in their attempts to certify or qualify their aftermarket brake rotors with your firm or have any producers lost their approved status?
	No YesPlease identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

		6	,
(a) For the factors listed belo decisions for aftermarket bra		ms of its importance in you	our purchase
	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORT
Availability			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Minimum qty requirements			
Packaging			
Price			
Product consistency			
Quality meets industry stand			
Quality exceeds industry sta	- 1		
Product range			
Reliability of supply			
Supplier is a related entity.			
Technical support/service.			
U.S. transportation costs			

III-28.	(b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase aftermarket brake rotors for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).
	1
	2
	3
	Other factors or comments:
III-29.	What characteristics does your firm consider when determining the quality of aftermarket brake rotors?
III-30.	How often does your firm purchase the aftermarket brake rotors that are offered at the lowest price?
	Always Usually Sometimes Never
III-31.	Please list the names of any firms you considered price leaders in the aftermarket brake rotors market since 1997. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.
III-32.	Please describe how the above firm(s) exhibited price leadership.
III-33.	How frequently does the price of the aftermarket brake rotors you are purchasing change?

III-34.	Does your firm purchase aftermarket brake rotors over the internet?
	No YesPlease describe, noting the estimated percentage of your firm's total purchases of aftermarket brake rotors in 2006 accounted for by internet purchases.
III-35.	(a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. aftermarket brake rotors industry since 1997 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.
	(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. aftermarket brake rotors industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.
III-36.	What do you think will be the likely effects of any revocation of the antidumping duty order for imports of aftermarket brake rotors from China? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.
	(1) Activities of your firm:
	(2) Entire U.S. market:

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

-1. Please indicate the countries of origin for aftermarket brake rotors for which your firm has actual marketing/pricing knowledge.						
United States						
China						
Other countrie	es (Please specify					
interchangeably (i.e., can using "A" to indicate that indicate that the products interchangeable, "N" to in	rake rotors produced in the Unit they physically be used in the the products from a specific are <i>frequently</i> interchangeandicate that the products are from a specified country-pa	the same applications)? ed country-pair are <i>alwa</i> ble, "S" to indicate that <i>never</i> interchangeable,	Please indicate below, ays interchangeable, "F" to the products are sometimes			
Country-pair	United States	China	Other countries			
United States						
Chine						
	r producing aftermarket brak explain the factors that limit					
1						

Purchasers' Questionnaire - Brake Rotors from China (731-TA-744 (Second Review))

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-3.	Do you or your customers ever specifically order aftermarket brake rotors from one country in particular over other possible sources of supply?
	No YesPlease identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why aftermarket brake rotors from these countries is preferred over product from other countries (please note the specific product in your response).
IV-4.	Are certain grades/types/sizes of aftermarket brake rotors available from only a single source (domestic or foreign, including both subject and nonsubject countries)? No YesPlease identify the source and the grade/type/size.
IV-5.	If you purchased aftermarket brake rotors from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-6. For the factors listed below, please rate how aftermarket brake rotors produced in each country you identified in your response to the first question in Part IV compares with aftermarket brake rotors produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

compared	to	
(specify country)	(specify country)	
SUPERIOR	R COMPARABLE	INFERIOR
Availability		
Delivery terms		
Delivery time		
Discounts offered		
Extension of credit		
Lower price ¹		
Minimum qty requirements		
Packaging		
Product consistency		
Quality meets industry standards		
Quality exceeds industry standards		
Product range		
Reliability of supply		
Technical support/service		
Lower U.S. transportation $costs^1 \dots \square$		
Other (specify):		

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-7.	(a) How often do domestically produced aftermarket brake rotors meet minimum quality specifications for your uses or your customers' uses?					
	Always	Usua	lly \square So	metimes [Rarely or never	
	(b) How often of for your uses o	r your custo		_	ors meet minimum q Rarely or never	uality specifications
	(c) How often of specifications f				rotors meet minimu	m quality
	Country		Always	Usually	Sometimes	Rarely or never
	Country		Always	Usually	Sometimes	Rarely or never
	Country		Always	Usually	Sometimes	Rarely or never
IV-8.	-8. (a) Since 1997, has there been a change in the price of aftermarket brake rotors? If so, has the price of U.Sproduced aftermarket brake rotors changed more or less than the price of imported aftermarket brake rotors manufactured and/or exported by the Chinese firms subject to the order (<i>i.e.</i> , all Chinese manufacturers/exporters <i>except</i> the following Chinese producer/exporter combinations that are excluded from the order: (1) producer Shandong Laizhou CAPCO Indust ("Laizhou CAPCO") and exporters China National Automotive Industry Import & Export Corp ("CAIEC") or Laizhou CAPCO; (2) producers Shenyang Honbase Machinery Co., Ltd. ("Shenyang") or Lai Zhou Luyuan Automobile Fittings Co., Ltd. ("Laizhou") and exporters Shenyang or Laizhou; and (3) producer Zibo Botai Manufacturing Co., Ltd. ("Zibo") and exporter China National Machinery and Equipment Import & Export (Xinjiang) Corp., Ltd. ("Xinjiang"))?					e price of imported subject to the order acer/exporter nou CAPCO Industry port & Export Corp. y Co., Ltd.) and exporters ("Zibo") and
	No change	in price				
	Prices have	changed b	y the same amo	ount		
	Price of U.	Sproduced	d aftermarket b	rake rotors has c	changed more	
	_	_			s has changed relative oduced aftermarket	_
	Higher	Lowe	r			

PART V.--SUPPLIER IDENTIFICATION

Please list the top ten suppliers from which you have purchased aftermarket brake rotors and approximate the percentage of your purchases of aftermarket brake rotors each accounted for in 2007.

No.	Firm name	Percentage of 2007 purchases	No.	Firm name	Percentage of 2007 purchases
1			6		
2			7		
3			8		
4			9		
5			10		