U.S. PURCHASERS' QUESTIONNAIRE

CERTAIN OFF-THE ROAD TIRES FROM CHINA

This questionnaire must be received by the Commission by no later than May 1, 2008

See page 4 of the instruction booklet for filing instructions

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain off-the-road ("OTR) tires from China (Inv. Nos. 701-TA-448 and 731-TA-1117 (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)). Further information on this questionnaire can be obtained from Clark Workman (202-205-3248).

Address											
City			Sta	te	Zip	Code _					
World Wide	Web addr	ess									
Has your firm j (domestic or fo					e instructi	ion book	et) from	any sou	ırce		
□NO	(Sign the cer	tification below	and promptly ret	turn only th	is page of	the questi	onnaire to	the Cor	nmission)	
☐ YES			carefully, compl sion so as to be r					urn the e	ntire		
			CERTIFIC	CATION	I						
y that the informat lief and understand			ponse to this q	uestionna	ire is con					my knowl	dge
	l that the inj cation I als his question	formation sub o grant conse naire and thro	ponse to this quitted is subject nit for the Conughout these is	uestionna ct to audit nmission,	ire is con and verif and its e	fication b employee	y the Co s and co	mmissi ontract	on. personi	iel, to use	the
lief and understand mitting this certifi ation provided in th	I that the injustion I also in a question in same or singustion submess, and control of these investion to the progeto the pro	formation substitution of grant consending and through the merchant in this quant personners or regrams and open	ponse to this quitted is subject of the Conughout these is dise. The westionnaire real who are activated proceeding the control of the contr	uestionna et to audit nmission, nvestigation esponse au ing in the ings for wi	ire is con and verif and its e ons in an ond throug capacity hich this	ication be employee y other in ghout the of Comi informat	y the Constant conport-ing esserinves investion to the constant of the constan	mmissiontract jury inv stigation employe bmitted	on. personn estigati us may i ees, for l, or in i	nel, to use ons condu be used by developin internal au	the cted the g or
lief and understand mitting this certification provided in the Commission on the owledge that informission, its employed ining the records of vestigations relating	I that the injection I also in a question same or simulation submers, and control of these inverses to the progesting th	formation sub o grant conse naire and thro nilar merchan nitted in this q tract personne stigations or r grams and ope isclosure agre	ponse to this quitted is subject of the Conughout these is dise. The westionnaire real who are activated proceeding the control of the contr	uestionna et to audit nmission, nvestigation esponse and ing in the ings for wi Commission	ire is con and verif and its e ons in an ond throug capacity hich this	Ecation be employee y other in ghout the of Cominity information to 5	y the Constant conport-ing esserinves investion to the constant of the constan	mmissiontract jury inv stigation employe bmitted	on. personn estigati us may i ees, for l, or in i	nel, to use ons condu be used by developin internal au	the cted the g or
lief and understand mitting this certification provided in the Commission on the lowledge that informission, its employed ining the records of the latestigations relating tract personnel will	I that the injection I also in a question same or simulation submers, and control of these inverses to the progesting th	formation subsequence and through the constant of the constant	ponse to this quitted is subject in the Conughout these in dise. The westionnaire received in the content in t	uestionna et to audit nmission, nvestigation esponse and esponse and ing in the ings for wi Commission	ire is con and verif and its e ons in an nd throug capacity hich this on pursu	Exation by employee by other in ghout the of Community information of the of th	y the Constant conport-ing ese investion is sure. J.S.C. A.	mmissiontract jury inv stigation employe bmitted	on. personn estigati us may i ees, for l, or in i	nel, to use ons condu be used by developin internal au	the cted the g or

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PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, 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.

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	
	omments you may have for improving t tions. Please attach such comments to			
	ress of establishment(s) covered by this reporting guidelines). If your firm is puding symbol.			
-				
Is your firm owned, in who	ole or in part, by any other firm?			
□ No □ YesL	ist the following information			
Firm name	Address		Extent of ownership	
	_			

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PART I.—<u>GENERAL INFORMATION</u>--Continued

☐ No ☐ Ye	sList the following information	
Firm name	Address	<u>Affiliation</u>
-		
Does your firm have an production of certain C	ny related firms, either domestic or OTR tires?	foreign, which are engaged in
production of certain C		foreign, which are engaged in
production of certain C	OTR tires?	foreign, which are engaged in t Affiliation
production of certain C	OTR tires? sList the following information	

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PART II.—TRADE AND REALTED INFORMATION

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of certain OTR tires. Report based on delivery date, not order date.

(<i>Quantity</i> in 1,000 tires, <i>value</i> in \$1,000)						
	lt	em	2005	2006	2007	
PURCHASES OF CERTAIN OTR TIRES PRODUCED IN THE UNITED STATES:						
Quant	ity					
Value						
PURCHAS	SES OF CERT	AIN OTR TIRES PRODUCE	D IN CHINA:			
Quant	ity					
Value						
PURCHAS	SES OF CERT	AIN OTR TIRES PRODUCE	D IN ALL OTHER C	OUNTRIES:1		
Quant	ity					
Value						
¹ Plea	se identify the	se countries:				
II-2. Since January 1, 2007, has your firm purchased NONSUBJECT OTR tires used for mining and construction with a rim diameter equal to or greater than 39 inches?						
	☐ No ☐ Yes—Please report the quantity and value purchased during 2007 in the spaces provided.					
	Quantity (nur	mber of tires)				
	Value (in \$)					

U.S. Importers' Questionnaire - Certain Off-the-Road Tires (701-TA-448 & 731-TA-1117 (F))

PART II.—TRADE AND REALTED INFORMATION--Continued

II-3. Referring to your firm's purchases of certain OTR tires from different sources (both domestic and foreign) as reported in question II-2 for 2005-2007, please indicate the trend of your purchases of certain OTR tires from each of the sources identified (*i.e.*, whether they increased, decreased, remained constant, or fluctuated) and provide an explanation for that trend.

	Trend	Explanation for trend
Purchases of certain C	OTR tires produced in	
The United States	☐ Decreased	
	☐ Increased	
	☐ Constant	
	☐ Fluctuated	
China	☐ Decreased	
	☐ Increased	
	☐ Constant	
	☐ Fluctuated	
Mexico	Decreased	
	☐ Increased	
	☐ Constant	
	☐ Fluctuated	
All other countries	Decreased	
	☐ Increased	
	☐ Constant	
	☐ Fluctuated	
n) Please identify all cou TR tires.	ntries known by your firn	n to be engaged in the production of certain

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PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1.	Which of the following best describes your firm as a purchaser of certain OTR tires (check all that apply, noting the specific end uses if known)?				
	OEM ()			
	END USER (other than OEM) ()			
	DISTRIBUTOR ()			
	Other ()			
III-2.	(a) If your firm is a distributor or reseller of ce consumers to which you sell certain OTR tires				
		s with the manufacturers or importers from which			
	you purchase certain OTR tires?				
III-3.	If your firm is an end user of certain OTR tires, list in order of largest quantity of certain OTR tires used, the top 3 products for which your firm purchases certain OTR tires as a component part or input. Please indicate what percentage of the total cost of each individual product your firm produces that is accounted for by certain OTR tires.				
	Product you produce	Percent of the total cost of this product that is accounted for by certain OTR tires			

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III-4.	. (a) If your firm is an end user of certain OTR tires, has the demand for your firm's final products incorporating certain OTR tires changed since January 1, 2005?							
	☐ Increase	☐ No Change	Decrease	Fluctuated				
	(b) Has this had any effect on your firm's demand for certain OTR tires?							
	(c) If demand has end uses? Please		ges in demand varied	among different industries or				
III-5.	(a) Has the demar	nd for certain OTR tires in	the United States cha	anged since January 1, 2005?				
	(b) If demand for certain OTR tires has changed, why has it changed?							
	(c) If demand has changed, have these changes in demand varied among different industries or end uses? Please discuss.							

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III-6.	Is the demand for certain OTR tires stronger and/or weaker in the first half of the year when compared to the second half of the year?							
	□ No □	Yes Please	describe.					
III-7.	each possible subs	Please list in order of importance any products that may be substituted for certain OTR tires. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for certain OTR tires.						
	Substit	ute	End use	of th	e changes in the prices is substitute affected price for certain OTR ?			
	1.				o Yes			
	2.				o Yes			
	3.				o Yes			
III-8.	(a) Does your firm, and to the extent that you know, do your customers make purchasing decisions involving certain OTR tires based on the producer of the certain OTR tires?							
	Your firm:	Always	Usually	Sometimes	Never			
	Your customers:	Always	Usually	Sometimes	Never			
	If at least "someting and why this information and why this information and the second			or your customers of	letermine the producer			
	Your firm:							
	Your customers:							

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	(b) Does your firm, and to the extent that you know, do your customers make purchasing decisions involving certain OTR tires based on the brand name of the certain OTR tires?							
	Your firm:	Always	Usually	Sometimes	Never			
	Your customers:	Always	Usually	Sometimes	Never			
	If at least "sometime and why this information of the state of the sta		•	your customers determ	ine the producer			
	Your firm:							
	Your customers:							
	(c) Do certain OTR tires bearing certain brand names command a premium price in the market?							
	□ No □ Yes							
	If yes please specify those brand names which command a premium price, and the amount of that premium in the space provided.							
III-9.	(d) When purchasing brand names OTR does your firm make purchasing decisions based on the country of origin of the brand name tires that you purchase? Always Usually Sometimes Never							
,	•		•	or customers make purching of the certain OTR ti	•			
	Your firm:	Always	Usually	Sometimes	Never			
	Your customers:	Always	Usually	☐ Sometimes	Never			
	If at least "sometime and why this information of the state of the sta			your customers determ	ine the producer			
	Your firm:							
	Your customers.							

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III-10.	Have you made significant changes in your purchasing patterns (e.g., frequency, order size) in the last three years?				
	□ No □ Yes	Please describe.			
III-11.	How many suppliers do y	ou generally contact before	re making a purchase?		
III-12.	Have you changed supplied	ers since January 1, 2005	,		
			ndicate whether each firm was added or ve the reasons for the change.		
	Supplier	Action	Explanation for action		
		☐ Added			
		☐ Dropped			
		Added			
		☐ Dropped			
		Added			
		☐ Dropped			
		Added			
		☐ Dropped			
III-13.	Are you aware of any new since January 1, 2005?	v suppliers, either foreign	or domestic, that have entered the market		
	□ No □ Yes	Please identify the firms.			

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III-14.		require your suppliers to become certified or pre-qualified with respect to the quality, cry, strength, or other performance characteristic of the certain OTR tires they sell to your				
	☐ No	Yes percent of all purchases in 2007				
		Please provide a general description of the qualification process and whether it differs by source of supply.				
III-15.		anuary 1, 2005, have any domestic or foreign producers failed in their attempts to certify ify their certain OTR tires 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.				
III-16.		anuary 1, 2005, have any suppliers, domestic, foreign producers, or importers broken a et to supply your firm with certain OTR tires?				
	☐ No	YesPlease identify these firms, the countries where they are located, when, manner in which, and reason they broke the contract.				
	What v	vas the impact of this on your firm?				

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III-17.a. Have your suppliers refused, declined, or been unable to supply certain OTR tires at any time since January 2005? (Examples include placing customers on allocation, declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipments, etc.)						
☐ No	☐ No ☐ Yes—please provide the information requested below.					
Name of producer or importer (and if importer, country)	Specific types/ sizes	Time period(s) If tires were delivered later than the time period agreed upon. Provide the agreed upon time period between order and delivery and the actual time period.	Quantity of tires Requested and quantity received	Were you (1) placed on allocation (2) not accepted as a new customer, (3) not renewed as an existing customer, (4) delivered less than promised quantity, (5) delivered shipments later than committed, (6) other (please explain).		

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 III-17.b. Have your suppliers refused, declined, or been unable to supply nonsubject OTR tires used for mining and construction with a rim diameter equal to or greater than 39 inches at any time since January 2005? (Examples include placing customers on allocation, declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipments, etc.) No Yes—please provide the information requested below. 								
	□ 1	es—piease provid	e the information rec	quested below.				
Name of producer or importer (and if importer, country)	Specific types/ sizes	Time period(s) If tires were delivered later than the time period agreed upon. Provide the agreed upon time period between order and delivery and the actual time period.	Quantity of tires Requested and quantity received	Were you (1) placed on allocation (2) not accepted as a new customer, (3) not renewed as an existing customer, (4) delivered less than promised quantity, (5) delivered shipments later than committed, (6) other (please explain).				

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PART III.— MARKET CHARACTERISTICS AND PURCHASING PRACTICES -- Continued

III-18. For the factors listed below, please rate each in terms of its importance in your purchase decision for certain OTR tires.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability			
Ability to obtain manufacturer's support for warranty service			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Price			
Minimum qty requirements			
Multiple sources of supply			
Packaging			
Product consistency			
Quality meets industry standards			
Quality exceeds industry standard			
Product range			
Able to source multiple products from supplier			
Reliability of supply			
Technical support/service			
U.S. transportation costs			
Other (specify):			

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III-19.	Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase certain OTR tires 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.).
	(i)
	(ii)
	(iii)
	Other factors or comments: ()
III-20.	What characteristics does your firm consider when determining the quality of certain OTR tires?
III-21.	How often does your firm purchase the certain OTR tires that are offered at the lowest price?
	☐ Always ☐ Usually ☐ Sometimes ☐ Never
	If your firm does not always the lowest priced certain OTR tires, please explain.
	in your min does not an ways the lowest priced certain of the thos, prease explain.
	·
III-22.	Please list the names of any firms you considered price leaders in the certain OTR tires market since January 1, 2005. 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.

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PART	III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICESContin	ued
III-23.	Please describe how the above firm(s) exhibited price leadership.	

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PART IV.—PRODUCT COMPARISONS

IV-1.	Please indicate the countries of origin for certain OTR tires for which your firm has actual marketing/ pricing knowledge.								
	United States								
	China								
	Other countri	es (Please specify:)					
IV-2.	Are certain OTR tires produced in the United States and in other countries interchangeable (<i>i.e.</i> , 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 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 specified country-pair. ¹								
	Country-pair	United States	China	Other countries					
	United States								
	China								
	¹ For any cour please explain th	ntry-pair producing certain OTR e factors that limit or preclude in	tires which is sometimes or materchangeable use:	never interchangeable,					

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PART IV.—PRODUCT COMPARISONS -- Continued

IV-3. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between certain OTR tires 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 always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.¹

Country-pair	United States	China	Other countries
United States			
China			
¹ For any co your firm's sales imparted by such	untry-pair for which factors other of certain OTR tires, identify the factors:	er than price always or freque e country-pair and report the a	ntly are a significant factor in idvantages or disadvantages

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PART IV.—PRODUCT COMPARISONS--Continued

V-4.	Do you or your customers ever specifically order certain OTR tires 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 certain OTR tires from these countries is preferred over product from other countries (please note the specific product in your response).								
V-5.	Are certain grades/types of certain OTR tires available from only a single source (domestic or foreign, including both subject and nonsubject countries)?								
	No YesPlease identify the source and the grade/type/style.								
V-6.	If you purchased certain OTR tires 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.								

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PART IV.—PRODUCT COMPARISONS -- Continued

IV-7. For the factors listed below, please rate how certain OTR tires produced in each country you identified in your response to the first question in Part IV compares with certain OTR tires produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please check in each applicable product comparison indicating whether product is superior, comparable, or inferior from the first source compared to the second source.

	Unite con pro	duct f ed Sta npare duct f nina	<u>tes</u> d to	compared to product from product from product from product from		compared to product from			compared to product from						
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability															
Delivery terms															
Delivery time															
Discounts offered															
Extension of credit															
Price ¹															
Minimum qty requirements															
Packaging															
Product consistency															
Quality meets industry standard															
Quality exceeds industry standard															
Product range															
Able to source multiple products from supplier															
Reliability of supply															
Technical support/service .															
U.S. transportation costs ¹															
Warranty Service															
Other							\Box	П		\Box					

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.

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$PART~IV. - \underline{PRODUCT~COMPARISONS} \textit{--} Continued$

7-8.	(a)	How often does domestically produced certain OTR tires meet minimum quality specifications for your uses or your customers' uses?							
		Always	Usually	Sometimes	Never				
	(b)		ported certain OTR tire our uses or your custon	es from China meet minimumers' uses?	um quality				
		Always	Usually	Sometimes	Never				
	(c)		ported nonsubject certa our uses or your custon	ain OTR tires meet minimumers' uses?	m quality				
		Always	Usually	Sometimes	Never				
'-9.	TIRES	S.–Since January 1, 2	005, has your firm pur	TRUCTION TIRES AND chased NONSUBJECT OTR l to or greater than 39 inches	tires used for				
		characterist characterist interchange describe the production distribution distribution producer pe (e.g., sales/	tics and usesdescribe tics and end uses; (b) ability in end use of the e two processes and in inputs, machinery and adescribe the specifical market situation in we erceptionsdescribe and marketing practices);	res with respect to the following the differences and similar interchangeabilitydiscussing two products; (c) manufactude a discussion of the in equipment, and skilled labeled use/customer requirement, the products are sold; manufacture perceived differences in and (f) priceprovide a discustional page.	ities in the physical the acturing processesterchangeability of or; (d) channels of ments and channels or (e) customer and the two products cussion and specific				
	(a) Ch	naracteristics and us	es:						
	(b) Int	terchangeability:							

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PART IV.—PRODUCT COMPARISONS--Continued

COM	MPARABILITY OF MINING AND CONTRUCTION TIRES AND CERTAIN (ES Continued.
	Manufacturing processes:
(d) (Channels of distribution:
(-) C	
(e) C	Customer and producer perceptions:
(f) D	haloo.
(f) P	rice:

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PART IV.—PRODUCT COMPARISONS -- Continued

IV-9. Please provide the names and addresses of your firm's ten (10) largest suppliers of certain OTR tires purchased since 2005. Please also provide the name, telephone number, and e-mail address of a contact person and the share of the quantity based on weight of your firm's total purchases of certain OTR tires that each of these suppliers accounted for in 2007.

No.	Supplier's Name	Street address (not P.O. box), city, state, and zip code	Contact Person and e-mail address	Area code and telephone number	Share of 2007 pur- chases%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					