

PRODUCERS' 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 produced outboard engines (as defined in the instruction booklet) 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>

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 40 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.

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. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, The Continued Dumping and Subsidy Offset Act (also known as the "Byrd Amendment") will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No (that is, I do not wish my position on the petition to be made public)

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

PART I.--GENERAL QUESTIONS--Continued

I-4. 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

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		

PART I.--GENERAL QUESTIONS--Continued

I-4. e) Please describe any significant changes in the above corporate/legal structure since January 1, 2001 (use additional pages as necessary).

I-5. Does your firm have a co-production agreement(s) (e.g., a Mutual Development Agreement) with a non-related foreign manufacturer/exporter regarding outboard engines?

No Yes--Please describe the main provisions of the agreement(s), using additional pages as necessary. In addition, please submit a copy of the agreement(s) with your questionnaire response.

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 shutdowns because of outages, strikes, or equipment failure; curtailment of production because of shortages of materials; or any other intracompany changes that have adversely impacted the production quantity or quality of the subject products 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-3. Does your firm produce other products on the same equipment and machinery used to produce outboard engines?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced on same equipment and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Outboard engines</u>	_____	_____	_____
_____	_____	_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities, by type of fuel system. Use additional pages as necessary.

II-5. Does your firm produce other products using the same production and related workers employed to produce outboard engines?

No Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Outboard engines</u>	_____	_____	_____
_____	_____	_____	_____

II-6. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of outboard engines?

No Yes--Name firm: _____

II-7. Does your firm produce outboard engines in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2001, has your firm imported outboard engines?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-9. Are there any types of outboard engines that your firm does not produce in the United States and must be imported from foreign sources?

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

Powerheads			Complete outboard engines		
Horsepower	Fuel system	Source	Horsepower	Fuel system	Source

II-10. Please identify the outboard engine types (i.e., fuel system and HP) that your firm produced in the United States, and indicate the source of the powerhead incorporated into the complete outboard engine. CHECK ALL THAT APPLY. Use additional pages as necessary. On a separate sheet, please describe product developments that have occurred since January 1, 2001 and changes in sourcing of powerheads during the period, including time period involved.

Model year	Horse power	2-stroke, carbureted		2-stroke, EFI		2-stroke, direct injection		4-stroke, carbureted		4-stroke, EFI	
		U.S. power head	Imported power head	U.S. power head	Imported power head	U.S. power head	Imported power head	U.S. power head	Imported power head	U.S. power head	Imported powerhead

II-11. Please provide a discussion of the technical expertise involved in your firms' U.S. production-related activities, by subassembly (e.g., powerhead, midsection, gear case, and overall assembly). In particular, please discuss the technical expertise involved in incorporating a powerhead into a complete outboard engine. Use additional pages as necessary.

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

II-14. **CAPACITY, PRODUCTION, AND EMPLOYMENT.**--Report your firm's production capacity, production, shipments, and inventories related to the production of **powerheads and complete outboard engines**, in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
POWERHEADS:					
Average production capacity¹ (<i>quantity in units</i>)					
Production (<i>quantity in units</i>): 2-stroke, carbureted					
2-stroke, EFI					
2-stroke, direct injection					
4-stroke, carbureted					
4-stroke, EFI					
Total					
Average number of production & related workers (PRWs)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (\$1,000)					
COMPLETE OUTBOARD ENGINES:					
Average production capacity² (<i>quantity in units</i>)					
Production (<i>quantity in units</i>): 2-stroke, carbureted					
2-stroke, EFI					
2-stroke, direct injection					
4-stroke, carbureted					
4-stroke, EFI					
Total					
Average number of production & related workers (PRWs)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (\$1,000)					
¹ The production capacity reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>					
² The production capacity reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>					

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

II-15. **PRODUCTION, SHIPMENTS, AND INVENTORIES--POWERHEADS.**-- Report your firm's production, shipments and inventories related to the production of **powerheads** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i>					
<i>Value</i>					
Internal consumption for the production of outboard engines:					
<i>Quantity</i>					
<i>Value</i> ¹					
Other internal consumption:					
<i>Quantity</i>					
<i>Value</i> ¹					
Transfers to related firms:²					
<i>Quantity</i>					
<i>Value</i> ¹					
EXPORT SHIPMENTS:³					
Transfers to related firms:					
<i>Quantity</i>					
<i>Value</i>					
Other export shipments:					
<i>Quantity</i>					
<i>Value</i>					
END-OF-PERIOD INVENTORIES⁴ (<i>quantity</i>)					
<p>¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003: _____</p> <p>² Please identify the firms associated, indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also purchased powerheads from sources other than your firm. Use additional pages as necessary.</p> <p>_____</p> <p>_____</p> <p>² Identify your principal export markets: _____</p> <p>³ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>					

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

II-16. **PRODUCTION, SHIPMENTS, AND INVENTORIES--COMPLETE ENGINES.**-- Report your firm's production, shipments and inventories related to the production of **complete outboard engines** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) **Report separately for complete outboard engines produced using (a) U.S.-produced powerheads and (b) imported powerheads, photocopying this page as necessary.**

U.S.-produced powerheads Imported powerheads¹

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
PRODUCTION <i>(quantity)</i>					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i>					
<i>Value</i>					
Transfers to related firms: ³					
<i>Quantity</i>					
<i>Value</i> ²					
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 Identify the source(s): _____

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003: _____

³ Please identify the firms associated, indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also purchased complete outboard engines from sources other than your firm. Use additional pages as necessary.

⁴ Identify your principal export markets: _____

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

Yes No--Please explain: _____

In addition, the production from foreign-sourced powerheads should reconcile with your reported purchases of foreign-sourced powerheads at question II-21 of this questionnaire and/or your direct imports of powerheads reported at question II-7 of the importer's questionnaire. If the data do not reconcile, please explain the discrepancy.

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

II-17. **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.

POWERHEADS

<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-17. WARRANTY CLAIMS/REPLACEMENTS/RECALLS.--Continued.

COMPLETE OUTBOARD ENGINES

(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-18. **U.S. SHIPMENTS, BY TYPES.**-- Report your firm's U.S. shipments (commercial shipments and transfers to related firms) of **complete outboard engines** produced in your U.S. establishment(s) during the specified periods. **Report each horsepower separately by fuel system, using additional pages as necessary.**

OEMs (boat builders)

(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
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-18. **U.S. SHIPMENTS, BY TYPES.**—Continued.

OEMs (boat builders)—Continued

(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-18. **U.S. SHIPMENTS, BY TYPES.**—Continued.

DEALERS

(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
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-18. **U.S. SHIPMENTS, BY TYPES.**--Continued.

DEALERS--Continued

(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-16 of this questionnaire. If the data do not reconcile, please explain the discrepancy:

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

II-19. **PURCHASES.**--Other than direct imports, has your firm otherwise purchased **powerheads or complete outboard engines**, since January 1, 2001? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
POWERHEADS:					
Purchases from U.S. importers ² of product from--					
JAPAN:					
Quantity					
Value					
ALL OTHER COUNTRIES:					
Quantity					
Value					
Purchases from domestic producers: ²					
Quantity					
Value					
Purchases from other sources: ²					
Quantity					
Value					
COMPLETE ENGINES:					
Purchases from U.S. importers ² of product from--					
JAPAN:					
Quantity					
Value					
ALL OTHER COUNTRIES:					
Quantity					
Value					
Purchases from domestic producers: ²					
Quantity					
Value					
Purchases from other sources: ²					
Quantity					
Value					

¹ Please indicate your reasons for purchasing these products. If your reasons differ by source, please elaborate.

² Please list the name of the firm(s) from which you purchased these products. If your suppliers differ by source, please identify the source for each listed supplier.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432 or charles.yost@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title _____
 Phone No. _____ Fax No. _____
 E-mail address _____

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below: _____
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
- 2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ___ No ___
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
- 4. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes **outboard engines**, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-5. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of outboard engines from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

III-6. When your firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-5 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

No Yes--Complete question III-7 below.

III-7. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of outboard engines. For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

<u>Input</u>	<u>Related Party</u>	<u>Transfer Price Basis</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

III-8. Other products.--Please list any other products you produced in the facilities in which you produced outboard engines, and provide the share of net sales value accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales value
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-9-A. Operations on complete outboard engines.—Consolidate and report the revenue and related cost information requested below on the outboard engine operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Do **not** include in these data the quantity, value, or costs (including SG&A costs) of purchased complete outboard engines that your firm resells. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. See instructions booklet for definitions.

<i>(Quantity in units, value in \$1,000)</i>					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2003	2004
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Powerheads:					
Domestically produced					
Imported					
All other raw materials and parts					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances (see instruction booklet for a list of discounts, rebates, incentives, and promotional reductions), and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-9-B. Operations on complete outboard engines--Discounts/allowances,etc.--Report below all of the discounts, allowances, rebates, prepaid freight, incentives, reimbursements, bonuses, payments, and other reductions in sales value reflected in section III-9-A. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. See instructions booklet for definitions.

<i>(Quantity in units, value in \$1,000)</i>					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2003	2004
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					
¹ Specify these other items in an attachment.					

PART III.--FINANCIAL INFORMATION--Continued

III-10. **Operations on powerheads for outboard engines sold separately.**--Report the revenue and related cost information requested below on the operations producing powerheads for outboard engine of your U.S. establishment(s).¹ Do not include in these data the quantity, value, or costs (including selling or general and administrative costs) of powerheads that your firm purchases and resells without further processing. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. See instructions booklet for definitions.

(Quantity in units, value in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2003	2004
Net commercial sales quantities: ²					
Net commercial sales values: ²					
Cost of goods sold:					
Raw materials and parts					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

PART III.--FINANCIAL INFORMATION--Continued

III-11. **OUTBOARD ENGINES.**—Provide the unit cost data requested below for complete outboard engine models produced by your firm during fiscal year 2003, that incorporate an imported powerhead. For each of the components listed in part A, report the cost of the foreign content of each unit (column 1), the source(s) by country (column 2), the cost of the domestic content of each unit (column 5, which is the sum of columns 3 and 4), and the total unit cost (column 6, which is the sum of columns 1 and 5). Report in column 4 only the direct labor costs and factory overhead costs added by your company; if your company purchased the component and added no costs, report the purchase in column 1 and/or 3, as appropriate. Direct labor and factory overhead costs associated with the final assembly of the components into finished outboard engines should be reported in part B (costs associated with the overall product). Do not duplicate costs in parts A and B.

Please report separately for each outboard engine model produced by your firm that incorporates an imported powerhead. Please identify the model below, photocopying this page as necessary.

Model: _____ 2003 production quantity
(units): _____

Item	Foreign content		Domestic content cost			Total cost (6)
	Foreign content cost (1)	Source(s) (2)	Raw material ¹ (3)	Labor and factory overhead (4)	Total domestic content (5)	
Unit cost						
Part A.—Components:						
Powerhead assembly						
All other components ²						
Subtotal Part A		XXXXXXXX				
Part B.—Overall product:						
Assembly labor			XXXXXXXX	XXXXXXXX		
Design and testing			XXXXXXXX	XXXXXXXX		
Factory overhead			XXXXXXXX	XXXXXXXX		
SG&A			XXXXXXXX	XXXXXXXX		
Other ³			XXXXXXXX	XXXXXXXX		
Subtotal Part B		XXXXXXXX	XXXXXXXX	XXXXXXXX		
Part C.—Total Costs:						
Part A + Part B		XXXXXXXX				
¹ Please identify the raw materials sourced in the United States: _____ _____ _____						
² Please identify the other components reported: _____ _____ _____						
³ Please identify the other costs reported: _____ _____ _____						

PART III.--FINANCIAL INFORMATION--Continued

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of outboard engines. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your four most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)				
Value of	Fiscal years ended--			
	_____	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:				
1. Current assets:				
A. Cash and equivalents				
B. Accounts receivable, net				
C. Inventories (Finished goods)				
D. Inventories (raw materials and work in process)				
E. Short-term investments				
F. Prepaid expenses				
G. Property held for resale				
H. Other (describe_____)				
I. Total current assets (lines 1.A. through 1.H.)				
2. Notes receivable				
3. Long-term investments				
4. Property, plant, and equipment				
A. Original cost of property, plant, and equipment				
B. Less: Accumulated depreciation				
C. Equals: Book value of property, plant, and equipment				
5. Goodwill				
6. Other (describe_____)				
7. Other (describe_____)				
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)				

PART III.--FINANCIAL INFORMATION--Continued

III-13. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on outboard engines. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2003	2004
Capital expenditures:					
Powerheads					
Other outboard engine components					
Total					
Research and development expenditures:					
Powerheads					
Other outboard engine components					
Total					

III-14. Since January 1, 2001, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of outboard engines from Japan?

No Yes--My firm has experienced actual negative effects as follows:

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds
- Other (specify) _____

III-15. Does your firm anticipate any negative impact of imports of outboard engines from Japan?

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

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

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

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

Section IV-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 during January 2001-September 2003:

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 IV.--PRICING AND RELATED INFORMATION--Continued

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

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

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

(Quantity in number of engines, value in dollars)			
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 producer'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 IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-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		

¹Specify those provided in an attachment.

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

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

IV-A-3. **SALES TO UNRELATED OEMs--DISCOUNTS/REBATES (ALLOCATIONS BY PRODUCT).**--Complete a separate page for each of the specified products produced 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 IV-A-1. 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 values	
	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		

¹Specify those provided in an attachment.

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

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

IV-A-4. **SALES TO UNRELATED DEALERS--PRICE DATA.--** Complete a separate page for each of the specified products produced 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

(Quantity in number of engines, value in dollars)			
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 producer'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 IV.--PRICING AND RELATED INFORMATION--Continued

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

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

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

IV-A-6. **SALES TO UNRELATED DEALERS--DISCOUNTS/REBATES (ALLOCATIONS BY PRODUCT)**. Complete a separate page for each of the specified products produced 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 IV-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 values	
	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-B.--PRICE-RELATED QUESTIONS

IV-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.)

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced outboard engines (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)? _____

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced outboard engines 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	

IV-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 discount, 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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-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).

IV-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 U.S.-produced outboard engines?

Source	Share of 2003 sales (percent, based on value)	Lead time
From inventory		
Produced to order		
Total	100%	

IV-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.

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

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

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

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

IV-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?

IV-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)

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

Section IV-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 | <input type="checkbox"/> Increased | <input type="checkbox"/> Unchanged | <input type="checkbox"/> Decreased | <input type="checkbox"/> Other |
| 2-stroke, EFI | <input type="checkbox"/> Increased | <input type="checkbox"/> Unchanged | <input type="checkbox"/> Decreased | <input type="checkbox"/> Other |
| 2-stroke, DI | <input type="checkbox"/> Increased | <input type="checkbox"/> Unchanged | <input type="checkbox"/> Decreased | <input type="checkbox"/> Other |
| 4-stroke, carbureted | <input type="checkbox"/> Increased | <input type="checkbox"/> Unchanged | <input type="checkbox"/> Decreased | <input type="checkbox"/> Other |
| 4-stroke, EFI | <input type="checkbox"/> Increased | <input type="checkbox"/> Unchanged | <input type="checkbox"/> Decreased | <input type="checkbox"/> Other |

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

IV-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 imported from Japan 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 IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-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.

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest OEM customers and 10 largest dealer 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 (not 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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-C.--CUSTOMER IDENTIFICATION

No.	Dealer's name	Street address (not 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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.

Since January 1, 2001: Did your firm lose sales of outboard engines to imports of these products from Japan?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (number of engines)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)