

IMPORTERS' QUESTIONNAIRE
CERTAIN OFF-THE-ROAD TIRES FROM CHINA

Return completed questionnaire (in hard copy or CD format) 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 July 2, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping duty investigations concerning certain off-the-road ("OTR") tires from China (inv. Nos. 701-TA-448 and 731-TA-1117 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported certain off-the-road tires (as defined in the instruction booklet) from any country at any time since January 1, 2004?</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 these investigations 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 these investigations 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 these investigations 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

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 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-1a. 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-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

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

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain OTR tires from China into the United States or which are engaged in exporting certain OTR tires from China to the United States?

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Joanna Lo (202-205-1888).

Supply all data requested on a calendar-year basis.

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

Company contact: _____
Name and title

Phone No.

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of certain OTR tires since January 1, 2004?

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

II-3. Has your firm imported or arranged for the importation of certain OTR tires from China for delivery after March 31, 2007?

No Yes—Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces certain OTR tires in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of certain OTR tires imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined.** Photocopy this page and identify the source for which you are reporting in the space provided.

China

All other sources combined¹

(Quantity in 1,000 tires and 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
BEGINNING-OF-PERIOD INVENTORIES:					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
IMPORTS:²					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value ³					
EXPORT SHIPMENTS:⁴					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value					
END-OF-PERIOD INVENTORIES:⁵					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
U.S. SHIPMENTS TO DISTRIBUTORS:					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
U.S. SHIPMENTS TO END USERS					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
¹ Please identify these sources: _____ _____ _____					
² Identify the foreign producers, if known: _____ _____					
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004, 2005, and 2006 below: _____ _____					
⁴ Identify your principal export markets: _____ _____					
⁵ Reconciliation of data.--Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____					

PART II. TRADE AND RELATED INFORMATION—Continued

II-6. **IMPORTS BY SOURCE AND TYPE OF U.S. SHIPMENTS.**—Report your firm's U.S. shipments of certain OTR tires imported by your firm during the specified periods. **Report separately for China and for all other sources combined.** Photocopy this page and identify the source for which you are reporting in the space provided.

China
 All other sources combined¹

Item	HTS number	Calendar years		
		2004	2005	2006
<i>(Quantity in 1,000 tires)²</i>				
Agricultural/forestry:				
Herringbone or similar tread	4011.61.0000			
Not herringbone >= 40.6 cm (16")	4011.92.0000			
Not herringbone < 40.6 cm (16")	4011.92.0000			
Construction/Industrial:				
Herringbone < 61 cm (24")	4011.62.0000			
Herringbone >= 61 cm (24") < 99.06 cm (39")	4011.63.0000			
Radial less than 61 cm (24")	4011.93.4000			
Radial >= to 61 cm (24") < 99.06 cm (39")	4011.94.4000			
Other: _____ < 61 cm (24") ³	4011.93.8000			
Other: _____ >= 61 cm (24") < 99.06 cm (39") ³	4011.94.8000			
Off-the-highway:				
Radial >= 40.6 cm (16")	4011.20.1025			
Radial < 40.6 cm (16")	4011.20.1035			
Other: _____ >= 40.6 cm (16") ³	4011.20.5030			
Other: _____ < 40.6 cm (16") ³	4011.20.5050			
Other: ³ _____	4011.69.0000			
<i>(Value in \$1,000)²</i>				
Agricultural/forestry:				
Herringbone or similar tread	4011.61.0000			
Not herringbone >= 40.6 cm (16")	4011.92.0000			
Not herringbone < 40.6 cm (16")	4011.92.0000			
Construction/Industrial:				
Herringbone < 61 cm (24")	4011.62.0000			
Herringbone >= 61 cm (24") < 99.06 cm (39")	4011.63.0000			
Radial less than 61 cm (24")	4011.93.4000			
Radial >= to 61 cm (24") < 99.06 cm (39")	4011.94.4000			
Other: _____ < 61 cm (24") ³	4011.93.8000			
Other: _____ >= 61 cm (24") < 99.06 cm (39") ³	4011.94.8000			
Off-the-highway:				
Radial >= 40.6 cm (16")	4011.20.1025			
Radial < 40.6 cm (16")	4011.20.1035			
Other: _____ >= 40.6 cm (16") ³	4011.20.5030			
Other: _____ < 40.6 cm (16") ³	4011.20.5050			
Other: ³ _____	4011.69.0000			

¹ Please identify these sources: _____

² Reconciliation of data.--Please note that the **quantities and values** reported above should be the sum of quantities and value of U.S. commercial shipments plus U.S. internal/company transfer shipments of certain OTR tires from section II-6. Do the data reported reconcile?

Yes No--Please explain: _____

³ Please describe.

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

II-7. **IMPORTS OF EXCLUDED PRODUCTS.**--Report your firm's imports of **OTR tires for mining and construction vehicles and equipment that have a rim diameter greater than or equal to 39 inches.** Report separately for China and all other sources combined. Photocopy this page and identify the source for which you are reporting in the space provided.

China All other sources combined¹

Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
	Quantity (1,000 tires)				
Mining/construction OTR tires >= 39" (99.06 cm):					
Herringbone or similar tread (HTS 4011.63.0000)					
Radial (HTS 4011.94.4000)					
Other (HTS 4011.94.8000)					
	Value (\$1,000)				
Mining/construction OTR tires >= 39" (99.06 cm):					
Herringbone or similar tread (HTS 4011.63.0000)					
Radial (HTS 4011.94.4000)					
Other (HTS 4011.94.8000)					
¹ Please identify these sources: _____					

PART III. PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Clark Workman (202-205-3248).

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

Company contact: _____
 Name and title

Phone No. _____ E-mail address _____

Section III-A. PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported during January 2004-March 2007:

	<u>Type</u>	<u>Size</u>	<u>TT/TL</u>	<u>Ply rating/ load index</u>	<u>Overall diameter</u>	<u>Rim width</u>	<u>Tire width</u>	<u>Weight</u>
<u>Product 1.</u>	Skid steer	10-16.5NHS	Tubeless	10	30.6"	8.25"	10.4"	88 lbs.
<u>Product 2.</u>	Hi-Traction Lug R-1	11.2-24	Tubeless	4	43.6"	10"	11.8"	89 lbs.
<u>Product 3.</u>	Industrial Tractor Lug R-4	19.5L-24	Tubeless	12	51.8"	17"	19.1"	214 lbs.
<u>Product 4.</u>	Hi-Flotation I-1	11L-15SL	Tubeless	8	31"	8"	10.8"	36 lbs.
<u>Product 5.</u>	Motor Grader HD G-2	14.00-24TG	Tubeless	12	53"	10"	15.1"	204 lbs.

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. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from China and sold by your firm.

Product 1 Product 2 Product 3 Product 4 Product 5
 China Country: _____

<i>(Quantity in 1,000 tires, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
January-March		
April-June		
July-September		
October-December		
2007:		
January-March		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
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.		

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of certain OTR tires (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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

III-B-3. What are your firm's typical sales terms for certain OTR tires imported from China (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its certain OTR tires imported from China in 2006 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)
Long-term contracts	
Short-term contracts	
Spot sales	

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

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

(b) Can prices 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? _____

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

Section III-B.--PRICE-RELATED QUESTIONS

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

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain OTR tires?

Source	Share of 2006 sales	Lead time
From inventory		
Produced to order		
Total	100%	

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

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

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

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

- Northeast Mid-Atlantic Midwest Southeast
- Southwest Rocky Mountains West Coast Northwest
- National Other (describe) _____

III-B-10. Describe the end uses of the certain OTR tires that you import from China. For each end-use product, what percentage of the total cost is accounted for by certain OTR tires?

<u>End use</u>	<u>Share of total cost accounted for by certain OTR tires (percent)</u>
_____	_____
_____	_____

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

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

III-B-11. (a) Please list in order of importance any products that may be substituted for certain OTR tires.

(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 certain OTR tires?

No Yes--To what degree do changes in their prices affect the price for certain OTR tires? 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 certain OTR tires or final end use?

III-B-12. How has the demand within the United States (and outside the United States if known) for certain OTR tires changed since January 1, 2004? What principal factors affect changes in demand?

Increased Unchanged Decreased

III-B-13. Have there been any significant changes in the product range or marketing of certain OTR tires since January 1, 2004?

No Yes--Please describe.

III-B-14. Does your firm sell certain OTR tires over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of certain OTR tires in 2006 accounted for by internet sales.

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

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

III-B-15. Are certain OTR tires produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *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 country-pair producing certain OTR tires which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

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

III-B-16. 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 country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of certain OTR tires, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for certain OTR tires imported from China during 2004-2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of certain OTR tires from China that each of these customers accounted for in 2006.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2006 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					