

**U.S. PRODUCERS' QUESTIONNAIRE**  
**CERTAIN TOW BEHIND LAWN GROOMERS ("TBLG") FROM CHINA**

Please return the completed questionnaire to the Commission by **July 8, 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 countervailing duty investigation and its antidumping investigation concerning certain tow behind lawn groomers and parts thereof ("TBLG") from China (Inv. Nos. 701-TA-457 and 731-TA-1153 (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)).

<b>Name of firm</b> _____	
<b>Address</b> _____	
<b>City</b> _____	<b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____	
Has your firm produced at least one of the four types of TBLGs (as defined in the instruction booklet) at any time since January 1, 2005?	
<input type="checkbox"/> <b>NO</b>	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b>	(Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

**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 means of 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.*

*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 of Authorized Official	Title of Authorized Official	Date
Signature	Phone: (    )	E-mail address
	Fax (    )	

**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 50 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. **OMB statistics.**--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. **OMB feedback.**--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. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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I-3. **Petition support.**--Do you support or oppose the petition?

Support     Oppose     Take no position

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**PART I.--GENERAL INFORMATION--Continued**

I-4. **Ownership.**--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-5. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing TBLGs from China into the United States or which are engaged in exporting TBLGs from China to the United States?

No       Yes--List the following information

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

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of TBLGs?

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 **Russell Duncan** (202-708-4727, [russell.duncan@usitc.gov](mailto:russell.duncan@usitc.gov)). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information (Trade).**--Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

( ) \_\_\_\_\_  
Phone number E-mail address

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of TBLGs since January 1, 2005?

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> plant openings .....	_____
	_____
<input type="checkbox"/> plant closings.....	_____
	_____
<input type="checkbox"/> relocations .....	_____
	_____
<input type="checkbox"/> expansions .....	_____
	_____
<input type="checkbox"/> acquisitions.....	_____
	_____
<input type="checkbox"/> consolidations.....	_____
	_____
<input type="checkbox"/> prolonged shutdowns or production curtailments .....	_____
	_____
<input type="checkbox"/> other.....	_____
	_____

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

II-3. **Shared production equipment and workers.**--Does your firm produce other products on the same equipment and machinery used in the production of TBLGs and/or does your firms produce other products using the same production and related workers ("PRWs") employed to produce TBLG?

No, neither                       Yes--List the following information.

Products	Share of total production on same equipment in 2007 <sup>1</sup> (percent)	Share of total production using same PRWs in 2007 <sup>1</sup> (percent)
TBLGs		
Carts		
Other:		
Other:		
Other:		
<sup>1</sup> Please indicate the basis for allocation (e.g., sales): _____.		

II-4. **Production constraints and product shifting.**--Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

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II-5. **Tolling.**--Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of TBLGs?

No                       Yes--Name firm(s): \_\_\_\_\_.

II-6. **FTZs.**--Does your firm produce TBLGs in a foreign trade zone (FTZ)?

No                       Yes--Identify FTZ(s): \_\_\_\_\_.

II-7. **Importer.**--Since January 1, 2005, has your firm imported TBLGs?

No                       Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-8. **Trade Data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of TBLGs in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in units) and value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
Average production capacity <sup>1</sup> (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity (D)					
Value (E)					
<b>Internal consumption:</b>					
Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b>					
Quantity (H)					
Value <sup>2</sup> (I)					
Export shipments: <sup>3</sup>					
Quantity (J)					
Value (K)					
End-of-period inventories <sup>4</sup> (quantity) (L)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity) (M)					
U.S. shipments to end users (quantity) (N)					
<b>Employment data:</b>					
Average number of PRWs (number) (O)					
Hours worked by PRWs (1,000 hours) (P)					
Wages paid to PRWs (value) (Q)					
<sup>1</sup> The production capacity (see definitions in instruction booklet) 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/>					
<sup>2</sup> 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 2005, 2006, and 2007 below: <hr/>					
<sup>3</sup> Identify your principal export markets: _____ <hr/>					

II-9. **Reconciliation of trade data.**--Please note that the quantities reported in question II-8 should reconcile as follows in each period (i.e., in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_.

$D + F + H = M + N$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_.

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

II-10. **Related firms.**--If you reported transfers to related firms in question II-9, please 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 processed inputs from sources other than your firm.

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II-11. **Purchases.**--Other than direct imports where your firm served as the importer of record, has your firm otherwise purchased domestic or imported TBLGs since January 1, 2005? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
<b>PURCHASES OF IMPORTED<sup>2</sup> TBLGs FROM--</b>					
China:					
Quantity					
Value					
All other countries:					
Quantity					
Value					
<b>PURCHASES OF DOMESTICALLY PRODUCED TBLGs:<sup>3</sup></b>					
Quantity					
Value					
<b>PURCHASES OF TBLGs ORIGIN UNKNOWN:<sup>4</sup></b>					
Quantity					
Value					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
<sup>2</sup> Imported product.--Please list the name of the firm(s) from which you purchased the imported product.					
<sup>3</sup> Domestic product.--Please list the name of the firm(s) from which you purchased this product and the U.S. producers who produced the product if different.					
<sup>4</sup> Unknown origin.--Please list the name of the firm(s) from which you purchased this product.					

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Mary Klir (202-205-3247, [mary.klir@usitc.gov](mailto:mary.klir@usitc.gov)).

III-1. **Contact information (Financial).**--Who should be contacted regarding the requested financial information?

Company contact: \_\_\_\_\_  
 Name and title

( ) \_\_\_\_\_  
 Phone number E-mail address

III-2. **Accounting system.**--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,  10 Qs,  
 Monthly,  quarterly,  semi-annually,  annually

4. Accounting basis:  GAAP,  cash,  tax, or  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 TBLGs, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

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

\_\_\_\_\_  
 \_\_\_\_\_

III-4. **Allocation basis.**--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. **Other products.**--Please list any other products you produced in the facilities in which you produced TBLGs, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Products	Share of net sales value in 2007 <sup>1</sup> (percent)
TBLGs	
Carts	
Other:	
Other:	
Other:	

III-6. **Raw materials from related firms.**--Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of TBLGs from any related firm?

Yes--Continue to question III-7 below.       No--Continue to question III-10 below.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs related to the production of TBLGs that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-8. **Related firms' financials.**--With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9 below.       No--Continue to question III-10 below.

**PART III.--FINANCIAL INFORMATION--Continued**

III-9. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (*i.e.*, costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes       No.

III-10. **Nonrecurring charges.**--For each annual and interim period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's TBLG operations.

Item	Fiscal years ended--			January-March	
	_____	_____	_____	2007	2008
<b>Non-recurring charges:</b> (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)					
1.					
2.					
3.					
4.					
5.					
6.					
7.					

**PART III.--FINANCIAL INFORMATION--Continued**

III-11. **Operations on TBLGs.**--Report the revenue and related cost information requested below on the TBLG operations of your U.S. establishment(s).<sup>1</sup> ***Do not report resales of products. 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.***<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir at (202-205-3247, [mary.klir@usitc.gov](mailto:mary.klir@usitc.gov)) before completing this section of the questionnaire.

Quantity (in units) and value (in \$1,000)					
Item	Fiscal year ending			January-March	
	_____	_____	_____	2007	2008
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.  
<sup>3</sup> 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.  
<sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.

**PART III.--FINANCIAL INFORMATION--Continued**

III-12. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of TBLGs. 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 three most recently completed fiscal years in chronological order from left to right.

Item	Fiscal year ending		
	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of product:</b>			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe: _____)			
F. Total current assets (lines 1.A. through 1.E.)			
2. 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			
3. Other (describe: _____)			
4. <b>Total assets</b> (lines 1.F., 2.C. and 3)			

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

Item	Value (in \$1,000)				
	Fiscal year ending			January-March	
	_____	_____	_____	2007	2008
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

**PART III.--FINANCIAL INFORMATION--Continued**

III-14. **Effects of imports.**--Since January 1, 2005, 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 TBLGs from China?

- 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. **Anticipated effects of imports.**--Does your firm anticipate any negative impact of imports of TBLGs from China?

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

Further information on this part of the questionnaire can be obtained from Nancy Bryan (202-205-2088, [nancy.bryan@usitc.gov](mailto:nancy.bryan@usitc.gov))

IV-1. **Contact information (Price)**--Who should be contacted regarding the requested pricing and related information?

Company contact:

\_\_\_\_\_

( )

\_\_\_\_\_

\_\_\_\_\_

**PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2005-March 2008.

**Product 1**--Lawn Sweeper: 38 inch (nominal housing width) "standard" sweeper; or a lawn sweeper with the following characteristics: cantilever bag, steel frame, and brush width of 37 inches or less.

**Product 2**--Lawn sweeper: 42 inch (nominal housing width) "standard" sweeper; or a lawn sweeper with the following characteristics: cantilever bag, steel frame, brush width 41 inches or less.

**Product 3**--Lawn Sweeper: 42 inch (nominal housing width) "heavy duty" sweeper; or a lawn sweeper with the following characteristics: cantilever bag, steel frame, brush width 41 inches or less.

**Product 4**--Aerator: 40 inch (nominal tray width) plug type; or a lawn aerator with the following characteristics: steel frame tray width of 39 to 41 inches, plug width of approximately 39 inches.

**Product 5**--Aerator: 48 inch (nominal tray width) plug type; or a lawn aerator with the following characteristics: steel frame tray width of 47 to 49 inches, plug width of approximately 47 inches.

**Product 6**--Spreader: Broadcast type, plastic hopper, 125 pound capacity (14 gallon dry) (nominal hopper capacity).

**Product 7**--Dethatcher: 40 inch (nominal tray width) tine dethatcher; or a lawn dethatcher with the following characteristics: steel frame, tray width of 39 to 43 inches, tine assembly width of 38.5 to 42.5 inches.

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

IV-2. **Pricing data.**--Report quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

Quantity ( <i>in units</i> ) and value ( <i>in dollars</i> )				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2005:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2006:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2007:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2008:</b>				
Jan-Mar				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2005:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2006:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2007:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2008:</b>				
Jan-Mar				

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of section IV.

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

IV-2. **Pricing data.--Continued.**

Quantity (in units) and value (in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
<b>2005:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2006:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2007:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2008:</b>				
Jan-Mar				
Period of shipment	Product 7		X	
	Quantity	Value		
<b>2005:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2006:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2007:</b>				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
<b>2008:</b>				
Jan-Mar				

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of section IV.

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

IV-3. **Price setting.--** How does your firm determine the prices that it charges for sales of TBLGs (*check all that apply*)? 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 only submit some sample pages.

- Transaction by transaction
- Contracts
- Set price lists
- Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

IV-4. **Discount policy.--** Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts
- Annual total volume discounts
- No discount policy
- Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

IV-5. **Pricing terms for TBLGs.--**

- (a) What are your firm's typical sales terms for its U.S.-produced TBLGs (e.g., 2/10 net 30 days)? \_\_\_\_\_.
- (b) On what basis are your prices of domestic TBLGs usually quoted? (check one)
  - F.o.b.--Please specify point: \_\_\_\_\_
  - Delivered

IV-6. **Contract versus spot.--** Approximately what share of your firm's sales of its U.S.-produced TBLGs in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

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

IV-7. **Long-term contract provisions.**--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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet or release provision?     Yes     No

IV-8. **Short-term contract provisions.**--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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet or release provision?     Yes     Not

IV-9. **Lead times.**--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 TBLG?

<u>Source</u>	<u>Share of sales,</u> <u>2007</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	_____

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of TBLG that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
 Your firm     or purchaser
- (c) What proportion of your sales occur within 100 miles of your production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

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

IV-11. **Substitutes.**--Please list in order of importance any products that may be substituted for TBLGs. For each possible substitute product, please give examples of applications and end uses for which they are substitutes (including whether the substitute applies specifically to a type of TBLG) and indicate whether changes in the price of the substitute affect the price for TBLGs, and to what degree, the length of any time lag of such an effect.

Substitute	Description / End use	Have changes in the prices of this substitute affected the price for TBLGs?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

IV-12. **Demand trends.**--

(a) How has the demand within the United States for TBLGs changed since January 1, 2005? What principal factors affect changes in demand?

- Increase             No Change             Decrease             Fluctuated

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(b) How has the demand outside the United States (if known) for TBLGs changed since January 1, 2005? What principal factors affect changes in demand?

- Increase             No Change             Decrease             Fluctuated

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

IV-13. **Product/marketing changes.**--Have there been any significant changes in the product range or marketing of TBLGs since January 1, 2005?

No                       Yes--Please describe.

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IV-14. **Raw materials.**--Please identify the major raw materials used in your firm's production of TBLGs, the approximate percentage change in the cost of each raw material since January 1, 2005, and the share of your firm's total raw material costs for TBLG production in 2007 accounted for by each raw material. If raw materials differ between type of TBLG, please indicate as much.

	<b>Raw material</b>	<b>Change in cost since 2005 (percent)</b>	<b>Estimated share of total raw material cost for TBLG production in 2007 (percent)</b>
1.			
2.			
3.			
4.			
5.			
6.			

IV-15. **Geographical shipments.**-- Based on the quantity of your firm's U.S. shipments in 2007 as reported in response to question II-8 above, please indicate the percentage share for which each of the following geographic markets account. Please answer this question in reference to your sales to ultimate delivery destinations to customers in the United States.

<b>Geographic area</b>	<b>Share of U.S. shipments in 2007 (in percent)</b>
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
<b>Central Southwest.</b> --AR, LA, OK, and TX.	
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.	
<b>Pacific Coast.</b> --CA, OR, and WA.	
<b>Other.</b> --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	
Note.--These shares should be calculated from all reported U.S. shipments in 2007 (lines D, F, and H) from question II-8.	





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

IV-18. **Major Customers.**--Please identify below the names and addresses of your firm's ten (10) largest customers for TBLGs during the period being examined (*i.e.*, January 2005 through March 2008). Please also provide the name and e-mail address (or telephone number if an e-mail address is not available) of a contact person and the share of the quantity of your firm's total shipments of TBLGs to these customers in the January 2005 to March 2008 period.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person (name and e-mail address)	Share of sales (percent)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				



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

IV-20. **COMPETITION FROM IMPORTS--LOST SALES.** --**THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made *after* the filing of the petition.)

Since January 1, 2005: Did your firm lose sales of TBLGs to imports of these products from China?

No                       Yes

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 ( <i>units</i> )	Rejected U.S. price (total value-- <i>dollars</i> )	Country of origin	Competing import price (total value— <i>dollars</i> )

**PART V.--ALTERNATIVE PRODUCTS—TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from **Russell Duncan** (202-708-4727, [russell.duncan@usitc.gov](mailto:russell.duncan@usitc.gov)). **Supply all data requested on a calendar-year basis** (except financial data may be reported on a fiscal year basis).

V-1. **Contact information (Alternative Products)**.--Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
 Name and title

( ) \_\_\_\_\_  
 Phone number E-mail address

V-2. **Effects of imports**.--Since January 1, 2005, 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 four types of TBLGs), or the scale of capital investments as a result of imports of any of the four types of TBLGs from China?

	<b>Aerators</b>	<b>Dethatchers</b>	<b>Spreaders</b>	<b>Sweepers</b>
Cancellation, postponement, or rejection of expansion projects	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Denial or rejection of investment proposal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduction in the size of capital investments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rejection of bank loans	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowering of credit rating	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Problem related to the issue of stocks or bonds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other, specify: _____.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART V.--ALTERNATIVE PRODUCTS—TRADE AND RELATED INFORMATION--Continued**

V-3a. **Alternative Product Data.**--Report the information on your firm's operations relating to Aerators in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

## Tow-Behind **Aerators**

Quantity (in units) and value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
<b>Average production capacity</b> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production</b> (quantity) (C)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity (D)					
Value (E)					
<b>Internal consumption:</b>					
Quantity (F)					
Value <sup>1</sup> (G)					
<b>Transfers to related firms:</b>					
Quantity (H)					
Value <sup>1</sup> (I)					
<b>Export shipments:</b>					
Quantity of export shipments (J)					
Value of export shipments (K)					
<b>End-of-period inventories</b> (quantity) (L)					
<b>Employment data:</b>					
Average number of PRWs (number) (M)					
Hours worked by PRWs (1,000 hours) (N)					
Wages paid to PRWs (value) (O)					
<b>Financial Data<sup>2</sup></b>					
<b>Net Sales:</b>					
Quantity (P) <sup>3</sup>					
Value (Q)					
<b>Cost of goods sold</b> (value) (R)					
<b>Gross profit or (loss)</b> (value) (S)					
<b>Selling, general, and administrative expenses</b> (value) (T)					
<b>Operating income or (loss)</b> (value) (U)					
<b>Capital expenditures</b> (value) (V)					

<sup>1</sup> Internal consumption and transfers to related firms must be valued at fair market value.  
<sup>2</sup> If reporting financial data for fiscal year not ending on December 31, please indicated (year ending: \_\_\_\_\_).  
<sup>3</sup> Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.

**Reconciliation of alternative product data.**--Please note that the quantities reported in this question should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_.

**PART V.--ALTERNATIVE PRODUCTS—TRADE AND RELATED INFORMATION--Continued**

V-3b. **Alternative Product Data.**--Report the information on your firm's operations relating to Dethatchers in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

## Tow-Behind **Dethatchers**

Quantity (in units) and value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
<b>Average production capacity</b> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production</b> (quantity) (C)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity (D)					
Value (E)					
<b>Internal consumption:</b>					
Quantity (F)					
Value <sup>1</sup> (G)					
<b>Transfers to related firms:</b>					
Quantity (H)					
Value <sup>1</sup> (I)					
<b>Export shipments:</b>					
Quantity of export shipments (J)					
Value of export shipments (K)					
<b>End-of-period inventories</b> (quantity) (L)					
<b>Employment data:</b>					
Average number of PRWs (number) (M)					
Hours worked by PRWs (1,000 hours) (N)					
Wages paid to PRWs (value) (O)					
<b>Financial Data<sup>2</sup></b>					
<b>Net Sales:</b>					
Quantity (P) <sup>3</sup>					
Value (Q)					
<b>Cost of goods sold</b> (value) (R)					
<b>Gross profit or (loss)</b> (value) (S)					
<b>Selling, general, and administrative expenses</b> (value) (T)					
<b>Operating income or (loss)</b> (value) (U)					
<b>Capital expenditures</b> (value) (V)					

<sup>1</sup> Internal consumption and transfers to related firms must be valued at fair market value.  
<sup>2</sup> If reporting financial data for fiscal year not ending on December 31, please indicated (year ending: \_\_\_\_\_).  
<sup>3</sup> Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.

**Reconciliation of alternative product data.**--Please note that the quantities reported in this question should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_.

**PART V.--ALTERNATIVE PRODUCTS—TRADE AND RELATED INFORMATION--Continued**

V-3c. **Alternative Product Data.**--Report the information on your firm's operations relating to Spreaders in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

## Tow-Behind Spreaders

Quantity (in units) and value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
<b>Average production capacity</b> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production</b> (quantity) (C)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity (D)					
Value (E)					
<b>Internal consumption:</b>					
Quantity (F)					
Value <sup>1</sup> (G)					
<b>Transfers to related firms:</b>					
Quantity (H)					
Value <sup>1</sup> (I)					
<b>Export shipments:</b>					
Quantity of export shipments (J)					
Value of export shipments (K)					
<b>End-of-period inventories</b> (quantity) (L)					
<b>Employment data:</b>					
Average number of PRWs (number) (M)					
Hours worked by PRWs (1,000 hours) (N)					
Wages paid to PRWs (value) (O)					
<b>Financial Data<sup>2</sup></b>					
<b>Net Sales:</b>					
Quantity (P) <sup>3</sup>					
Value (Q)					
<b>Cost of goods sold</b> (value) (R)					
<b>Gross profit or (loss)</b> (value) (S)					
<b>Selling, general, and administrative expenses</b> (value) (T)					
<b>Operating income or (loss)</b> (value) (U)					
<b>Capital expenditures</b> (value) (V)					

<sup>1</sup> Internal consumption and transfers to related firms must be valued at fair market value.  
<sup>2</sup> If reporting financial data for fiscal year not ending on December 31, please indicated (year ending: \_\_\_\_\_).  
<sup>3</sup> Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.

**Reconciliation of alternative product data.**--Please note that the quantities reported in this question should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_.

**PART V.--ALTERNATIVE PRODUCTS—TRADE AND RELATED INFORMATION--Continued**

V-3d. **Alternative Product Data.**--Report the information on your firm's operations relating to Sweepers in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

## Tow-Behind Sweepers

Quantity (in units) and value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
<b>Average production capacity</b> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production</b> (quantity) (C)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity (D)					
Value (E)					
<b>Internal consumption:</b>					
Quantity (F)					
Value <sup>1</sup> (G)					
<b>Transfers to related firms:</b>					
Quantity (H)					
Value <sup>1</sup> (I)					
<b>Export shipments:</b>					
Quantity of export shipments (J)					
Value of export shipments (K)					
<b>End-of-period inventories</b> (quantity) (L)					
<b>Employment data:</b>					
Average number of PRWs (number) (M)					
Hours worked by PRWs (1,000 hours) (N)					
Wages paid to PRWs (value) (O)					
<b>Financial Data<sup>2</sup></b>					
<b>Net Sales:</b>					
Quantity (P) <sup>3</sup>					
Value (Q)					
<b>Cost of goods sold</b> (value) (R)					
<b>Gross profit or (loss)</b> (value) (S)					
<b>Selling, general, and administrative expenses</b> (value) (T)					
<b>Operating income or (loss)</b> (value) (U)					
<b>Capital expenditures</b> (value) (V)					

<sup>1</sup> Internal consumption and transfers to related firms must be valued at fair market value.  
<sup>2</sup> If reporting financial data for fiscal year not ending on December 31, please indicated (year ending: \_\_\_\_\_).  
<sup>3</sup> Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.

**Reconciliation of alternative product data.**--Please note that the quantities reported in this question should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_.

**PART V.--ALTERNATIVE PRODUCTS—TRADE AND RELATED INFORMATION--Continued**

V-4 **Comparability of types of TBLGs.**--For each of the following indicate whether the product comparisons are: fully ("F") comparable or the same, *i.e.*, have no differentiation between them; mostly ("M") comparable or similar; somewhat ("S") comparable or similar; never or not-at-all ("N") comparable or similar; or no familiarity ("0") with products from a specified country-pair.<sup>1</sup> Leave blank if you do not have any familiarity with a specific product comparison.

(a) **Characteristics and Uses.**-- The differences and similarities in the physical characteristics and end uses

**Legend:**  
F = Fully comparable; M = Mostly comparable; S = Somewhat comparable; N = Not at all comparable; 0 = No familiarity

<b>Product-comparison</b>	Aerators	Dethatchers	Spreaders	Sweepers
Aerators				
Dethatchers				
Spreaders				
Sweepers				
<sup>1</sup> Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their <i>characteristics and uses</i> : <hr/> <hr/> <hr/> <hr/>				

(b) **Interchangeability.**--The ability to substitute one product for another.

**Legend:**  
F = Fully interchangeable; M = Mostly interchangeable; S = Somewhat interchangeable; N = Not at all interchangeable; 0 = No familiarity

<b>Product-comparison</b>	Aerators	Dethatchers	Spreaders	Sweepers
Aerators				
Dethatchers				
Spreaders				
Sweepers				
<sup>1</sup> Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their <i>interchangeability</i> : <hr/> <hr/> <hr/> <hr/>				

**PART V.--ALTERNATIVE PRODUCTS—TRADE AND RELATED INFORMATION--Continued**

**V-4 Comparability of types of TBLGs.--Continued**

- (c) **Manufacturing processes.**-- Whether products are manufactured from the same inputs, on the same machinery and equipment, and using the same skilled labor

**Legend:**  
 F = Fully the same; M = Mostly the same; S = Somewhat the same; N = Not at all the same; 0 = No familiarity

<b>Product-comparison</b>	Aerators	Dethatchers	Spreaders	Sweepers
Aerators	X			
Dethatchers	X	X		
Spreaders	X	X	X	
Sweepers	X	X	X	X
<p><sup>1</sup> Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their <u>manufacturing processes</u>:</p> <hr/> <hr/> <hr/> <hr/>				

- (d) **Channels of distribution.**--Specific end use/customer requirements and channels of distribution/market situation in which the products are sold.

**Legend:**  
 F = Fully the same; M = Mostly the same; S = Somewhat the same; N = Not at all the same; 0 = No familiarity

<b>Product-comparison</b>	Aerators	Dethatchers	Spreaders	Sweepers
Aerators	X			
Dethatchers	X	X		
Spreaders	X	X	X	
Sweepers	X	X	X	X
<p><sup>1</sup> Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their <u>channels of distribution</u>:</p> <hr/> <hr/> <hr/> <hr/>				

**PART V.--ALTERNATIVE PRODUCTS—TRADE AND RELATED INFORMATION--Continued**

**V-4 Comparability of types of TBLGs.--Continued**

- (e) **Customer and product perceptions.**--Perceived differences in the two products (*e.g.*, sales/marketing practices)

**Legend:**  
 F = Fully the same; M = Mostly the same; S = Somewhat the same; N = Not at all the same; 0 = No familiarity

<b>Product-comparison</b>	Aerators	Dethatchers	Spreaders	Sweepers
Aerators	X			
Dethatchers	X	X		
Spreaders	X	X	X	
Sweepers	X	X	X	X
<p><sup>1</sup> Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their <u>customer and product perceptions</u>:</p> <hr/> <hr/> <hr/> <hr/>				

- (f) **Price.**--Whether prices are comparable or differ between the product types.

**Legend:**  
 F = Fully comparable; M = Mostly comparable; S = Somewhat comparable; N = Not at all comparable; 0 = No familiarity

<b>Product-comparison</b>	Aerators	Dethatchers	Spreaders	Sweepers
Aerators	X			
Dethatchers	X	X		
Spreaders	X	X	X	
Sweepers	X	X	X	X
<p><sup>1</sup> Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their <u>prices</u>:</p> <hr/> <hr/> <hr/> <hr/>				