

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

Please return the completed questionnaire to the Commission by **April 16, 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 ("TBLGs") from China (Inv. Nos. 701-TA-457 and 731-TA-1153 (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)).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

World Wide Web address _____

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, 2006?

☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐ **YES** (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.

☐ **I AGREE TO THE ABOVE CERTIFICATION**

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone: ()

Fax ()

E-mail address

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.

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

☐ Support ☐ Oppose ☐ Take no position

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 **Jennifer Merrill** (202-205-3188, jennifer.merrill@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, 2006?

(check as many as appropriate)

(please describe)

☐ plant openings

☐ plant closings.....

☐ relocations

☐ expansions

☐ acquisitions.....

☐ consolidations.....

☐ prolonged shutdowns or
production curtailments

☐ 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 2008 ¹ (percent)	Share of total production using same PRWs in 2008 ¹ (percent)
TBLGs		
Tow-behind carts		
Other:		
Other:		
Other:		
¹ 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.

- II-5. **Tolling.**--Since January 1, 2006, 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, 2006, has your firm imported TBLGs?

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

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

II-8. **Comparability of TBLGs and tow behind carts and/or push lawn groomers.**—Please describe the differences and similarities between **TBLGs and tow behind carts and/or push lawn groomers** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the extent to which the products are interchangeable in the same end uses; (c) **manufacturing processes**--describe the processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor used to produce the different products; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

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

- II-9. **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	
	2006	2007	2008	2008	2009
Average production capacity ¹ (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption:					
Quantity (F)					
Value ² (G)					
Transfers to related firms:					
Quantity (H)					
Value ² (I)					
Export shipments: ³					
Quantity (J)					
Value (K)					
End-of-period inventories (quantity) (L)					
Channels of distribution:					
U.S. shipments to distributors (quantity) (M)					
U.S. shipments to end users (quantity) (N)					
Employment data:					
Average number of PRWs (number) (O)					
Hours worked by PRWs (1,000 hours) (P)					
Wages paid to PRWs (value) (Q)					
¹ 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).					
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 2006, 2007, and 2008 below:					
³ Identify your principal export markets: _____.					

- II-10. **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

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

$$D + F + H = M + N$$

Do these data reconcile? ☐ Yes ☐ No--Please explain _____.

Do these data reconcile? ☐ Yes ☐ No--Please explain _____.

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

- II-11. **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.

- II-12. **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, 2006? (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-March	
	2006	2007	2008	2008	2009
PURCHASES OF IMPORTED² TBLGs FROM--					
China:					
Quantity					
Value					
All other countries:					
Quantity					
Value					
PURCHASES OF DOMESTICALLY PRODUCED TBLGs:³					
Quantity					
Value					
PURCHASES OF TBLGs ORIGIN UNKNOWN:⁴					
Quantity					
Value					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
² Imported product.--Please list the name of the firm(s) from which you purchased the imported product.					
³ 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.					
⁴ 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 **Charles Yost (202-205-3432, charles.yost@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 2008 ¹ (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.

<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	
	_____	_____	_____	2008	2009
Non-recurring charges: (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).¹ **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.**² 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 **Charles Yost** at (202-205-3432, charles.yost@usitc.gov) before completing this section of the questionnaire.

Quantity (in units) and value (in \$1,000)					
Item	Fiscal year ending			January-March	
	_____	_____	_____	2008	2009
Net sales quantities: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (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 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. ³ 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. ⁴ 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		
	_____	_____	_____
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. 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. Total assets (lines 1.F., 2.C. and 3)			

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on TBLGs. 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 year ending			January-March	
	_____	_____	_____	2008	2009
Capital expenditures					
Research and development expenses					

PART III.--FINANCIAL INFORMATION--Continued

III-14. **Effects of imports.**--Since January 1, 2006, 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?

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)**

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

Company contact:

Name and title

()

Phone number

E-mail address

PRICE DATA

This section requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers during January 2006 – March 2009 of the following products produced by your firm.

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 data¹ for pricing products² produced and sold by your firm.

Quantity (in units) and value (in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2006:				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
2007:				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
2008:				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
2009:				
Jan-Mar				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2006:				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
2007:				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
2008:				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
2009:				
Jan-Mar				

¹ 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.

² Pricing product definitions are provided on the first page of section IV.

PART IV.--PRICING AND RELATED INFORMATION--ContinuedIV-2. **Pricing data.**--Continued.

Quantity (in units) and value (in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
2006:				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
2007:				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
2008:				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
2009:				
Jan-Mar				
Period of shipment	Product 7			
	Quantity	Value		
2006:				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
2007:				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
2008:				
Jan-Mar				
Apr-Jun				
Jul-Sep				
Oct-Dec				
2009:				
Jan-Mar				

¹ 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.

² 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 2008 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 TBLGs?

<u>Source</u>	<u>Share of sales,</u> <u>2008</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	_____

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

- (a) What is the approximate percentage of the total delivered cost of TBLGs 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.		☐ No ☐ Yes--Please explain.
2.		☐ No ☐ Yes--Please explain.
3.		☐ No ☐ Yes--Please explain.
4.		☐ No ☐ Yes--Please explain.
5.		☐ No ☐ Yes--Please explain.

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

(a) How has the demand within the United States for TBLGs changed since January 1, 2006? What principal factors affect changes in demand?

☐ Increase ☐ No Change ☐ Decrease ☐ Fluctuated

(b) How has the demand outside the United States (if known) for TBLGs changed since January 1, 2006? What principal factors affect changes in demand?

☐ Increase ☐ No Change ☐ Decrease ☐ Fluctuated

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, 2006?

☐ No ☐ Yes--Please describe.

IV-14. Are different types of TBLGs (i.e., aerators, lawn sweepers, spreaders, and dethatchers) marketed and/or sold together in the U.S. market?

☐ No ☐ Yes-- Please explain, noting which types of TBLGs have been marketed or sold together and how prices are determined (i.e., each type of TBLG priced separately, or different types of TBLGs priced in combination or as sets).

IV-15. **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, 2006, and the share of your firm's total raw material costs for TBLG production in 2008 accounted for by each raw material. If raw materials differ between type of TBLG, please indicate as much.

	Raw material	Change in cost since 2006 (percent)	Estimated share of total raw material cost for TBLG production in 2008 (percent)
1.			
2.			
3.			
4.			
5.			
6.			

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

IV-16. **Geographical shipments.**—Please indicate the percentage share of your firm's U.S. shipments in 2008, as reported in response to question II-8 above. Please indicate the percentage share that was shipped to each of the following geographic markets. Please base your responses to this question on the ultimate delivery destinations for sales to customers in the United States.

Geographic area	Share of U.S. shipments in 2008 (in percent)
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
Central Southwest. —AR, LA, OK, and TX.	
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	
Pacific Coast. —CA, OR, and WA.	
Other. —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 2008 (lines D, F, and H) from question II-8.	

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

IV-17. **Interchangeability.**--Are TBLGs 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 "O" to indicate no familiarity with products from a specified country-pair.¹

[illegible]

IV-18. **Differences other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between TBLGs 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

[illegible]

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

IV-19. **Major Customers.**-- Please provide the names and addresses of your firm's ten (10) largest customers of TBLGs during January 2006-March 2009. 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 TBLGs that each of these suppliers accounted for in 2008.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person (name and e-mail address)	Share of 2008 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 REVENUES**.--**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, 2006: To avoid losing sales to competitors selling TBLGs from China, did your firm:

Reduce prices ☐ No ☐ Yes

Roll back announced price increases ☐ No ☐ Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues 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 initial price quotation

Quantity involved

Your initial ***rejected*** price quotation (total delivered value)

Your ***accepted*** price quotation (total delivered value)

The country of origin of the competing imported product

The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (units)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)

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

IV-21. **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, 2006: 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 (units)	Rejected U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)

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

Further information on this part of the questionnaire can be obtained from **Jennifer Merrill** (202-205-3188, jennifer.merrill@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, 2006, 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?

	Aerators	Dethatchers	Spreaders	Sweepers
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: _____.	☐	☐	☐	☐

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	
	2006	2007	2008	2008	2009
Average production capacity (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption:					
Quantity (F)					
Value ¹ (G)					
Transfers to related firms:					
Quantity (H)					
Value ¹ (I)					
Export shipments:					
Quantity of export shipments (J)					
Value of export shipments (K)					
End-of-period inventories (quantity) (L)					
Employment data:					
Average number of PRWs (number) (M)					
Hours worked by PRWs (1,000 hours) (N)					
Wages paid to PRWs (value) (O)					
Financial Data²					
Net Sales:					
Quantity (P) ³					
Value (Q)					
Cost of goods sold (value) (R)					
Gross profit or (loss) (value) (S)					
Selling, general, and administrative expenses (value) (T)					
Operating income or (loss) (value) (U)					
Capital expenditures (value) (V)					

¹ Internal consumption and transfers to related firms must be valued at fair market value.

² If reporting financial data for fiscal year not ending on December 31, please indicated (year ending: _____).

³ 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	
	2006	2007	2008	2008	2009
Average production capacity (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption:					
Quantity (F)					
Value ¹ (G)					
Transfers to related firms:					
Quantity (H)					
Value ¹ (I)					
Export shipments:					
Quantity of export shipments (J)					
Value of export shipments (K)					
End-of-period inventories (quantity) (L)					
Employment data:					
Average number of PRWs (number) (M)					
Hours worked by PRWs (1,000 hours) (N)					
Wages paid to PRWs (value) (O)					
Financial Data²					
Net Sales:					
Quantity (P) ³					
Value (Q)					
Cost of goods sold (value) (R)					
Gross profit or (loss) (value) (S)					
Selling, general, and administrative expenses (value) (T)					
Operating income or (loss) (value) (U)					
Capital expenditures (value) (V)					

¹ Internal consumption and transfers to related firms must be valued at fair market value.
² If reporting financial data for fiscal year not ending on December 31, please indicated (year ending: _____).
³ 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	
	2006	2007	2008	2008	2009
Average production capacity (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption:					
Quantity (F)					
Value ¹ (G)					
Transfers to related firms:					
Quantity (H)					
Value ¹ (I)					
Export shipments:					
Quantity of export shipments (J)					
Value of export shipments (K)					
End-of-period inventories (quantity) (L)					
Employment data:					
Average number of PRWs (number) (M)					
Hours worked by PRWs (1,000 hours) (N)					
Wages paid to PRWs (value) (O)					
Financial Data²					
Net Sales:					
Quantity (P) ³					
Value (Q)					
Cost of goods sold (value) (R)					
Gross profit or (loss) (value) (S)					
Selling, general, and administrative expenses (value) (T)					
Operating income or (loss) (value) (U)					
Capital expenditures (value) (V)					

¹ Internal consumption and transfers to related firms must be valued at fair market value.
² If reporting financial data for fiscal year not ending on December 31, please indicated (year ending: _____).
³ 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	
	2006	2007	2008	2008	2009
Average production capacity (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption:					
Quantity (F)					
Value ¹ (G)					
Transfers to related firms:					
Quantity (H)					
Value ¹ (I)					
Export shipments:					
Quantity of export shipments (J)					
Value of export shipments (K)					
End-of-period inventories (quantity) (L)					
Employment data:					
Average number of PRWs (number) (M)					
Hours worked by PRWs (1,000 hours) (N)					
Wages paid to PRWs (value) (O)					
Financial Data²					
Net Sales:					
Quantity (P) ³					
Value (Q)					
Cost of goods sold (value) (R)					
Gross profit or (loss) (value) (S)					
Selling, general, and administrative expenses (value) (T)					
Operating income or (loss) (value) (U)					
Capital expenditures (value) (V)					

¹ Internal consumption and transfers to related firms must be valued at fair market value.

² If reporting financial data for fiscal year not ending on December 31, please indicated (year ending: _____).

³ 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.¹ 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

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

- (b) **Interchangeability.**--The ability to substitute one product for another in the same application.

Legend:

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

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

PART V.--ALTERNATIVE PRODUCTS—TRADE AND RELATED INFORMATION--Continued**V-4 Comparability of types of TBLGs.--Continued**

- (c) **Manufacturing facilities, production processes, and production employees.**-- Whether products are manufactured in the same facilities, from the same inputs, on the same machinery and equipment, and using the same employees.

Legend:

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

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

- (d) **Channels of distribution.**-- Channels of distribution/market situation through which the products are sold (i.e., sold direct to end users, through distributors, etc.)

Legend:

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

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

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

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

- (e) **Customer and producer perceptions.**--Perceived differences and/or similarities 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

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

- (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

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