

U.S. PURCHASERS' QUESTIONNAIRE

CERTAIN TOW BEHIND LAWN GROOMERS ("TBLGs") FROM CHINA

This questionnaire must be received by the Commission by no later than April 16, 2009

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 and antidumping duty investigations concerning 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)). Further information on this questionnaire can be obtained from Nancy Bryan (202-205-2088).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased TBLGs (as defined in the instruction booklet) from ANY source (domestic or foreign) at any time since January 1, 2006?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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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 submitting 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>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

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 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____hours _____dollars

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

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

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

PART I.--GENERAL INFORMATION--Continued

I-4. 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-5. 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.--PURCHASES

II-1. Who should be contacted regarding the requested purchase information?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-2. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of TBLGs. Report based on delivery date, not order date.

(Quantity in units, value in \$1,000)				
Item	2006	2007	2008	Jan.-Mar. 2009
Purchases of TBLGs produced in the United States:				
<i>Quantity</i>				
<i>Value</i>				
Purchases of TBLGs produced in China:				
<i>Quantity</i>				
<i>Value</i>				
Purchases of TBLGs produced in all other countries:¹				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

PART II.--PURCHASES--Continued

II-3. If the relative levels of your firm's purchases of TBLGs from different country sources (both domestic and foreign) have changed since January 1, 2006, please indicate whether the relative share from each country source has increased or decreased, and state the reason.

Source of purchases	Trend	Explanation for trend
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
China	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>

II-4. If your firm has purchased TBLGs from only one country, please explain the reasons for doing so.

PART II.--PURCHASES--Continued

II-5. **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 III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Who should be contacted regarding the requested information on market characteristics and purchasing practices?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Which of the following best describes your firm as a purchaser of TBLGs (check all that apply, noting the specific end uses if known)?

- END USER (_____)
- RETAILER (_____)
- DISTRIBUTOR (_____)
- Other (_____)

III-3. (a) If your firm is a distributor or reseller of TBLGs, what are the major types of consumers to which you sell TBLGs?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase TBLGs?

III-4. If your firm is an end user of TBLGs, list in order of quantity of TBLGs consumed, the top 3 TBLGs for which your firm purchases TBLGs as a component part or input. Please indicate what percentage of the total cost is accounted for by TBLGs.

TBLGs you produce	Percent of cost accounted for by TBLGs

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

III-5. (a) If your firm is an end user of TBLGs, has the demand for your firm's final TBLGs incorporating TBLGs changed since January 1, 2006?

Increased No change Decreased

(b) Has this had any effect on your firm's demand for TBLGs?

III-6. (a) Can other products be substituted for TBLGs?

No Yes--Please list these substitute products in order of importance.

(i) _____

(ii) _____

(iii) _____

(b) For each possible substitute for TBLGs, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these substitute products affected the price for TBLGs?

No Yes--To what degree do changes in their prices affect the price for TBLGs? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of TBLGs or final end use?

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

III-7. Are you aware of whether the TBLGs you are purchasing are U.S.-produced or imported?

- Always Usually Sometimes Never

III-8. Do you know the manufacturer of the TBLGs that you purchase?

- Always Usually Sometimes Never

III-9. To your knowledge, are your customers aware of and/or interested in the country of origin of the goods you sell them?

- Always Usually Sometimes Never

III-10. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

- No Yes-- Please describe.

III-11. How many suppliers do you generally contact before making a purchase?

III-12. Have you changed suppliers since January 1, 2006?

- No Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

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

III-13. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2006?

- No Yes--Please identify the firms.

III-14. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristics of the TBLGs they sell to your firm?

- No Yes--_____ percent of purchases in 2008 Yes--All purchases

Please provide a general description of the certification or qualification process and the time required.

III-15. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of TBLGs, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-16. Since January 1, 2006, have any domestic or foreign producers failed in their attempts to certify or qualify their TBLGs with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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

III-17. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for TBLGs.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	-	-	-
Delivery terms.....	-	-	-
Delivery time	-	-	-
Discounts offered.....	-	-	-
Extension of credit.....	-	-	-
Price	-	-	-
Minimum qty requirements.....	-	-	-
Packaging.....	-	-	-
Product consistency	-	-	-
Quality meets industry standards	-	-	-
Quality exceeds industry standards.	-	-	-
Product range	-	-	-
Reliability of supply.....	-	-	-
Technical support/service	-	-	-
U.S. transportation costs	-	-	-
Other (specify):			
_____	-	-	-
_____	-	-	-
_____	-	-	-

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

III-17. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase TBLGs for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

(i) _____

(ii) _____

(iii) _____

Other factors or comments: _____

III-18. What characteristics does your firm consider when determining the quality of TBLGs?

III-19. How often does your firm purchase TBLGs that are offered at the lowest price?

Always Usually Sometimes Never

III-20. Please list the names of any firms you considered price leaders in the TBLGs market during January 2006-March 2009. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

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

III-21. Please describe how the above firm(s) exhibited price leadership.

III-22. Does your firm purchase TBLGs over the internet?

- No Yes-- Please describe, noting the estimated percentage of your firm's total purchases of TBLGs in 2008 accounted for by internet purchases.

III-23 a) Does your firm purchase each type of TBLG (i.e., aerators, lawn sweepers, spreaders, and dethatchers) separately or do you purchase different types of TBLGs together?

- Separately Together -- Please explain, noting which types of TBLGs have been purchased 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).

b) Do you market and/or sell different types of TBLGs (i.e., aerators, lawn sweepers, spreaders, and dethatchers) together?

- 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).

PART IV.--TBLGs COMPARISONS--Continued

IV-4. Do you or your customers ever specifically order TBLGs from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why TBLGs from these countries are preferred over TBLGs from other countries (please note the specific TBLGs in your response).

IV-5. Are certain grades/types/sizes of TBLGs available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the grade/type/size.

IV-6. If you purchased TBLGs from one source although comparable TBLGs were available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include brand recognition, quality, and transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.--TBLGs COMPARISONS--Continued

IV-7. For the factors listed below, please rate how TBLGs produced in each country you identified in your response to the first question in Part IV compare with TBLGs produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please type an "X" for each quality in each TBLGs comparison indicating whether the TBLGs from the first source is superior, comparable, or inferior compared with the TBLGs from the second source.

Quality	TBLGs from			TBLGs from			TBLGs from		
	compared to			compared to			compared to		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	-	-	-	-	-	-	-	-	-
Delivery terms	-	-	-	-	-	-	-	-	-
Delivery time	-	-	-	-	-	-	-	-	-
Discounts offered	-	-	-	-	-	-	-	-	-
Extension of credit.....	-	-	-	-	-	-	-	-	-
Lower price.....	-	-	-	-	-	-	-	-	-
Minimum quantity requirements.....	-	-	-	-	-	-	-	-	-
Packaging.....	-	-	-	-	-	-	-	-	-
Product consistency	-	-	-	-	-	-	-	-	-
Quality meets industry standards.....	-	-	-	-	-	-	-	-	-
Quality exceeds industry standards	-	-	-	-	-	-	-	-	-
Product range.....	-	-	-	-	-	-	-	-	-
Reliability of supply	-	-	-	-	-	-	-	-	-
Technical support/service	-	-	-	-	-	-	-	-	-
Lower U.S. transportation costs.....	-	-	-	-	-	-	-	-	-
Other (specify):									
_____	-	-	-	-	-	-	-	-	-
_____	-	-	-	-	-	-	-	-	-
_____	-	-	-	-	-	-	-	-	-

PART IV.--TBLGs COMPARISONS--Continued

IV-8. (a) How often do domestically-produced TBLGs meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Never

(b) How often do TBLGs imported from China meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Never

(c) How often do TBLGs imported from countries other than China meet minimum quality specifications for your uses or your customers' uses?

From: _____

Always Usually Sometimes Never

From: _____

Always Usually Sometimes Never

From: _____

Always Usually Sometimes Never

From: _____

Always Usually Sometimes Never

PART IV.--TBLGs COMPARISONS

IV-9. **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 <i>characteristics and uses</i> : <hr/> <hr/> <hr/> <hr/>				

(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 <i>interchangeability</i> : <hr/> <hr/> <hr/> <hr/>				

PART IV.--TBLGs COMPARISONS--Continued

IV-9. 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	X			
Dethatchers	X	X		
Spreaders	X	X	X	
Sweepers	X	X	X	X
¹ Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their <u>manufacturing processes</u> : <hr/> <hr/> <hr/> <hr/>				

- (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	X			
Dethatchers	X	X		
Spreaders	X	X	X	
Sweepers	X	X	X	X
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> : <hr/> <hr/> <hr/> <hr/>				

PART IV.--TBLGs COMPARISONS--Continued

IV-9. 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	X			
Dethatchers	X	X		
Spreaders	X	X	X	
Sweepers	X	X	X	X
<p>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>:</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

Product-comparison	Aerators	Dethatchers	Spreaders	Sweepers
Aerators	X			
Dethatchers	X	X		
Spreaders	X	X	X	
Sweepers	X	X	X	X
<p>¹ 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/>				

PART V.—SUPPLIER IDENTIFICATION

V-1. Please provide the names and addresses of your firm's five largest suppliers of TBLGs purchased 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 purchases of TBLGs that each of these suppliers accounted for in 2008.

No.	Supplier's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2008 purchases (%)
1					
2					
3					
4					
5					