

U.S. IMPORTERS' QUESTIONNAIRE

CERTAIN TOW BEHIND LAWN GROOMERS ("TBLG") 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 duty investigation concerning certain tow behind lawn groomers and parts thereof ("TBLG") 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 imported at least one of the four types of TBLGs (as defined in the instruction booklet) from any country 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.

Name of Authorized Official

Title of Authorized Official

Date

Phone: ()

Signature

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

I-1a. **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. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-4. **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-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of TBLGs?

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

I-6. **Producer in the United States.**--Since January 1, 2006, has your firm produced TBLGs in the United States?

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

I-7. **Producer in a country other than the United States.**--Since January 1, 2006, has your firm produced TBLGs in a country other than the United States?

No Yes--**COMPLETE AND RETURN A FOREIGN PRODUCERS' QUESTIONNAIRE**

I-8. **FTZ or Bonded Warehouse.**--Please indicate whether your firm enters TBLGs into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes--Please contact Jennifer Merrill (202-205-3188, or jennifer.merrill@usitc.gov)

Bonded warehouses No Yes--Please contact Jennifer Merrill (202-205-3188, or jennifer.merrill@usitc.gov)

PART I.--GENERAL INFORMATION--Continued

I-9. **TIB.**--Please indicate whether your firm imports TBLGs under the TIB (temporary importation under bond) program.

- No Yes-- Please contact Jennifer Merrill (202-205-3188, or jennifer.merrill@usitc.gov)

I-10. **Third-country trade actions.**--Are the TBLGs exported by your firm subject to antidumping findings or remedies in any WTO member countries?

- No Yes--List the products(s), countries affected, and the date of such findings/remedies.

Product	Country	Date

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 importation of TBLGs since January 1, 2006.

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> plant/warehouse openings	_____

<input type="checkbox"/> plant/warehouse closings.....	_____

<input type="checkbox"/> relocations	_____

<input type="checkbox"/> expansions	_____

<input type="checkbox"/> acquisitions.....	_____

<input type="checkbox"/> consolidations.....	_____

<input type="checkbox"/> prolonged shutdowns or importation curtailments	_____

<input type="checkbox"/> other.....	_____

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of TBLGs from China or any other foreign source for delivery after March 31, 2009?

- No Yes--Indicate when such orders were or are to be delivered and the quantities involved in the table provided.

Quantity (in units)				
Source	2009			2010
	April-June	July-September	October-December	January-March
Imports from-- China				
Mexico				
All other sources ¹				
¹ Indicate the source(s): _____.				

II-4. **Reason for importing.**--If your firm also produces TBLGs in the United States, please indicate your reasons for importing this product. If your reasons differ by source or by type of TBLG, please elaborate. If not applicable, indicate "NA."

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

II-6a **Imports from China (all TBLGs).**--Does your firm import TBLGs from China?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of TBLGs imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

Item	Quantity (in units), value (in \$1,000)				
	Calendar years			January-March	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (quantity) (A)					
Imports:					
Quantity (B)					
Value (C)					
U.S. shipments:					
Commercial shipments: ¹					
Quantity (D)					
Value ¹ (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)					
¹ The value reported for commercial U.S. shipments should normally yield a higher average unit value than the value reported for the imports reflecting your firm's mark-up or profit. Is this the case for your data? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2006, 2007, and 2008 below: _____					
³ Identify your principal export markets: _____					

Reconciliation of data.--Please note that the quantities reported in the above table should reconcile as follows:

Reconciliation

A + B - 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-6b. **Imports from Mexico (all TBLGs).**--Does your firm import TBLGs from Mexico?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of TBLGs imported from Mexico by your firm during the specified periods. (See definitions in the instruction booklet.)

MEXICO

Quantity (in units), value (in \$1,000)					
Item	Calendar years			January-March	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (quantity) (A)					
Imports:					
Quantity (B)					
Value (C)					
U.S. shipments:					
Commercial shipments: ¹					
Quantity (D)					
Value ¹ (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)					
¹ The value reported for commercial U.S. shipments should normally yield a higher average unit value than the value reported for the imports reflecting your firm's mark-up or profit. Is this the case for your data? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2006, 2007, and 2008 below: _____					
³ Identify your principal export markets: _____					

Reconciliation of data.--Please note that the quantities reported in the above table should reconcile as follows:

Reconciliation

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

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-6c. **Imports from All Other Sources (all TBLGs).**--Does your firm import TBLGs from any source other than China or Mexico ("all other sources")?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of TBLGs imported from all other sources by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES

Item	Quantity (in units), value (in \$1,000)				
	Calendar years			January-March	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (quantity) (A)					
Imports: ¹					
Quantity (B)					
Value (C)					
U.S. shipments:					
Commercial shipments: ²					
Quantity (D)					
Value ¹ (E)					
Internal consumption:					
Quantity (F)					
Value ² (G)					
Transfers to related firms:					
Quantity (H)					
Value ³ (I)					
Export shipments: ⁴					
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)					
¹ Please indicate import source(s): _____ ² The value reported for commercial U.S. shipments should normally yield a higher average unit value than the value reported for the imports reflecting your firm's mark-up or profit. Is this the case for your data? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ ³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2006, 2007, and 2008 below: _____ ⁴ Identify your principal export markets: _____					

Reconciliation of data.--Please note that the quantities reported in the above table should reconcile as follows:

Reconciliation

A + B - 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-7a **Imports from China (aerators).**--Does your firm import tow-behind aerators from China?

- No. Yes--Report your firm's imports and your firm's shipments and inventories of tow-behind aerators imported from China by your firm during the specified periods.
(See definitions in the instruction booklet.)

TOW BEHIND AERATORS FROM CHINA

Item	Quantity (in units), value (in \$1,000)				
	Calendar years			January-March	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (quantity) (A)					
Imports:					
Quantity (B)					
Value (C)					
U.S. shipments:					
Commercial shipments: ¹					
Quantity (D)					
Value ¹ (E)					
Internal consumption:					
Quantity (F)					
Value ² (G)					
Transfers to related firms:					
Quantity (H)					
Value ² (I)					
Export shipments:					
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)					
¹ The value reported for commercial U.S. shipments should normally yield a higher average unit value than the value reported for the imports reflecting your firm's mark-up or profit. Is this the case for your data? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2006, 2007, and 2008 below: _____					

Reconciliation of data.--Please note that the quantities reported in the above table should reconcile as follows:

Reconciliation

A + B - 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-7b **Imports from China (dethatchers).**--Does your firm import tow-behind dethatchers from China?

- No. Yes--Report your firm's imports and your firm's shipments and inventories of tow-behind dethatchers imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

TOW BEHIND DETHATCHERS FROM CHINA

Item	Quantity (in units), value (in \$1,000)				
	Calendar years			January-March	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (quantity) (A)					
Imports:					
Quantity (B)					
Value (C)					
U.S. shipments:					
Commercial shipments: ¹					
Quantity (D)					
Value ¹ (E)					
Internal consumption:					
Quantity (F)					
Value ² (G)					
Transfers to related firms:					
Quantity (H)					
Value ² (I)					
Export shipments:					
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)					
¹ The value reported for commercial U.S. shipments should normally yield a higher average unit value than the value reported for the imports reflecting your firm's mark-up or profit. Is this the case for your data? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2006, 2007, and 2008 below: _____					

Reconciliation of data.--Please note that the quantities reported in the above table should reconcile as follows:

Reconciliation

A + B - 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-7c **Imports from China (spreaders).**--Does your firm import tow-behind spreaders from China?

- No. Yes--Report your firm's imports and your firm's shipments and inventories of tow-behind spreaders imported from China by your firm during the specified periods.
(See definitions in the instruction booklet.)

TOW BEHIND SPREADERS FROM CHINA

Item	Quantity (in units), value (in \$1,000)				
	Calendar years			January-March	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (quantity) (A)					
Imports:					
Quantity (B)					
Value (C)					
U.S. shipments:					
Commercial shipments: ¹					
Quantity (D)					
Value ¹ (E)					
Internal consumption:					
Quantity (F)					
Value ² (G)					
Transfers to related firms:					
Quantity (H)					
Value ² (I)					
Export shipments:					
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)					
¹ The value reported for commercial U.S. shipments should normally yield a higher average unit value than the value reported for the imports reflecting your firm's mark-up or profit.. Is this the case for your data? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2006, 2007, and 2008 below:					

Reconciliation of data.--Please note that the quantities reported in the above table should reconcile as follows:

Reconciliation

A + B - 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-7d **Imports from China (sweepers).**--Does your firm import tow-behind sweepers from China?

- No. Yes--Report your firm's imports and your firm's shipments and inventories of tow-behind sweepers imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

TOW BEHIND SWEEPERS FROM CHINA

Item	Quantity (in units), value (in \$1,000)				
	Calendar years			January-March	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (quantity) (A)					
Imports:					
Quantity (B)					
Value (C)					
U.S. shipments:					
Commercial shipments: ¹					
Quantity (D)					
Value ¹ (E)					
Internal consumption:					
Quantity (F)					
Value ² (G)					
Transfers to related firms:					
Quantity (H)					
Value ² (I)					
Export shipments:					
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)					
¹ The value reported for commercial U.S. shipments should normally yield a higher average unit value than the value reported for the imports reflecting your firm's mark-up or profit.. Is this the case for your data? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2006, 2007, and 2008 below: _____					

Reconciliation of data.--Please note that the quantities reported in the above table should reconcile as follows:

Reconciliation

A + B - 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 III.--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)

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

Company contact:

()

PRICE DATA

This section requests quarterly price and quantity 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 you imported from China.

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 III.--PRICING AND RELATED INFORMATION--Continued

III-2a. **Pricing data (China).**--Report quarterly price data¹ for pricing products² produced imported from China and sold by your firm.

CHINA

Quantity (<i>in units</i>) and value (<i>in dollars</i>)				
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 III.

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

III-2a. **Pricing data (China).**--Continued.

CHINA

Quantity (<i>in units</i>) and value (<i>in dollars</i>)				
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		X	
	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 III.

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

III-2b. **Pricing data (Mexico).**--Report quarterly price data¹ for pricing products² produced imported from Mexico and sold by your firm.

MEXICO

Quantity (<i>in units</i>) and value (<i>in dollars</i>)				
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 III.

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

III-2b. **Pricing data (Mexico).**--Continued.

MEXICO

Quantity (<i>in units</i>) and value (<i>in dollars</i>)				
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		X	
	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 III.

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

III-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: _____
- _____
- _____

III-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: _____
- _____
- _____

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

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of its imported 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 III.--PRICING AND RELATED INFORMATION--Continued

III-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

III-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

III-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 TBLG?

<u>Source</u>	<u>Share of sales,</u> <u>2008</u>	<u>Lead time</u>
From your firm's inventory	_____	_____
From foreign manufacturers' inventory	_____	_____
Produced to order	_____	_____
Total	100.0 %	_____

III-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 point of importation () or storage facility ()? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent. Be sure to check one of the two options for measurement.

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

III-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, and 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/>

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

III-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.

III-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).

III-15. **Geographical shipments.**-- Please indicate the percentage share of your firm's U.S. shipments in 2008, as reported in response to questions II-7a, II-7b, and II-7c 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 of imports from-- (in percent)		
	China	Mexico	All other sources
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 questions II-7a, II-7b, II-7c.			

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

III-18 **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 III.--PRICING AND RELATED INFORMATION--Continued

III-18 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 III.--PRICING AND RELATED INFORMATION--Continued

III-18 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 III.--PRICING AND RELATED INFORMATION--Continued

III-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				