

U.S. PRODUCERS' QUESTIONNAIRE

CERTAIN PASSENGER VEHICLE AND LIGHT TRUCK TIRES FROM CHINA

This questionnaire must be received by the Commission by no later than May 7, 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 market disruption investigation concerning certain passenger vehicle and light truck tires (subject tires) from China (Inv. No. TA-421-7) under section 421(b) of the Trade Act of 1974 (the Act). The information requested in the questionnaire is requested under the authority of section 421 of the Act. 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 subject tires (as defined in the instruction booklet) at any time since January 1, 2004?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission. The undersigned acknowledges 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 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. The undersigned understands that the confidential business information that is furnished may be subject to, and may be released under an administrative protective order issued by the Commission pursuant to section 206.47 of the Commission's Rules of Practice and Procedure. In addition, the confidential business information that is submitted may be included in a confidential version of the report that the Commission transmits to the President and the U.S. Trade Representative, should the Commission transmit a confidential version. Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone: ()

Fax ()

E-mail address

PART I.--GENERAL INFORMATION--Continued

I-4. Do you support or oppose the petition?

Support Oppose Take no position

I-5. 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-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing subject tires from China into the United States or which are engaged in exporting subject tires from China to the United States?

No Yes--List the following information

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

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of subject tires?

No Yes--List the following information

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

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

II-4. 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. Does your firm produce other products using the same production and related workers employed to produce subject tires?

No Yes--List the following information.

Basis for allocation of capacity data (*e.g.*, sales): _____

Products produced using the same workers and share of total production in 2008 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Subject tires</u> _____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of subject tires?

No Yes--Name firm(s): _____.

II-7. Does your firm produce subject tires in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-8. Since January 1, 2004, has your firm imported subject tires?

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

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of subject tires in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 tires) and value (in \$1,000)					
Item	Calendar years				
	2004	2005	2006	2007	2008
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to OEMs (quantity)					
U.S. shipments to the replacement market (quantity)					
All other (describe: _____) or unknown					
Total					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
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 each of the periods noted above:					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-10. 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-11. Other than direct imports, has your firm otherwise purchased subject tires since January 1, 2004? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

(Quantity in 1,000 tires, value in \$1,000)					
Item	Calendar years				
	2004	2005	2006	2007	2008
PURCHASES FROM U.S. IMPORTERS² OF SUBJECT TIRES FROM--					
CHINA:					
<i>Quantity</i>					
<i>Value</i>					
All other countries:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>					

II-12. Are there any types of subject tires that U.S. manufacturers do not currently produce (or during the period of investigation did not produce), which must be imported into the U.S. market from China or other countries? When considering “types,” consider physical composition, method of manufacture, specification standards, size, or any other key characteristics such that it is “frequently” used for different end-uses than those produced in the United States.

No Yes—Please identify the product(s) (including type and size), their uses and sources:

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

II-13. Has the United States market for subject tires been the focal point for the diversion of exports of subject tires, by reason of restraint on exports to or imports into third country markets of subject tires or imports?

No Yes—Please describe (e.g., the extent to which this is the case).

II-14. Has any increase in imports of subject tires from China, either actual or relative to domestic production, been a cause of material injury to the domestic industry?

No Yes—Please describe (e.g., the extent to which this is the case, and provide pertinent information).

PART III.-- FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725, david.boyland@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. 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 subject tires, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

III-4. 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 subject tires, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your company purchase inputs (raw materials, labor, energy, or any other services) used in the production of subject tires from any related company?

- Yes—Continue to question III-7 below No—Continue to question III-9 below

III-7. In the space provided below, identify the inputs used in the production of subject tires that your firm purchases from related parties whose financial statements are consolidated with the financial statements of your firm.

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

III-8. 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-10 (i.e., costs reported in question III-10, 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—Please contact David Boyland (202-708-4725, david.boyland@usitc.gov)

PART III.--FINANCIAL INFORMATION --Continued

III-9. Nonrecurring charges.--For each annual period for which financial results are reported in question III-10, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-10 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 subject tires operations.

Value (in \$1,000)					
Item	Fiscal years ended--				
	_____	_____	_____	_____	_____
1.					
2.					
3.					
4.					
5.					
6.					
7.					

PART III.--FINANCIAL INFORMATION --Continued

III-10. Operations on subject tires.--Report the revenue and related cost information requested below on the subject tires 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 five most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

Quantity (in 1,000 tires) and value (in \$1,000)					
Item	Fiscal years ended--				
	_____	_____	_____	_____	_____
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 To the extent applicable, please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8: Year 1 _____ Year 2 _____ Year 3 _____ Year 4 _____ Year 5 _____.

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-11. Variable and fixed costs included in direct labor and other factory costs.--For calendar-year 2008 or the most recently completed fiscal year, please provide a breakout of the variable and fixed costs included in total direct labor cost, total other factory costs, and total SG&A expenses as reported in table III-10. The total cost reported in this table for direct labor, other fixed costs, and SG&A expenses should reconcile to the total direct labor cost, total other factory costs, and total SG&A expenses reported in table III-10. (Note: variable costs are costs that normally will change in a traceable and measurable way relative to changes in production volume. Fixed costs are costs that normally will remain constant in the short term regardless of changes in production volumes.)

Value (in \$1,000)	
Item	Calendar year 2008 or most recently completed fiscal year
Direct labor	
Variable cost	
Fixed cost	
Total direct labor cost (as reported in table III-10)	
Other factory costs	
Variable cost	
Fixed cost	
Total other factory costs (as reported in table III-10)	
SG&A expenses	
Variable cost	
Fixed cost	
Total SG&A expenses (as reported in table III-10)	

PART III.--FINANCIAL INFORMATION --Continued

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

Value (in \$1,000)					
Item	Fiscal years ended--				
	_____	_____	_____	_____	_____
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. Other (describe: _____)					
5. Total assets (lines 1.F., 2.C., 3 and 4)					

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on subject tires. Provide data for your five most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)					
Item	Fiscal years ended--				
	_____	_____	_____	_____	_____
Capital expenditures					
Research and development expenditures					

PART III.--FINANCIAL INFORMATION --Continued

III-14. Since January 1, 2004, 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 subject tires 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. Does your firm anticipate any negative impact of imports of subject tires from China?

No Yes--My firm anticipates negative effects as follows:

PART IV.—PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from James Fetzer (202-708-5403, james.fetzer@usitc.gov)

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

Company contact:

() _____

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 2004–December 2008 of the following products produced by your firm.

Product 1.--Subject tires, tire size P225/60R16, 97-98 load index, speed ratings S or T, all-season grand touring/standard touring/passenger

Product 2.-- Subject tires, tire size P235/75R15, 105-108 load index, speed ratings S or T, all-season grand touring/standard touring/passenger

Product 3.-- Subject tires, tire size P205/65R15, 92-94 load index, speed ratings S, T, or H, all-season grand touring/standard touring/passenger

Product 4.-- Subject tires, tire size P215/70R15, 97-98 load index, speed ratings S or T, all-season grand touring/standard touring/passenger

Product 5.-- Subject tires, tire size LT245/75R16, 111-116 load index, speed ratings R or S, on/off-road all terrain

Product 6.-- Subject tires, tire size LT265/75R16, 112-116 load index, speed ratings R, S, or T, on/off-road all terrain

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

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

IV-2a. Report below the quarterly price data¹ for pricing products² produced and sold by your firm. **Please reports sales to OEMs and sales to the replacement market separately.**

Sales to Replacement Market

(Quantity in 1,000 tires, value in 1,000 dollars)						
	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2004						
January-March						
April-June						
July-September						
October-December						
2005						
January-March						
April-June						
July-September						
October-December						
2006						
January-March						
April-June						
July-September						
October-December						
2007						
January-March						
April-June						
July-September						
October-December						
2008						
January-March						
April-June						
July-September						
October-December						

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 Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

Product 3: _____

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

IV-2a. Report below the quarterly price data¹ for pricing products² produced and sold by your firm. **Please reports sales to OEMs and sales to the replacement market separately.**

Sales to Replacement Market

(Quantity in 1,000 tires, value in 1,000 dollars)						
	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2004						
January-March						
April-June						
July-September						
October-December						
2005						
January-March						
April-June						
July-September						
October-December						
2006						
January-March						
April-June						
July-September						
October-December						
2007						
January-March						
April-June						
July-September						
October-December						
2008						
January-March						
April-June						
July-September						
October-December						

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 Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 4: _____

Product 5: _____

Product 6: _____

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

IV-2b. Report below the quarterly price data¹ for pricing products² produced and sold by your firm. **Please reports sales to OEMs and sales to the replacement market separately.**

Sales to OEMs

(Quantity in 1,000 tires, value in 1,000 dollars)						
	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2004						
January-March						
April-June						
July-September						
October-December						
2005						
January-March						
April-June						
July-September						
October-December						
2006						
January-March						
April-June						
July-September						
October-December						
2007						
January-March						
April-June						
July-September						
October-December						
2008						
January-March						
April-June						
July-September						
October-December						

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 Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

Product 3: _____

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

IV-2b. Report below the quarterly price data¹ for pricing products² produced and sold by your firm. **Please reports sales to OEMs and sales to the replacement market separately.**

Sales to OEMs

(Quantity in 1,000 tires, value in 1,000 dollars)						
	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2004						
January-March						
April-June						
July-September						
October-December						
2005						
January-March						
April-June						
July-September						
October-December						
2006						
January-March						
April-June						
July-September						
October-December						
2007						
January-March						
April-June						
July-September						
October-December						
2008						
January-March						
April-June						
July-September						
October-December						

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 Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: _____

Product 4: _____

Product 5: _____

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

IV-3. Please describe how your firm determines the prices that it charges for sales of subject tires (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

IV-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-5. What are your firm's typical sales terms for its U.S.-produced subject tires (e.g., 2/10 net 30 days)? _____. On what basis are your prices of domestic subject tires usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

IV-6. Approximately what share of your firm's sales of its U.S.-produced subject tires 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 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	_____

IV-7. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

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

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

IV-8. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

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

IV-9. 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 subject tires?

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

- IV-10. (a) What is the approximate percentage of the total delivered cost of subject tires 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 storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-11. What is the geographic market area in the United States served by your firm's subject tires? (check all that apply)

- | | | | |
|------------------------------------|--|-------------------------------------|------------------------------------|
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Mid-Atlantic | <input type="checkbox"/> Midwest | <input type="checkbox"/> Southeast |
| <input type="checkbox"/> Southwest | <input type="checkbox"/> Rocky Mountains | <input type="checkbox"/> West Coast | <input type="checkbox"/> Northwest |
| <input type="checkbox"/> National | <input type="checkbox"/> Other (describe: _____) | | |

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

IV-12. Describe the end uses of the subject tires that you manufacture. For each end-use product, what percentage of the total cost is accounted for by subject tires?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

IV-13. (a) Can other products be substituted for subject tires?

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

(i) _____

(ii) _____

(iii) _____

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

(c) Have changes in the prices of these products affected the price for subject tires?

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

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

IV-14. How has the demand within the United States (and outside the United States if known) for subject tires changed since January 1, 2004? What principal factors affect changes in demand?

Increased No change Decreased

IV-15. Have there been any significant changes in the product range or marketing of subject tires since January 1, 2004?

No Yes-- Please describe.

IV-16. Does your firm sell subject tires over the internet?

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

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

IV-19. Please identify below the names and addresses of your firm's 10 largest customers for subject tires during 2004-2008. 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 subject tires that each of these customers accounted for in 2008.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

IV-21. COMPETITION FROM IMPORTS--LOST SALES

Since January 1, 2004: Did your firm lose sales of subject tires to imports of these products from China?

No Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>number of tires</i>)	Rejected U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)

PART V.-- COMPETITIVE EFFORTS AND ADJUSTMENTS IF RELIEF WERE TO BE GRANTED

Further information on this part of the questionnaire can be obtained from Amy Sherman (202-205-3289, amy.sherman@usitc.gov).

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

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

V-2. Since January 1, 2004, has your firm undertaken any efforts to compete more effectively in the U.S. market for subject tires? Such efforts might include any of the following: investments, cost reductions with existing equipment, diversifications/expansions, new products or new applications for existing products, organizational changes, changes in production practices, marketing changes in U.S. and foreign markets, and/or other efforts.

No Yes—Describe as indicated below:

(1) the type(s) of effort(s) that have been made by your firm and/or its workers since January 1, 2004 to compete more effectively, (2) the period (month(s) and year(s)) in which the effort was made, (3) the total expenditure involved (in thousands of dollars), and (4) the effectiveness of your efforts, including any competitive advantage acquired (i.e., increased production, cost reduction, quality improvement, increased market share or sales, etc.). Attach additional pages if necessary. If you feel that any of these efforts have been made primarily to compete with sales of subject tires from China, please indicate this with an asterisk and give the reasons to support your beliefs.

EFFORTS TO COMPETE	PERIOD	EXPENSE (\$1,000)	EFFECTIVENESS OF EFFORTS/COMPETITIVE ADVANTAGE ACQUIRED

PART V.--COMPETITIVE EFFORTS AND ADJUSTMENTS IF RELIEF WERE TO BE GRANTED—*Continued*

V-3. In the event that the Commission should find market disruption to the U.S. industry producing subject tires, what form of import relief would your firm support? Please rank the following in order of preference from 1 (highest support) to 5 (least support):

- Quota level (specify) _____
- Increased tariff rate (specify) _____
- Tariff rate quota level (specify) _____
- Orderly marketing arrangements
- Other (specify) _____
- No restrictions (please check, if applicable)

V-4. If you were to receive import relief as a result of this investigation, would your firm and/or its workers make adjustments in your consumer tire operations (in addition to those that you have described in V-2) that will permit you to compete more effectively with imports of subject tires from China after such relief expires?

- No
- Yes—Describe these additional adjustment actions below. To the best of your ability, quantify the expected improvement in your firm's competitiveness vis-à-vis imports from China.

EFFORTS TO COMPETE	PERIOD	EXPENSE (\$1,000)	COMPETITIVE ADVANTAGE TO BE ACQUIRED