#### U.S. PURCHASERS' QUESTIONNAIRE

#### CERTAIN STEEL WHEELS FROM CHINA

This questionnaire must be received by the Commission by no later than January 6, 2012

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 and antidumping investigations concerning certain steel wheels from China (Inv. Nos. 701-TA-478 and 731-TA-1182 (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 Craig Thomsen (202-205-3226, craig.thomsen@usitc.gov).

	Name of fin	·m					_
	Address						_
	City			State	Zip Code	e	_
	World Wid	le Web addres	ss				_
		n purchased cert ny time since Jar		defined in the ins	struction bookle	et) from <u>any</u> source (domestic	or
	NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)						
	YES		uction booklet carefully o the Commission so as			nnaire, and return the entire ed above)	
			CER	RTIFICATION	N		
and beliej By submi informati	f and understa itting this cert ion provided in	nd that the info	rmation submitted is grant consent for to aire and throughou	s subject to audit he Commission,	and verification	e and correct to the best of my on by the Commission. oyees and contract personnel import-injury proceedings co	, to use the
Commiss maintaini proceedin	ion, its emplo ing the records igs relating to	vees, and contro s of this proceed the programs d	act personnel who a ling or related proced	re acting in the edings for which	capacity of C this informati	out this proceeding may be a commission employees, for de ion is submitted, or in interna J.S.C. Appendix 3. I underst	veloping or l audits and
Name of A	Authorized Of	ficial	Title of Authorized	l Official		Date	
			Phone:			-	
Signature	e		Fax			E-mail address	
			1 ux				

#### 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.			ne actual number of hours on naire and completing the		ost to your firm of
				hours	dollars
I-1b.	questionnaire		ted in any comments you rarity of specific questions. ve address.		
I-2.	questionnaire	(see page 3 of the i	de the name and address o nstruction booklet for repo e stock exchange and tradi	orting guidelines).	
I-3.	Ownership	<u> </u>	l, in whole or in part, by ar following information.	ny other firm?	
	Firm name		Address		Extent of ownership
I-4.	domestic or fo	reign, which are er	xportersDoes your firm ngaged in importing certain ed in exporting certain ste	n steel wheels from	n China into the
	☐ No	YesList the	following information.		
	Firm name		Address	<u>Affilia</u>	<u>ntion</u>

### PART I.--GENERAL INFORMATION--Continued

domestic or foreig	n, which are enga e United States or	s/exportersDoes your firm aged in importing certain stee which are engaged in exponented States?	el wheels from countries o
□ No □	YesList the fo	llowing information.	
Firm name and co	untry A	ddress	<u>Affiliation</u>
			_
			_
Related producer are engaged in the	_	m have any related firms, eit	ther domestic or foreign, w
□ No □	YesList the fo	llowing information.	
Firm name	<u>A</u>	<u>ddress</u>	<u>Affiliation</u>

#### PART II.—PURCHASES

<u>Contact information</u>.--Please identify the individual that Commission staff may contact regarding the confidential information submitted in Parts II to IV. Please indicate the manner by which Commission staff may contact the individual responsible for these parts with questions regarding the submitted confidential information.

Name	
Title	
Email	
Telephone	
Fax	

For all replies in the remainder of this questionnaire, if your answer varies depending upon the use the steel wheel you purchase (e.g., for trucks vs. trailers, new manufacturing vs. repair/service), please note the difference(s).

II-1. **Purchases.--**Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of certain steel wheels. Report based on delivery date, not order date.

Quantity ( <i>in actual</i>	number of wheels	) and value ( <i>ir</i>	<b>\$1,000</b> )	
Item	2008	2009	2010	JanSept. 2011
Purchases of certain steel wheels produced in The United States:  Quantity				
Value				
China: Quantity				
Value				
Canada: Quantity				
Value				
Mexico: Quantity				
Value				
All other countries: <sup>1</sup> Quantity				
Value				
<sup>1</sup> Please identify these countries:	<u>'</u>	•	•	

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

II-2. <u>Changes in purchasing patterns.</u>—Please indicate how the relative levels of your firm's purchases of certain steel wheels from different sources have changed since January 1, 2008.

	Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend		
	United States								
	China								
	All other countries								
П-3	I-3. Purchases from one country onlyIf your firm has purchased certain steel wheels from only one country, please explain the reasons for doing so.								

II-4. **Supplier identification.--**Please list your firm's **FIVE** largest suppliers for certain steel wheels since 2008. Also, provide the share of the quantity of your firm's total purchases of certain steel wheels that each of these suppliers accounted for in 2010.

No.	Supplier's name	City and state	Share of quantity of 2010 purchases
1			%
2			%
3			%
4			%
5			%

III-1.	Firm typeWhich of the following describes your firm as a purchaser of certain steel wheels
	(check all that apply)?
	☐ End user (OEM - commercial truck manufacturer, e.g., 18-wheelers)
	End user (OEM - other vehicle manufacturer) (Describe:)
	End user (OEM - trailer manufacturer)
	End user (OEM - service/repair provider)
	End user (Other service/repair provider - commercial trucks)
	End user (Other service/repair provider - other vehicles) (Describe:)
	End user (Other service/repair provider - trailers)
	Distributor/reseller
	Retailer
	Other (Describe:)
III-2.	Competition for salesIf you are a distributor or reseller of certain steel wheels, do you
2.	compete for sales to your customers with the manufacturers or importers from which you
	purchase certain steel wheels?
	parenase certain seer wheels.
	☐ No ☐ YesPlease describe.
III-3.	Types of customersIf your firm is a <u>distributor</u> or <u>reseller</u> of certain steel wheels, what are the
	major types of consumers to which you sell certain steel wheels?
	major types or consumers to which you sen certain seed wheels.
III-4.	<b>End uses</b> If your firm is an end user of certain steel wheels, list in order of quantity of certain
	steel wheels consumed, the top 3 products for which your firm purchases certain steel wheels as a
	component part or input (e.g., wheel/tire assemblies; tire mounted/installed on truck/trailer;
	trailer; semi-truck, etc.). Please indicate what percentage of the <u>total cost</u> is accounted for by
	certain steel wheels and other inputs.
	orium coori macos una canar impossi
	Share of total cost in each of the product(s)
	you produce accounted for by:

		Share of total cost in you produce a		
	Product(s) you produce	Certain steel wheels (percent)	Other inputs (percent)	Total
1.		+	=	100%
2.		+	=	100%
3.		+	=	100%

	-5. <b>Deman</b>	d for	end use p	roducts					
	(a)	If your firm is an end user of certain steel wheels, has the demand for your firm's final products incorporating certain steel wheels changed since 2008?							
		☐ In	ncreased	☐ No cha	ange 🗌 De	ecrease	d [	Fluctuated	
	(b)	Has t	his had an	y effect on	your firm's	deman	d for o	certain steel wheels?	
		□N	O	YesPlease describe.					
TTT_	-6 <b>D</b> omar	nd tron	nde Indi	cate how d	emand withi	n the II	nited	States and outside of the United States	
111-	II-6. <u>Demand trends</u> Indicate how demand within the United States and outside of the United States (if known) for certain steel wheels has changed since January 1, 2008. Describe the principal factors that have affected these changes in demand.								
	Mar	rket	Increase	No change	Decrease	Fluct	uate	Factors	
	Wit the U Sta	nited					]		
	the U	nited tes side nited					]		
	the U Sta Outs the U Sta	nited tes side nited tes					]		
III-	the U Sta Outs the U Sta	nited tes side nited tes		products b	e substituted			steel wheels?	
III-	the U Sta Outs the U Sta	nited tes side nited tes		products b					
III-	the U Sta Outs the U Sta	nited tes side nited tes	o	products b	pe substituted	t the tal	ole be		
III-	the U Sta Outs the U Sta	nited tes side nited tes tutes	o	products b	pe substituted Please fill ou	t the tal	ole be	elow.	
1.	the U Sta Outs the U Sta -7. Substit	nited tes side nited tes tutes	E	r products b YesF	pe substituted Please fill ou	t the tal	ole be	elow.  anges in the prices of this substitute I the price for certain steel wheels?	
	the U Sta Outs the U Sta -7. Substit	nited tes side nited tes tutes	E	r products b YesF	pe substituted Please fill ou	t the tal	ole be	elow.  anges in the prices of this substitute I the price for certain steel wheels?	

(a)	Do you consider purchasing aluminum wheels in place of certain steel wheels when making a purchase? Why or why not?							
	□ No □ Yes							
(b)	Have you switched between same application since J		steel wheels and alumin	num wheels				
			eels to aluminum wheels					
		wheels to certain steel		1 .				
	· <u></u>	sing more aluminum who	eels and certain steel who heels than in 2008	eeis.				
		sing more certain steel						
		2000	T					
	Aluminum	2008	Jan. – Sept. 2011					
	Certain Steel	<u>%</u> %	% %					
	Total	100 %	100 %					
	What is the reason for th	nis purchasing pattern?						
	Do you anticipate this purchasing pattern to change in 2012 or 2013?							
	were you substituting aluminum wheels for certain steel wheels weighing less than 6 pounds, 65 to 75 pounds, or more than 75 pounds? If substituting for more than one these weight classes of steel wheels, please provide further details regarding your frequency of substitution.							

	continued				
	Have you switched betsteel wheels for the sai				and lighter certain
	□ No □ Ye	es, from heavier	o lighte	r Yes, from lighter	r to heavier.
	I am purch	asing a greater p asing a greater p	roportio	ghter certain steel when n of lightweight certain of heavyweight cert	in steel than in 2008
		2008		Jan. – Sept. 2011	7
	Lighter	2000	%	%	-
	Heavier		%	%	
	Total	100	%	100 %	
	Do you anticipate this	purchasing patte	rn to ch	ange in 2012-2013?	
United that ap		tor in your firm's	s purcha		eels (check ALL

III-10.	Condit	tions of	competitie	<u>on</u>			
	(a)				rket subject to b		vcles or conditions of competition
		□ No	) [	YesPle	ase explain and	estimate t	he duration of any such cycle.
	(b)	Have since		s cycles or o	conditions of co	ompetition	for certain steel wheels changed
		□ No	) [	YesPle	ase explain any	such char	ages.
III-11.	custom	ers ma		ng decision			ne extent that you know, do your wheels based on the producer of the
Rarely ho						If at least sometimes, discuss how your firm/customers determine the producer and why this information is important	
	Your	firm					
	Your	more					

III-13.

III-14.

III-15.

III-12.	<b><u>Decisions based on country-of-origin.</u></b> Does your firm, and to the extent that you know, do
	your customers make purchasing decisions involving certain steel wheels based on the country of
	origin of the certain steel wheels you purchase?

		Always	Usually	Sometimes	Rarely or Never	how you	t sometimes, discuss our firm/customers e the source and why rmation is important
Your	firm						
Your custo	mers						
Purcha (a)		requency		e purchases (ch	eck one)?		
	Daily	Weekly	Monthly	y Quarterly	Annually	Other	If other, specify
(b)	Have you made significant changes in your purchasing patterns (e.g., frequency) since 2008?  No Yes—Please describe.						
			ntactedH and		liers do you	generally	contact before making
Supplie	er nego	tiations					
(a)	Do pu		certain stee	l wheels usually	y involve ne	egotiations	between supplier and
	□ No	) [	ge				g whether purchasers rt of the negotiation

III-15.	<u>Suppli</u>	<u>er negotiations</u>	continued
	(b)		n tend to vary its purchases from a given supplier within a specified time in the price offered for that period?
		☐ No	YesSpecify the time period.
III-16.	Chang	<u>e in suppliers</u>	-Have you changed suppliers since 2008?
	□ No	Ye	sPlease list the supplier(s), whether the firm was added or dropped, the reasons for the change, and how frequently you change suppliers.
III-17.			you aware of any new suppliers, either foreign or domestic, that have be January 1, 2008?
	☐ No	☐ Ye	sPlease identify the firms and indicate how you became aware of them
III-18.			ntactHave you been approached by any domestic suppliers of steel , 2008 in an attempt to sell you certain steel wheels?
		☐ No	Yes—Please describe.
III-19.			Have you been approached by any suppliers of steel wheels since attempt to sell you certain steel wheels from China?
		☐ No	Yes—Please describe.

III-20.	Nonsubject supply offersHave you been approached by any suppliers of steel wheels since January 1, 2008 in an attempt to sell you certain steel wheels from nonsubject countries?
	☐ No ☐ Yes—Please describe.
II-21.	<u>Supply refusals</u> If your firm attempted to purchase certain steel wheels, but your attempt to purchase was refused by the supplier, please explain the reasons why your attempted purchase was refused and note the time frame of the refusal.
II-22.	Supplier qualification
	(a) Do you require your suppliers to be or to become certified or qualified to sell certain steel wheels to your firm?
	☐ No ☐ Yes percent of purchases in 2010 ☐ Yesall purchases
	(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product reliability of supplier, etc.)
	(c) How long does it take to qualify a new supplier?days
II-23.	<u>Failure to certify.</u> Since 2008, have any domestic or foreign producers failed in their attempts to certify or qualify their certain steel wheels with your firm or have any producers lost their approved status?
	No YesPlease identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

III-24 **DOT standards.**--Please describe how frequently the following statements describe the market.

		Always	Usually	Sometimes	Rarely or Never
	frequently do steel wheels have to DOT standards?				
	frequently do steel wheels from China DOT standards?				
wheel	How frequently do you require the steel wheels you purchase to meet your own standards which exceed DOT standards?				
	east sometimes, please describe you require these higher standards			<del>-</del>	
	2008?  No YesPlease identify relevant time fram			•	
III-26.	Major purchasing factorsPlease list, generally considered by your firm in dec any one order (examples include available of supplier's product line, traditional supplier	iding from w ility, extensi	whom to pure	hase certain ste	el wheels for
	1. 2. 3.				
	Other factors or comments:				

Purchasing factorsFor the factors li	_	e rate each in term	s of its impor
your purchase decision for certain steel	wneels.		
	Very important	Somewhat important	Not importan
Availability			
Delivery terms			
Delivery time			
Diesel prices			
Discounts offered			
Extension of credit			
Fuel economy standards			
Initial Price			
Lifetime cost			
Maintenance ease			
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			
Wheel weight			
Other (specify):			

Always	ι	Jsually	у	Som	etimes		Rare	ely/Never
Initial vs. lifetime of compared with the l costs.								
Only consider initial cost	Mostly consider in cost		and I	der initial ifetime equally	Most consid lifetime d	der		lly consid
When considering the material, how often	•	ider the	e followi	ng:				
material, how often	do you consi	ider the				r), whetl		f steel or o
_	do you consi	ider the	e followi	ng:				

II-33.	Fuel efficiency standards Indicate below how your purchases of certain steel wheels have changed since January 1, 2008 due to increases in fuel efficiency standards. How large an influence did these changes have?							
II-34.	<u>Diesel prices</u> Indicate below how your purchases of certain steel wheels has changed since January 1, 2008 due to changes in diesel prices. How large an influence did these changes have?							
II-35.	Market role pricing.—If you purchase certain steel wheels in more than one role, as indicated in your answer to question III-1:							
	(a) Do you pay the same price for wheels in one role (e.g., for new trucks vs. for truck repair) as in the other(s)?							
	☐ No ☐ Yes—Please note how prices differ.							
	(b) Do you purchase wheels for both roles at the same time or separately?							
	☐ Same time ☐ Separately ☐ Both – please explain							

# PART IV.—PRODUCT COMPARISONS

IV-1.	<u>Country knowledge</u> Please indicate the countries of origin for certain steel wheels for which your firm has actual marketing/pricing knowledge.
	United States
	☐ China
	☐ Canada
	☐ Mexico
	Other countries (specify)
IV-2.	Interchangeability by country-pairAre certain steel wheels produced in the United States and in other countries interchangeable ( <i>i.e.</i> , can they physically be used in the same applications)?  Please indicate A, F, S, N, or 0 in the table below:  A = the products from a specified country-pair are <i>always</i> interchangeable F = the products are <i>frequently</i> interchangeable S = the products are <i>sometimes</i> interchangeable
	$N =$ the products are <i>never</i> interchangeable $0 = no \ familiarity$ with products from a specified country-pair

Country-pair	China	Canada	Mexico	Other countries
United States				
China				
Canada				
Mexico				

#### PART IV.—PRODUCT COMPARISONS -- Continued

IV-3. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between certain steel wheels produced in the United States and in other countries a significant factor in your firm's purchases of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N =such differences are *never* significant

0 = no familiarity with products from a specified country-pair

Country-pair	China	Canada	Mexico	Other countries
United States				
China				
Canada				
Mexico				
your firm's sale	v-pair for which factors s of certain steel whee imparted by such factor	els, identify the country		

# PART IV.—PRODUCT COMPARISONS--Continued

∐ No	both sub custome these co	oject and nonsubject ers prefer to order, an	untries (including the foreign countries) from a indicate why certain over product from other your response).	m which you or y n steel wheels fro
			grades/types/sizes of n, including both subj	
☐ No	YesPlease ide	entify the source and	I the grade/type/size.	
	angesHow has a ollowing sources?	vailability of certain	steel wheels changed	since January 1,
		vailability of certain  No change	steel wheels changed  Decreased	since January 1,
	ollowing sources?		I	
2008 from the fo	ollowing sources?		I	
2008 from the fo	ollowing sources?		I	
2008 from the fo	ollowing sources?		I	
United States China Canada	ollowing sources?		I	

# PART IV.—PRODUCT COMPARISONS--Continued

Other:

IV-7.	Choice of product not based although a comparable produ- your reasons for doing so (ple and nonsubject foreign counti- length of time to fill orders, n	ct was availabease specify by ries). Possibil	le from another country, inclinities might inc	er source at a lo luding the Unit clude transaction	ower price, ple ed States and on characterist	ease explain both subject ics such as
	etc.		i size, rendom	ity of suppry, p	roduct fife, wi	icei weight,
IV-8.	Minimum qualityHow oft minimum quality specificatio				ng countries r	neet
	Source	Always	Usually	Sometimes	Rarely or never	Don't know
	United States					
	China					
	Canada					
	Mexico					
	Other:					

#### PART IV.—PRODUCT COMPARISONS -- Continued

IV-9. <u>Factor country comparisons.</u>--For the factors listed below, please rate how certain steel wheels produced in each country you identified in your response to the first question in Part IV compares with certain steel wheels produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

	<u>Uni</u>	product from <u>United States</u> compared to product from <u>China</u>			product from <u>United States</u> compared to product from <u>Canada</u>			product from <u>United States</u> compared to product from <u>Mexico</u>		
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	
Availability										
Delivery terms										
Delivery time										
Diesel prices										
Discounts offered										
Extension of credit										
Fuel economy standards										
Initial Price										
Lifetime cost										
Maintenance ease										
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										
Wheel weight										
Other (specify):										
		П	П	Ιп	П	П	$  \Box $	П	П	

<sup>&</sup>lt;sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

### PART IV.—PRODUCT COMPARISONS--Continued

### IV-9. *Continued.*

	co	product from <u>China</u> compared to product from <u>Canada</u>			product from <u>China</u> compared to product from <u>Mexico</u>			product from United States compared to product from		
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	
Availability										
Delivery terms										
Delivery time										
Diesel prices										
Discounts offered										
Extension of credit										
Fuel economy standards										
Initial Price										
Lifetime cost										
Maintenance ease										
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										
Wheel weight										
Other (specify):										
,										

A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

### PART IV.—PRODUCT COMPARISONS--Continued

### IV-9. *Continued.*

	<u>Uni</u>	product from <u>United States</u> compared to product from			product from China compared to product from			product from China compared to product from		
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	
Availability										
Delivery terms										
Delivery time										
Diesel prices										
Discounts offered										
Extension of credit										
Fuel economy standards										
Initial Price										
Lifetime cost										
Maintenance ease										
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										
Wheel weight										
Other (specify):										
-										

A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.