



MANUFACTURING AND REMANUFACTURING ACTIVITIES QUESTIONNAIRE

Electronic Completion Version

United States International Trade Commission
Attention: REMAN Project Team
Office of Industries, Room 511
500 E Street, SW, Washington, DC 20436
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The U.S. International Trade Commission (USITC) is conducting a fact-finding investigation to examine industries that produce or trade manufactured goods to find the extent of remanufacturing activities in the United States. This investigation has been requested by the [United States Trade Representative](#) (USTR), who has directed the USITC to prepare a report that (1) provides an overview of the U.S. remanufactured goods industries and markets, (2) estimates U.S. and global trade in remanufactured goods, and (3) examines factors affecting trends in remanufactured goods trade. According to the USTR, such data and analysis will help the United States pursue discussions and negotiations on eliminating barriers to trade in remanufactured goods and also be of benefit to the U.S. remanufacturing industry. This questionnaire has been designed to collect information to fulfill this request. More information about this report and the investigation under which it is being prepared (No. 332-525) can be found by clicking on the following button:

[Link to USITC web site](#)

All firms receiving this questionnaire are required by law to respond

Please read all instructions and return the completed questionnaire
to the USITC no later than February XX, 2012

The information is requested under the authority of section 332(g) of the Tariff Act of 1930 (19 U.S.C. § 1332(g)). Completing the questionnaire 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 the following project team members:

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Confidentiality

The Commission has designated as "confidential business information" the information you provide in response to this questionnaire to the extent that such information would reveal the operations of your firm and is not otherwise available to the public. The Commission will not disclose such confidential business information except as provided for in section 10 of this questionnaire. Information received in response to this questionnaire will be aggregated with information from other questionnaire responses and will not be published in a manner that would reveal the operations of your firm.

Instructions

Completing the Questionnaire

1. **Retrieving the electronic version of the questionnaire.** If you have not already done so, go to the address below using your web browser. Press the enter key and a dialogue box will appear. Use the "Save File" selection to place the questionnaire file on your computer. This file is appropriate if you are completing the questionnaire electronically. If your firm would prefer to have a paper version for written responses, please contact the project team (see cover for contact information).

<http://www.usitc.gov/documents/usitc-reman.pdf>

2. **Accessing the file.** Open the questionnaire file using Adobe Reader version X software. If you do not have this version of Adobe Reader you may be prompted by your computer operating system to upgrade (this is free software) or the file may be compatible with your version of Adobe Reader. **Contact the project team if you cannot open the file (see cover for contact information).**

Note: Once opened, the file will accept information. It has been designed to ease electronic completion of the questionnaire and minimize the need for the Commission's project team to contact firms for clarifications. If you print this file for entering information you will not be able to view all the content. If you want a printable file, contact the project team.

3. **Entering information.** Provide responses for each question that applies to your firm. Questions can be completed using the provided check box, drop-down list, and type-in entry areas. These entry areas are highlighted in blue, although this color may vary depending on your computer's settings. Some questions with drop-down lists allow for custom information entry (these cases will be indicated in the question text).

You will not be able to alter the questionnaire or enter information outside the entry areas. Certain type-in entry areas will accept only numbers and not text. Move to entry areas by clicking on them. The tab key can be used to do this, but only within a page. Use the navigation buttons on the bottom of the page to move directly to a specific section.

4. **Numeric data.** Note that data for sales, employees, shipments, exports, and imports should be entered as full figures, not in thousands, millions, or similar format.
5. **Submitting the questionnaire.** After completing the questionnaire, there are four ways you can submit it. These options are shown on the last page of the questionnaire. Please keep the file as an Acrobat file and do not convert it to another file format.

General

1. **Types of firms that should complete this questionnaire.** This questionnaire is intended for firms that have "manufactured goods activities"--in other words, firms that produce, sell, or trade manufactured goods. These include both firms that are headquartered in the United States and those that are U.S. affiliates of companies that are headquartered outside the United States.

Firms that have manufacturing goods activities, but no remanufactured goods activities, will only have to complete a few questions in sections 1, 2, and 3 before submitting their response.

2. **Coordinating your firm's response.** If separate persons or departments within your firm will share responsibility for completing this questionnaire, please make sure they coordinate their response so that the information your firm gives us is internally consistent. In our experience with past questionnaires, this will minimize our need to call you back for clarifications.

3. **Relationship to corporate structure.** Please provide a single response for your firm's activities. This may require your firm to combine information from two or more business units.

If it is not possible to combine responses, or it is unreasonably burdensome, then your firm may provide separate responses for business units, but please ensure that there is no double counting.

Joint venture firms should submit a separate response, and there should be no double counting with other business units of the joint venture partners.

4. **U.S. affiliates of foreign companies.** Please respond as if the affiliate were an independent firm operating in the United States. For example, show total sales for the affiliate only, and not for the foreign corporation. When listing investments, include both investments the affiliate has made in the United States, and investments in foreign countries that can be directly linked to the U.S. affiliate.

5. **Questionnaire structure.** This questionnaire is composed of 11 sections, as shown below.

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Definitions

1 **Remanufactured goods:**

Non-agricultural goods that are entirely or partially comprised of parts that (i) have been obtained from the disassembly of used goods; and (ii) have been processed, cleaned, inspected, and tested to the extent necessary to ensure they have been restored to original working condition or better; and for which the remanufacturer has issued a warranty.

Some firms may use different terms for remanufactured, such as "refurbished," "rebuilt," "overhauled," etc. But if your firm's activities meet the definition above, then your firm has remanufactured goods activities for the purposes of this questionnaire, even if your firm or industry uses a different term of definition.

2 **Cores:**

Used goods that are the primary component input for remanufactured goods. Typically, these used goods are at the end of their useful life.

Some industries may use different terms for cores, such as "casings" (the term used in tire retreading). But the definition applies, even if the term is not the same as used in your firm's industry.

3 **Sectors and sector products:**

Many of the questions in this questionnaire refer to industry sectors. These sectors, and product examples for each, are shown on the next page.

Question 3.7 requests that your firm select the sector(s) that reflect your remanufacturing activities. These selections will appear automatically in subsequent questions in sections 4, 6, and 7. If you need to change the sector(s), please return to question 3.7 and make the appropriate change.

Other definitions appear throughout this questionnaire. Many of these are viewed by clicking on a button.

- 4 The sectors and sector descriptions used in this questionnaire are shown below. Top product examples for each sector are also shown.

Sector number	Sector	Sector description	Top product examples
1	Aerospace	Components, parts, modules, systems, or subsystems used in the production of airplanes and other aerospace equipment or their subsystems	Landing gears, flight surface actuators, engines, fuel systems, etc.
2	Motor vehicles	Components, parts, modules, systems, or subsystems used in the production of passenger cars and light-, medium- and heavy-duty on-road trucks (not including tires)	Starters, alternators, gear boxes, engines, differentials, brakes, etc.
3	Heavy-duty and construction equipment	Components, parts, modules, systems, or subsystems used in the production of construction, mining, and agriculture equipment	Diesel engines, transmissions, differential carriers, starters, brakes, etc.
4	Consumer electronics	Components, parts, modules, systems, or subsystems used in the production of consumer electronic products (not including desktop or laptop computers or tablets)	Mobile phones, cordless phones, smart phones, digital cameras, DVD players, televisions, etc.
5	Information technology (IT) equipment	Components, parts, modules, systems, or subsystems used in the collection, storage, and transmission of information, including telecommunications networks (not including mobile phones)	Desktop computers, laptops, servers, data storage arrays, network switches, routers, modems, base transceiver stations, etc.
6	Imaging products	Components, parts, modules, systems, or subsystems used in the production of imaging products	Copiers, printers, scanners, fax machines, ink and toner cartridges, fuser assemblies, etc.
7	Consumer household appliances	Components, parts, modules, systems or subsystems used in the production of consumer appliances	Washers, dryers, refrigerators, kitchen appliances, etc.
8	Machinery	Components, parts, modules, systems, or subsystems of industrial machinery used to produce other products, devices, or technologies	Industrial valves, turbines, machine tools, textiles machinery, compressors, etc.
9	Electrical apparatus	Components, parts, modules, systems, or subsystems used in the production of products associated with the regulation, distribution, and transmission of electrical energy	Power distribution conductors, transformers, switch gears and boards, etc.
10	Medical equipment	Components, parts, modules, systems, or subsystems of medical equipment used in the health care industry	Diagnostic, surgical, and patient care apparatus; scanners, medical pumps, x-ray equipment, etc.
11	Furniture	Components, parts, modules, systems, or subsystems used in the production of modular systems and stand-alone metal and wood furniture	Office systems furniture, laminate work surfaces, reupholstered office seating, etc.
12	Locomotives	Components, parts, modules, systems, or subsystems used in locomotives and rolling stock	Locomotive engines, drive motors, axles, other subsystems, etc.
13	Tires	Retreading of tires used in any industry	Tires for trucks, cars, off-the-road vehicles, airplanes, etc.
14	Restaurant equipment	Components, parts, modules, systems, or subsystems of equipment used in the food retail and food production industries	Ovens, beverage dispensers, food preparation tables, etc.
15	Other	Components, parts, modules, systems or subsystems used in equipment not elsewhere specified	

Section 1: Contact information

1.1 Please provide your firm's address and a contact person.

Firm name

Address

City

State

Zip code

Web site address (www.name.domain)

Contact person's name

Contact person's job title

Contact person's telephone number (xxx-xxx-xxxx)

Contact person's e-mail address (xxx@xxx.xxx)

1.2 Does the firm named above have any joint ventures?

Yes

No

Not applicable (check this box if the firm named above is a joint venture)

If your firm has joint venture operations, each should provide a separate questionnaire response.

Section 2: Basic information

The questions in this section refer to all of your firm's manufacturing activities in the United States, not just remanufacturing activities. We need this information so we can compare and contrast the types of manufacturing activities involved.

Manufacture definition

2.1 Did your firm produce or sell manufactured goods, or trade (import or export) new or used goods at any time during 2009-2011? If so, select "Yes." Also select "Yes" if your firm has any activities related to cores used in remanufacturing, or remanufacturing wholesale or distribution activities.

Yes. Continue to next question

No. Skip to section 10

Section 10

2.2 Please indicate the sector in which your firm is active from the drop-down list below. If your firm participates in more than one sector, indicate these as well, up to a total of three sectors. If your firm's sector(s) do not appear in the drop-down list(s), click in the box and enter the sector.

Primary sector

Make selection

Secondary sector

Make second selection if applicable

Third sector

Make third selection if applicable

Reset selections

Sales definition

Employee and FTE definitions

- 2.3 Please list (1) the value of your firm's total sales for all activities and (2) the number of employees (on a full-time equivalent (FTE) basis) for your firm's operations **in the United States**. Careful estimates are acceptable. If your firm is an affiliate of a foreign firm, include only sales and employees that can be directly attributed to your firm's U.S. operations. If a figure is unknown, remove the zero and leave the entry box blank.

#	Item	2009	2010	2011
1	Total sales for all activities in the United States (in full figure dollars, not thousands or other format)	0	0	0
2	Total number of employees engaged in activities in the United States, FTE basis (in full figures, not thousands or similar format)	0	0	0

Section 3: Product information

- 3.1 **For remanufactured goods only**, and the processes to make and handle these goods, please indicate below which activities your firm engaged in during 2009-2011 **in the United States**. Check all that apply. If your firm wholly contracted out an activity, do not check the box for that activity.

- Disassembled cores into parts
- Cleaned parts
- Inspected parts
- Tested parts
- Produced remanufactured goods
- Sold remanufactured goods
- Imported remanufactured goods
- Exported remanufactured goods
- Warehoused cores, remanufactured goods or parts
- Distributed cores, remanufactured goods or parts
- Imported cores
- Exported cores
- Purchased cores from a domestic firm

- 3.2 Did you check any of the boxes in the previous question?

- Yes. For the purposes of this questionnaire, your firm is considered to have remanufacturing activities.
Continue to the next question.
- No. Skip to section 10

Section 10

3.3 If you produce remanufactured goods, does the quality of these goods typically (check one):

- Equal the original working condition of the good
 Exceed the original working condition of the good

3.4 At anytime during 2009-2011 did your firm produce goods for which you did not provide a warranty but which otherwise met the definition of remanufactured goods?

- Yes
 No

3.5 **For remanufactured goods only**, and the processes to make and handle these goods, please indicate below which activities your firm engaged in during 2009-2011 in countries **other than the United States**. Check all that apply.

- Disassembled cores into parts
 Cleaned parts
 Inspected parts
 Tested parts
 Produced remanufactured goods primarily for the U.S. market
 Produced remanufactured goods primarily for markets other than the United States
 Sold remanufactured goods in a foreign country
 Imported remanufactured goods from countries other than the United States
 Exported remanufactured goods to countries other than the United States
 Warehoused cores, remanufactured goods or parts
 Distributed cores, remanufactured goods or parts
 Imported cores from countries other than the United States
 Exported cores to countries other than the United States
 Purchased cores from a supplier in a foreign country

3.6 A. Did one or more foreign entities have a substantial (10 percent or greater) ownership interest in your firm as of December 31, 2011? (An entity includes a corporation, limited liability company, partnership, sole proprietorship, or any subsidiary related to the foregoing.)

- Yes. Continue with part B of this question
 No. Go to next question

B. If you responded "Yes" to part A, indicate the country of origin of the foreign entities, up to a maximum of three.

Top country

Second country

Third country

C. Does at least one of these foreign entities have remanufacturing activities in countries other than the United States?

- If Yes, continue with part D of this question
 No. Go to next question

D. If you responded "Yes" to part C, indicate the country in which these activities take place, up to a maximum of three.

Country 1

Country 2

Country 3

E. Is the combined foreign ownership interest in your firm as of December 31, 2011 greater than 50 percent?

Yes

No

3.7 Please indicate the sector(s) in which your firm has **remanufacturing activities** (see sector definitions on p. 5), up to a maximum of three. Select the primary sector in part A. If your firm's activities are in other sectors as well, use parts B and, if needed, C below. Then indicate your firm's three most important remanufactured products in these sector(s). If your firm's sector(s) or product(s) do not appear in the drop-down list(s), click in the box and enter the information.

A. Primary sector

Primary sector

Product 1

Product 2

Product 3

B. Second sector

Secondary sector

Product 1

Product 2

Product 3

C. Third sector

Third sector

Product 1

Product 2

Product 3

- 3.8 **Other than remanufacturing**, in which of these activities did your firm engage within the United States during 2009-2011? Check all that apply.
- Produced new goods in the United States
 - Sold new goods in the United States

- 3.9 A. In any one year during 2009-2011 did your firm have a total of 20 or more employees in the United States engaged in **remanufactured goods activities** (including producing, selling, importing, exporting, warehousing, distribution, and related support activities)?

- Yes
- No

- B. In any one year during 2009-2011 did your firm have a total of 5 or more employees in the United States engaged in activities related to the **import or export of remanufactured goods or cores**?

- Yes
- No

If you responded "Yes" to either part A or B in question 3.9 above, then proceed to the next section.

If you responded "No" to both part A and B in question 3.9 above, then skip to section 9.

Section 9

Section 4: Production, Shipments, and Employment

In this section, we are requesting these data to help us track trends in remanufacturing activities by sector. The sectors will appear automatically, based on the selections you made in question 3.7 in the previous section. If you need to change the sector(s), please return to this question and make the appropriate change.

Report values in full figures, not in thousands or similar format.

Not all the questions in this section may apply to your firm. For example, if your firm has just import activities, then you would not respond to question 4.1. But it would be appropriate to respond to question 4.7 about your firm's import-related employment.

Shipments definition

Tolling definition

4.1 Please list the value of your firm's total shipments of remanufactured goods to domestic and foreign markets broken down by sector. Include only goods **produced by your firm in facilities located in the United States**. Careful estimates are acceptable. If your firm is an affiliate of a foreign firm, include only production that can be directly attributed to your U.S. facilities. If a value is unknown, remove the zero and leave the entry box blank.

Do not include core charges or deposits (if applicable).

Do not include shipments of remanufactured goods produced by other firms under a tolling or similar agreement. However, if your firm itself produced remanufactured goods under a tolling or similar agreement, then do report these shipments.

#	Sector	2009	2010	2011
		Shipments from U.S. facilities (in full figure dollars)		
Shipments of remanufactured goods produced in the United States (do not include core charges or deposits) by sector:				
1	Make selection in question 3.7	0	0	0
2	Make selection in question 3.7	0	0	0
3	Make selection in question 3.7	0	0	0
4	All other remanufactured goods	0	0	0
5	Total shipments of remanufactured goods produced in the United States	0	0	0

4.2 During 2011, what share of your firm's U.S. shipments as reported in question 4.1 includes remanufactured goods made by other companies? (For example, if a particular shipment is an engine that contains an oil pump remanufactured by another company, what is the value of the pump as a share of the value of the engine?) Careful estimates are acceptable. Check one.

- None (or < 1 percent)
- 1-25 percent
- 26-50 percent
- 51-75 percent
- 76-100 percent

4.3 Based on the value of your firm's 2011 shipments reported in question 4.1, please list the top U.S. states (up to three) where the remanufactured goods were produced. If your firm does not produce remanufactured goods in the United States, do not make a selection.

State with the most production	Make first selection if applicable
State with the second most production	Make second selection if applicable
State with the third most production	Make third selection if applicable

Reset selections

4.4 Please list the value of your firm's 2011 shipments reported in question 4.1, broken down according to the type of customers the remanufactured goods were sold to (OEM = original equipment manufacturer).

Customer	Shipments (in full figure dollars)
OEMs (including internal transfers)	
Non-OEM users (including internal transfers)	
Dealers (whether owned by your firm or independent)	
Wholesalers or retailers	
Other-Specify:	

4.5 Please indicate which of the following describes the changes in your firm's U.S. production capacity for remanufactured goods during 2009-2011. Check all that apply.

- No change
- Expanded production capacity at existing establishments
- Reduced production capacity at existing establishments
- Acquired production establishments
- Sold or otherwise disposed of production establishments

4.6 For all of your firm's 2011 U.S. shipments of remanufactured goods as reported in question 4.1, please indicate the share that were sold to the U.S. armed services (the U.S. Department of Defense including the Army, Navy, Air Force, Marines or reserve guard elements of the foregoing, U.S. Coast Guard, and the National Guard). Check one.

- None (or < 1 percent)
- 1-25 percent
- 26-50 percent
- 51-75 percent
- 76-100 percent

Employee definition

FTE definition

4.7 Please list the number of your firm's employees on a full-time equivalent (FTE) basis in either parts A or B as applicable. Careful estimates are acceptable. If your firm is an affiliate of a foreign firm, include only employees who can be directly attributed to your firm's U.S. activities. If a value is unknown, the remove the zero and leave the entry box blank.

A. Only firm's that reported shipments in question 4.1 should report employment in this part.

Provide the number of your firm's full-time equivalent (FTE) employees related to your firm's remanufacturing production by sector at facilities located in the United States during 2009-2011. Provide these figures by sector to the extent possible. If your firm has employees who can't be attributed solely to one sector or solely to remanufacturing, use the appropriate row below.

#	Sector	2009	2010	2011
		Number of employees (FTE basis)		
Employees in remanufacturing production activities in the United States by sector:				
1	Make selection in question 3.7	0	0	0
2	Make selection in question 3.7	0	0	0
3	Make selection in question 3.7	0	0	0
4	All other sectors	0	0	0
5	Employees who cannot be attributed by sector	0	0	0
6	Employees who cannot be attributed solely to remanufacturing activities (please use this category only if absolutely necessary)	0	0	0
7	Total	0	0	0

B. Firms that have remanufacturing activities but no remanufacturing production should report employment in this part.

Provide the number of your firm's full-time equivalent (FTE) employees related to your firm's remanufacturing activities at facilities located in the United States during 2009-2011. If your firm has employees who can't be attributed solely to remanufacturing activities, use the appropriate row below.

#	Category	2009	2010	2011
		Number of employees (FTE basis)		
Employees offirms that do not produce remanufactured goods but have other remanufacturing activities:				
1	Employees who can be attributed solely to remanufacturing activities	0	0	0
2	Employees who cannot be attributed solely to remanufacturing activities (please use this category only if absolutely necessary)	0	0	0
3	Total	0	0	0

Section 5: Investment

We are requesting the data in this section to help us track trends in remanufacturing investment. Note that you don't need to break down the data by sector. Please read the questions carefully to differentiate the investment types. In question 5.1, investment includes expenditures on property, plant, and equipment. In questions 5.2 and 5.3, investment includes expenditures related to ownership of another firm (also known as foreign direct investment).

Report values in full figures, not in thousands or similar format.

- 5.1 Please provide the value of any investments your firm made in remanufacturing activities made during 2009-2011 in the United States for the categories shown below. **Do not include capital expenditures used to acquire establishments.** Do not include investments, if any, made in your firm's foreign entities. Careful estimates are acceptable. If your firm is an affiliate of a foreign firm, include only capital expenditures that can be attributed directly to your U.S. operations. If a value is unknown, remove the zero and leave the entry box blank.

This investment includes capital expenditures for plant construction, improvements to existing plant and equipment, and purchases of new or existing plant, property, machinery and equipment. Include direct expenditures by your firm, and expenditures by other firms (e.g., construction companies) done for your firm. Capital expenditures for R&D-related property, plant, and equipment are included in this category. Expenses for routine maintenance and repair are not included. Investments in financial instruments are also not included

#	Category	2009	2010	2011
		Investment (in full figure dollars)		
1	Investment by your firm in domestic activities outside of remanufacturing	0	0	0
2	Investment by your firm in domestic remanufacturing activities	0	0	0
3	Unable to differentiate	0	0	0
	Total investment in domestic activities	0	0	0

- 5.2 Please identify the three largest foreign country sources of investment in your firm's U.S. remanufacturing activities and the value of such investments during 2009-2011. Careful estimates are acceptable. If your firm is an affiliate of a foreign firm, include only investments made in your U.S. operations. If a value is unknown, remove the zero and leave entry box blank.

Include investment funds from a foreign entity used to purchase a 10 percent or greater ownership control in your firm and, if applicable, any subsequent funds from the foreign entity used to increase this ownership share. Also include any funds the foreign entity lent to your firm and earnings owed to the foreign entity that were reinvested in your firm

#	Country	2009	2010	2011
		Investment (in full figure dollars)		
1	Make first selection if applicable	0	0	0
2	Make second selection if applicable	0	0	0
3	Make third selection if applicable	0	0	0
4	All other countries	0	0	0
5	Unable to differentiate	0	0	0
	Total foreign investment	0	0	0

Reset countries

- 5.3 Please identify the three largest foreign country destinations of your firm's foreign investment in remanufacturing activities and the value of such investments during 2009-2011. Careful estimates are acceptable. If your firm is an affiliate of a foreign firm, include only investments that can be attributed directly to your U.S. operations. If a value is unknown, remove the zero and leave entry box blank.

Include investment funds your firm used to purchase a 10 percent or greater ownership control in a foreign entity and, if applicable, any subsequent funds your firm used to increase this ownership share. Also include any funds your firm lent to the foreign entity and earnings owed to your firm that were reinvested in the foreign entity.

#	Country	2009	2010	2011
		Investment (in full figure dollars)		
1	Make first selection if applicable	0	0	0
2	Make second selection if applicable	0	0	0
3	Make third selection if applicable	0	0	0
4	All other countries	0	0	0
5	Unable to differentiate	0	0	0
	Total foreign investment	0	0	0

Reset countries

Section 6: Remanufactured Goods Trade

We are requesting the data in this section to help us track trends in U.S. trade in remanufactured goods. Note that question 6.1 is composed of parts A-D on four separate pages so that you can break down the data by sector and by destination country.

Report values in full figures, not in thousands or similar format.

- 6.1 Please provide the value of your firm's U.S. exports of remanufactured goods by sector and destination country during 2009-2011. Include exports made by your firm directly and exports of your firm's products by other firms. Careful estimates are acceptable. If a value is unknown, remove the zero and leave the entry box blank.

Use the value as declared on export documentation.

A. For primary sector exports

Make selection in question 3.7

#	Country	2009	2010	2011
Exports (in full figure dollars)				
Exports to current and prospective U.S. free trade partners:				
1	Australia	0	0	0
2	Bahrain	0	0	0
3	Chile	0	0	0
4	Canada	0	0	0
5	DR-CAFTA: Dominican Republic, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua	0	0	0
6	Israel	0	0	0
7	Jordan	0	0	0
8	Mexico	0	0	0
9	Morocco	0	0	0
10	Oman	0	0	0
11	Peru	0	0	0
12	Singapore	0	0	0
Exports to other countries (select top 3 from drop down lists):			Reset countries	
13	Make first selection if applicable	0	0	0
14	Make second selection if applicable	0	0	0
15	Make third selection if applicable	0	0	0
16	All other countries	0	0	0
If your firm is unable to differentiate exports by country:				
17	Unable to differentiate	0	0	0
18	Total exports	0	0	0

B. For second sector exports

Make selection in question 3.7

#	Country	2009	2010	2011
Exports (in full figure dollars)				
Exports to current and prospective U.S. free trade partners:				
1	Australia	0	0	0
2	Bahrain	0	0	0
3	Chile	0	0	0
4	Canada	0	0	0
5	DR-CAFTA: Dominican Republic, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua	0	0	0
6	Israel	0	0	0
7	Jordan	0	0	0
8	Mexico	0	0	0
9	Morocco	0	0	0
10	Oman	0	0	0
11	Peru	0	0	0
12	Singapore	0	0	0
Exports to other countries (select top 3 from drop down lists):			Reset countries	
13	Make first selection if applicable	0	0	0
14	Make second selection if applicable	0	0	0
15	Make third selection if applicable	0	0	0
16	All other countries	0	0	0
If your firm is unable to differentiate exports by country:				
17	Unable to differentiate	0	0	0
18	Total exports	0	0	0

C. For third sector exports

Make selection in question 3.7

#	Country	2009	2010	2011
Exports (in full figure dollars)				
Exports to current and prospective U.S. free trade partners:				
1	Australia	0	0	0
2	Bahrain	0	0	0
3	Chile	0	0	0
4	Canada	0	0	0
5	DR-CAFTA: Dominican Republic, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua	0	0	0
6	Israel	0	0	0
7	Jordan	0	0	0
8	Mexico	0	0	0
9	Morocco	0	0	0
10	Oman	0	0	0
11	Peru	0	0	0
12	Singapore	0	0	0
Exports to other countries (select top 3 from drop down lists):			Reset countries	
13	Make first selection if applicable	0	0	0
14	Make second selection if applicable	0	0	0
15	Make third selection if applicable	0	0	0
16	All other countries	0	0	0
If your firm is unable to differentiate exports by country:				
17	Unable to differentiate	0	0	0
18	Total exports	0	0	0

D. For all other sectors

#	Country	2009	2010	2011
		Exports (in full figure dollars)		
Exports to current and prospective U.S. free trade partners:				
1	Australia	0	0	0
2	Bahrain	0	0	0
3	Chile	0	0	0
4	Canada	0	0	0
5	DR-CAFTA: Dominican Republic, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua	0	0	0
6	Israel	0	0	0
7	Jordan	0	0	0
8	Mexico	0	0	0
9	Morocco	0	0	0
10	Oman	0	0	0
11	Peru	0	0	0
12	Singapore	0	0	0
Exports to other countries (select top 3 from drop down lists):			Reset countries	
13	<input type="text" value="Make first selection if applicable"/>	0	0	0
14	<input type="text" value="Make second selection if applical"/>	0	0	0
15	<input type="text" value="Make third selection if applicable"/>	0	0	0
16	All other countries	0	0	0
If your firm is unable to differentiate exports by country:				
17	Unable to differentiate	0	0	0
18	Total exports	0	0	0

6.2 Please provide the value of your firm's U.S. imports of remanufactured goods by sector. Include imports made by your firm directly and imports made on your firm's behalf by other firms. Careful estimates are acceptable. If a value is unknown, remove the zero and leave the entry box blank.

Use the value as declared on import documentation.

#	Sector	2009	2010	2011
Imports (in full figure dollars)				
Remanufactured goods imports:				
1	<input type="text" value="Make selection in question 3.7"/>	0	0	0
2	<input type="text" value="Make selection in question 3.7"/>	0	0	0
3	<input type="text" value="Make selection in question 3.7"/>	0	0	0
4	All other sectors	0	0	0
5	Unable to differentiate by sector	0	0	0
6	Total imports of remanufactured goods	0	0	0

6.3 For the remanufactured goods imports you reported in question 6.2, what countries were your firm's leading import suppliers in 2011? Select countries from the drop-down lists below, up to a maximum of three. The sum of the imports reported in this question should not exceed total imports for 2011 as shown on line 6 of question 6.2 above.

Rank	Country	Imports (in full figure dollars)
Top country	<input type="text" value="Make first selection if applicable"/>	
Second leading country	<input type="text" value="Make second selection if applicab"/>	
Third leading country	<input type="text" value="Make third selection if applicable"/>	

Section 7: Cores

Report values in full figures, not in thousands or similar format.

7.1 Please provide the value of the cores purchased by your firm from domestic sources that were used in the production of remanufactured goods in facilities located in the United States during 2009-2011. Careful estimates are acceptable. If a value is unknown, remove the zero and leave the entry box blank.

Include, for example, cores purchased from a core dealer. But do not include cores acquired from customers or other firms that did not require a payment other than a deposit.

#	Sector	2009	2010	2011
Cores purchased (full figure dollars)				
Cores purchased from domestic sources and used to produce remanufactured goods:				
1	<input type="text" value="Make selection in question 3.7"/>	0	0	0
2	<input type="text" value="Make selection in question 3.7"/>	0	0	0
3	<input type="text" value="Make selection in question 3.7"/>	0	0	0
4	All other sectors	0	0	0
5	Total value of cores purchased	0	0	0

7.2 Please indicate the leading sources (up to a maximum of three) of the cores your firm acquired in 2011 by ranking the following from 1 to 3 (1 = largest source). For the purpose of this question, do not include small sources (less than 5 percent of the number of cores supplied) in your ranking.

Core source	Rank top 3 (select 1, 2, and 3 as applicable)
Warranty returns	<input type="text"/>
Core dealers	<input type="text"/>
Trade-in returns from customers or dealers	<input type="text"/>
Returned by owner for remanufacturing	<input type="text"/>
Salvage operators, dismantlers, recyclers	<input type="text"/>
Imports	<input type="text"/>
Other-specify: <input type="text"/>	<input type="text"/>

- 7.3 Please provide the value of your firm's U.S. exports to foreign countries of cores to be used in remanufactured goods during 2009-2011 by sector. Include exports made by your firm directly and exports by other firms of your firm's cores. Careful estimates are acceptable. If a value is unknown, remove the zero and leave the entry box blank.

Use the value as declared on export documentation.

#	Sector	2009	2010	2011
		Core export value (in full figure dollars)		
Core exports:				
1	<input type="text" value="Make selection in question 3.7"/>	0	0	0
2	<input type="text" value="Make selection in question 3.7"/>	0	0	0
3	<input type="text" value="Make selection in question 3.7"/>	0	0	0
4	All other sectors	0	0	0
5	Total exports of cores	0	0	0

- 7.4 For the exports of cores that you reported in question 7.3, which countries were your firm's leading export destinations in 2011? Select countries from the drop-down lists below, up to a maximum of three, and indicate the value of these exports. The sum of the exports reported in this question should not exceed total exports for 2011 as shown on line 5 of question 7.3 above.

Rank	Country	Exports (in full figure dollars)
Top country	<input type="text" value="Make first selection if applicable"/>	
Second leading country	<input type="text" value="Make second selection if applicab"/>	
Third leading country	<input type="text" value="Make third selection if applicable"/>	

- 7.5 Please list the value of your firm's U.S. imports from foreign countries of cores to be used in remanufactured goods during 2009-2011. Select the top sources from the drop-down lists. Include imports made by your firm directly and imports made on your firm's behalf by other firms. Careful estimates are acceptable. If a value is unknown, remove the zero and leave the entry box blank.

Use the value as declared on import documentation

#	Sector	2009	2010	2011
		Core import value (in full figure dollars)		
Core imports:				
1	<input type="text" value="Make selection in question 3.7"/>	0	0	0
2	<input type="text" value="Make selection in question 3.7"/>	0	0	0
3	<input type="text" value="Make selection in question 3.7"/>	0	0	0
4	All other sectors	0	0	0
5	Total imports of cores	0	0	0

- 7.6 For the imports of cores that you reported in question 7.5, which countries were your firm's leading import suppliers in 2011? Select countries from the drop-down lists below, up to a maximum of three, and indicate the value of these imports. The sum of the imports reported in this question should not exceed total imports for 2011 as shown on line 5 of question 7.5 above.

Rank	Country	Imports (in full figure dollars)
Top country	Make first selection if applicable	
Second leading country	Make second selection if applicab	
Third leading country	Make third selection if applicable	

Reset countries

Section 8: Market information

8.1 Indicate how important the following factors are in affecting your firm's ability to compete **in the U.S. market** for remanufactured goods. If your firm has no knowledge about the factor, leave all boxes for that factor unchecked.

#	Factor	Rank significance from 1 (not at all important) to 5 (extremely important)				
		Not at all important	Somewhat impotent	Important	Very important	Extremely important
1	High price of cores	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
2	Scarcity of cores	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
3	Labor costs	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
4	Scarcity of skilled workers	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
5	Difficulty accessing capital	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
6	Borrowing costs	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
7	Energy costs	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
8	Research and development costs	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
9	Transportation costs	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
10	Health care costs	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
11	Unfavorable tax treatment	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
12	Environmental regulations	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
13	Customer preference for new products	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
14	Declining demand for remanufactured goods	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
15	Competition from imported remanufactured goods	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
16	Availability of low cost new products	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
17	Licensing or certification requirements	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
18	Other-specify: <input type="text"/>	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
19	Other-specify: <input type="text"/>	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>

8.2 Indicate how important the following factors are in affecting your firm's ability to compete in markets **other than the U.S. market**. If your firm has no knowledge of the factor, leave all boxes for that impediment unchecked.

#	Factor	Rank significance from 1 (not at all important) to 5 (extremely important)				
		Not at all important	Somewhat important	Important	Very important	Extremely important
1	High price of cores	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
2	Regulatory barriers in foreign market	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
3	Lack of knowledge of foreign market	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
4	Foreign market tariffs	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
5	Transportation costs	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
6	Lack of distribution and marketing channels	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
7	Cost of compliance with product environmental standards	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
8	Cost of compliance with other product standards	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
9	Licensing or certification requirements	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
10	Other-specify: <input style="width: 150px; height: 20px;" type="text"/>	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>

8.3 Indicate the foreign countries whose **regulatory** barriers pose the biggest problems in your firm's experience. Select a country in the first column (up to a maximum of three), then describe the country's most problematic barrier(s) to the right. The description field will expand as necessary to accept your response.

Foreign country	Describe barrier(s) (250 character limit per country)
Make first selection if applicable	
Make second selection if applicable	
Make third selection if applicable	

Section 9. Other information

- 9.1 If your firm would like to give more details about the competitiveness in the remanufacturing goods industry, including access to foreign markets, use the space below (400 character limit). Please do not use the return or tab keys when entering text.

Character count out of 400

- 9.2 If your firm would like to give more details about any of the responses in this questionnaire, or provide any other pertinent information, use the space below (400 character limit). Please do not use the return or tab keys when entering text.

Character count out of 400

Section 10. Certification

The undersigned certifies that the information supplied herein 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 USITC.

Section 332(g) of the Tariff Act of 1930 (19 U.S.C. 1332(g)) provides that the Commission may not release information which it considers to be confidential business information unless the party submitting such information had notice, at the time of submission, that such information would be released by the Commission, or such party subsequently consents to the release of the information. The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation may be used by the USITC, its employees, and contract personnel who are acting in the capacity of USITC employees, for the purposes of developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and in investigations relating to the programs and operations of the USITC pursuant to 5 U.S.C. Appendix 3. The undersigned understands that all contract personnel will sign nondisclosure agreements.

The information your firm provides in response to this questionnaire will be treated by the Commission as confidential and will not be disclosed to the public unless required by law. The information will be aggregated with information from other questionnaire responses and will be published in a manner that will not reveal the operations of your firm. The USTR has asked that the Commission not include any confidential business information in the report it transmits to him.

Certifier's name and title

Date of certification

Certifier's signature (not necessary if submitting electronically)

If submitting an electronic version of this certificate to the Commission, check the box below in lieu of a written signature to indicate that the authorized official listed has certified the information provided

 Certified

Section 11. Questionnaire submission

11.1 Before submitting your firm's completed questionnaire, please report the actual number of hours required and the cost to your firm of completing this questionnaire, including all preparatory activities.

Hours Cost (\$)

11.2 Please make sure that the following items have been addressed before submitting your firm's questionnaire.

All responders:

Section 1.1 indicates a company name and a contact person.

Responders that selected "Yes" for question 2.1:

A primary sector has been selected in question 2.2.

All value figures provided in question 2.3 are in full figures, not in thousands or similar format.

Responders that selected "Yes" for question 3.2:

A primary sector for remanufactured goods has been selected in question 3.7.

Responders that selected "Yes" to either part A or part B in question 3.2:

All value figures provided in sections 4-7 are in full figures, not in thousands or similar format.

11.3 Please save the questionnaire and use one of the submission options shown below.



[Web submit](#)

Use this option for transmission of your completed questionnaire through our secure electronic drop box facility. Click on the link in this button and follow the instructions.



[E-mail submit](#)

Use this option to send your completed questionnaire as an e-mail attachment. Click on this button and follow the instructions. Note that submitting your questionnaire response by e-mail will subject your firm's confidential business information (CBI) to transmission over an unsecured environment and to possible disclosure to third parties. Any risk of disclosure of CBI during transmission is assumed by your firm and not us. However, once the e-mail is received, the questionnaire response will be stored in our secured environment and will receive safeguards detailed in the certification in section 10.



[Save to CD](#)

Use this option if you would prefer to send your completed questionnaire on a CD (or other removable media). Click on the button and save the questionnaire to a CD. Mail the CD to us (see address on page 1). Sending the CD by U.S. mail is not recommended because this type of mail undergoes additional processing to screen for hazardous material that will likely substantially delay the delivery and may cause damage to the CD. Overnight mail service is recommended.



[Print](#)

Use this option if you would prefer to send your completed questionnaire in hard copy form. Click on the button and your print screen will appear. After printing, mail or fax the completed questionnaire to us (see address and fax number on page 1). Sending the questionnaire by U.S. mail is not recommended because this type of mail undergoes additional processing to screen for hazardous material that will likely substantially delay the delivery. Overnight mail service is recommended.