### **U.S. IMPORTERS' QUESTIONNAIRE**

### CERTAIN DOMESTIC CONTAINERS FROM CHINA

### This questionnaire must be received by the Commission by February 18, 2015

### See last page 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 53-foot domestic dry containers ("certain domestic containers") from China (Inv. Nos. 701-TA-514 and 731-TA-1250 (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 firm's possession (19 U.S.C. § 1333(a)).

Name of f	irm	
Address _		
City	State Zip Code	
Website _		
	rm imported certain domestic containers (as defined on next page) from any country at any time ary 1, 2011?	
	(Sign the certification below and promptly return <b>only</b> this page of the questionnaire to the Commission)	
YES	(Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)	
•	estionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the link: <u>https://dropbox.usitc.gov/oinv/</u> . (PIN: CDDC)	

### CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name of Authorized Official	Title of Authorized Official	Date
	Phone:	
Signature		Email address
	Fax:	

### PART I.—GENERAL INFORMATION

**Background.**—This proceeding was instituted in response to petitions filed on April 23, 2014, by Stoughton Trailers, LLC, Stoughton, Wisconsin. Countervailing and/or antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at

http://www.usitc.gov/investigations/701731/2014/53\_foot\_domestic\_dry\_containers\_china/final.htm.

### Merchandise covered by these investigations.

**Certain Domestic Containers** covered by these investigations is closed (i.e., not open top) van containers exceeding 14.63 meters (48 feet) but generally measuring 16.154 meters (53 feet) in exterior length, which are designed for the intermodal transport of goods other than bulk liquids within North America primarily by rail or by road vehicle, or by a combination of rail and road vehicle (domestic containers). The merchandise is known in the industry by varying terms including "53-foot containers," "53-foot domestic dry containers," "domestic dry containers" and "domestic containers." Imports of the subject merchandise are provided for under subheading 8609.00.0000 of the Harmonized Tariff Schedule of the United States (HTSUS). Imports of the subject merchandise which meet the definition of and requirements for "instruments of international traffic" pursuant to 19 U.S.C. § 1322 and 19 C.F.R. § 10.41a may be classified under subheading 9803.00.50, HTSUS.

<u>Importer</u>.—Any person or firm engaged, either directly or through a parent company or subsidiary, in importing certain domestic containers (as defined above) into the United States from a foreign manufacturer or through its selling agent.

**<u>Reporting of information</u>**.—If information is not readily available from your firm's records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), your firm need not respond to duplicated questions.

*Service of questionnaire response(s)*.—In the event that your firm is a party to this proceeding, your firm is required to serve a copy of the questionnaire(s), once completed, on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties is maintained by the Commission's Secretary and may be obtained by calling 202-205-1803. A certificate of service must accompany the copy of the completed questionnaire(s) your firm submits (see 19 CFR § 207.7).

**Confidentiality**.—The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

*Verification*.—The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that your firm submits.

**<u>Release of information</u>**.—The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

I-1a. <u>OMB statistics</u>.—Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your firm's response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-2. <u>Establishments covered</u>.—Provide the name and address of establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol.

"<u>Establishment</u>" – Each facility of a firm involved in the <u>importation</u> of certain domestic containers, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

#### **Business Proprietary**

#### U.S. Importers' Questionnaire - Certain Domestic Containers (F)

- I-3. <u>Ownership</u>.—Is your firm owned, in whole or in part, by any other firm?
  - No
- Yes—List the following information

Firm name	Address	Extent of ownership ( <i>percent</i> )

- I-4. **<u>Related importers/exporters</u>**.—Does your firm have any related firms, either domestic or foreign, that are engaged in importing certain domestic containers from China into the United States or that are engaged in exporting certain domestic containers from China to the United States?
  - No Yes—List the following information.

Firm name	Address	Affiliation

- I-5. **<u>Related producers</u>**.—Does your firm have any related firms, either domestic or foreign, that are engaged in the production of certain domestic containers?
  - No

Yes—List the following information.

Firm name	Address	Affiliation

### **Business Proprietary**

### U.S. Importers' Questionnaire - Certain Domestic Containers (F)

- Page 5
- I-6. **Importing operations**.—Please indicate the nature of your firm's importing operations on certain domestic containers. More than one answer may be applicable.

Importer of record	Takes title to the	Consignee of the	Customs broker or
	imported product(s)	imported products(s)	freight forwarder

I-7. <u>**Consignee**</u>.—If your firm is an importer of record of certain domestic containers but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

Firm name	Address	Contact person and phone number

I-8. **<u>FTZ, TIB, or bonded warehouses</u>**.—Please indicate whether your firm enters certain domestic containers into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports certain domestic containers under the TIB (temporary importation under bond) program.

*"Foreign trade zone"* is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

**"Bonded warehouse"** is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S. Code § 1555.

*"Temporary Importation under Bond ("TIB") program"* is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States(HTS).

	No	Yes
Foreign trade zones		
Bonded warehouses		
Temporary importation under bond		

I-9. <u>Third-country trade activities</u>.—To your firm's knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No Yes–Please specify.

### I-10. **<u>Nature of operations</u>**.—Please identify the nature of your firm's operations.

Trucking company	Railroad company	Leasing company	Other (specify)

### PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Carolyn Esko (202-205-3002, <u>Carolyn.Esko@usitc.gov</u>). **Supply all data requested on a <u>calendar-year</u> basis**.

II-1. <u>Contact information</u>.—Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	
Fax	

II-2. <u>Changes in operations</u>.—Please indicate whether your firm has experienced any of the following changes in relation to the importation of certain domestic containers since January 1, 2011.

(chec	k as many as appropriate)	(please describe and indicate relevant dates, duration, result)
	Office/warehouse openings	
	Office/warehouse closings	
	Relocations	
	Expansions	
	Acquisitions	
	Consolidations	
	Prolonged shutdowns or production curtailments	
	Revised labor agreements	
	Other ( <i>e.g.,</i> technology)	

II-3. <u>Arranged imports</u>.—Has your firm imported or arranged for the importation of certain domestic containers for delivery on or after **December 31, 2014**?

"Arranged imports" are imports for which your firm has placed an order with a foreign producer for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

No Yes–Fill out the table below.

Quantity (in units)					
Period/Source	Jan-Mar 2015	Apr-Jun 2015	Jul-Sept 2015	Oct-Dec 2015	
China					
Other sources: <sup>1</sup>					
<sup>1</sup> Identify your firm's other sources:					

II-4. **<u>Reasons for importing</u>**.—If your firm also produces certain domestic containers in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.

#### **Business Proprietary**

U.S. Importers' Questionnaire - Certain Domestic Containers (F)

### Definitions

*"Imports"* – Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

"Import quantities" – Quantities reported should be net of returns.

*"Import values"* – Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

**"U.S. commercial shipments"** – Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your firm's point of shipment.

"Internal consumption" – Product consumed internally by your firm.

*"Transfers to related firms"* – Shipments made to related domestic firms. Such transactions are valued at fair market value.

*"Related firm"* – A firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

*"Export shipments"* – Shipments to destinations outside the United States, including shipments to related firms.

"Inventories" – Finished goods inventory, not raw materials or work in progress.

II-5(a). <u>IMPORTS FROM CHINA</u>.—Report your firm's imports and your firm's shipments and inventories of certain domestic containers imported from China by your firm during the specified periods. <u>+Link to definitions</u>

### **CHINA**

	Calendar years				
Item	2011	2012	2013	2014	
Beginning-of-period inventories (quantity) (A)					
U.S. imports: <sup>1</sup> Quantity (B)					
Value (C)					
U.S. shipments: Commercial shipments: Quantity (D)					
Value (E)					
Internal consumption/company transfers: Quantity (F)					
Value <sup>2</sup> (G)					
Export shipments: <sup>3</sup> Quantity (H)					
Value (I)					
End-of-period inventories (quantity) (J)					
Channels of distribution: Commercial U.S. shipments: To distributors ( <i>quantity</i> ) (K)					
To end users ( <i>quantity</i> ) (L)					

provide value data using that basis for each of the periods noted above:

<sup>3</sup> Identify your firm's principal export markets:

### II-5. IMPORTS FROM CHINA.-Continued

<u>RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES</u>.—Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

	Calendar years			
Reconciliation	2011	2012	2013	2014
A + B - D - F - H - J = should equal zero				
("0") or provide an explanation. <sup>1</sup>	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless				

<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate.

<u>RECONCILIATION OF CHANNELS</u>.—Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

	Calendar years			
Reconciliation item	2011	2012	2013	2014
K + L - D = zero ("0"), if not revise.	0	0	0	0

II-5(b). IMPORTS FROM CHINA. — Does your firm import laden containers from China?

Yes—Please report the quantity of U.S. imports of laden containers from China for each year in the table below:

Quantity ( <i>in units</i> )				
	Calendar years			
Item	2011	2012	2013	2014
U.S. imports of laden containers from China				
<u>Calculation</u> : Implied U.S. imports of unladen containers from China ( <i>please</i> <i>ensure this calculation results in number</i> <i>equal to or greater than zero</i> )	0	0	0	0

No

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II-6(a). IMPORTS FROM ALL OTHER SOURCES.-Report your firm's imports and your firm's shipments and inventories of certain domestic containers imported from all other sources combined by your firm during the specified periods. +Link to definitions

### **ALL OTHER SOURCES COMBINED**

### (list sources: \_\_\_\_\_

	Calendar years				
Item	2011	2012	2013	2014	
Beginning-of-period inventories (quantity) (A)					
Imports: <sup>1</sup> Quantity (B)					
Value (C)					
U.S. shipments: Commercial shipments: Quantity (D)					
Value (E)					
Internal consumption/company transfers: Quantity (F) Value <sup>2</sup> (G)					
Export shipments: <sup>3</sup> Quantity (H)					
Value (I)					
End-of-period inventories (quantity) (J)					
Channels of distribution: Commercial U.S. shipments: To distributors (quantity) (K)					
To end users ( <i>quantity</i> ) (L)					

uses a different basis for valuing these sales within your firm, please specify that basis (e.g., cost, cost plus, etc.) and provide 

### II-6. IMPORTS FROM ALL OTHER SOURCES.-Continued

<u>RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES</u>.—Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

	Calendar years			
Reconciliation	2011	2012	2013	2014
A + B - D - F - H - J = should equal zero				
("0") or provide an explanation. <sup>1</sup>	0	0	0	0

<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate.

<u>RECONCILIATION OF CHANNELS</u>.—Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

	Calendar years			
Reconciliation item	2011	2012	2013	2014
K + L - D = zero ("0"), if not revise.	0		0	0

II-6(b). <u>IMPORTS FROM ALL OTHER SOURCES</u>.—Does your firm import laden containers from all other sources (AOS) (e.g., all sources other than China)?

Yes—Please report the quantity of U.S. imports of laden containers from all other sources for each year in the table below:

Quantity (in units)				
	Calendar years			
Item	2011	2012	2013	2014
U.S. imports of laden containers from all other sources				
<u>Calculation</u> : Implied U.S. imports of unladen containers from all other sources ( <i>please ensure this calculation</i> <i>results in number equal to or greater</i> <i>than zero</i> )	0	0	0	0

<sup>🗌</sup> No

II-7. <u>Monthly Imports:</u>—Report your firm's monthly U.S. imports of certain domestic containers <u>from China</u> between October 2013 and December 2014.

Month	Quantity ( <i>in units</i> )	Value ( <i>in \$1,000</i> )
October 2013		
November 2013		
December 2013		
January 2014		
February 2014		
March 2014		
April 2014		
May 2014		
June 2014		
July 2014		
August 2014		
September 2014		
October 2014		
November 2014		
December 2014		

II-8. <u>Other explanations</u>:—If your firm would like to further explain a response to a question in Part II that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

### PART III.—PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Michele Breaux (202-205-2781, <u>Michele.Breaux@usitc.gov</u>).

III-1. <u>Contact information</u>.—Please identify the individual that Commission staff may contact regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

### PRICE DATA

- III-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2011 of the following products your firm imported from China separately for **both laden and unladen containers**:
  - <u>Product 1</u>.—53-foot high cube 100 inches or less in internal width, dry domestic containers suitable for intermodal transport, fully welded, as described and specified in American Association of Railroads Specification M-930 (Adopted: 1972; Last Revised: 2013) applicable to closed van containers for domestic intermodal service.
  - Product 2.—53-foot high cube more than 100 inches in internal width, dry domestic containers suitable for intermodal transport, fully welded, as described and specified in American Association of Railroads Specification M-930 (Adopted: 1972; Last Revised: 2013) applicable to closed van containers for domestic intermodal service.
  - <u>Product 3</u>.—53-foot high cube 100 inches or less in internal width, dry domestic containers suitable for intermodal transport, assembled in part with mechanical fasteners, as described and specified in American Association of Railroads Specification M-930 (Adopted: 1972;Last Revised: 2013) applicable to closed van containers for domestic intermodal service.
  - <u>Product 4</u>.—53-foot high cube more than 100 inches in internal width, dry domestic containers suitable for intermodal transport, assembled in part with mechanical fasteners, as described and specified in American Association of Railroads Specification M-930 (Adopted: 1972; applicable to closed van containers for domestic intermodal service.

By Size / Welding	Fully welded	Assembled in part with mechanical fasteners
100 inches or less in internal width	Product 1	Product 3
more than 100 inches in internal width	Product 2	Product 4

Please note that values should be <u>f.o.b., U.S. point of shipment</u> and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates).

During January 2011-December 2014, did your firm import from China for own use or sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<b>Yes</b> .—Please complete the following pricing or purchase cost data tables as appropriate.
No.—Skip to question III-3.

III-2a. <u>Sales to other firms</u>.—During January 2011-December 2014, did your firm import from China and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<b>Yes.</b> —Fill question III-2b with price data on <u>sales</u> of certain domestic containers to other firms.
<b>No.</b> —Fill question III-2c with purchase cost data on <u>purchases</u> of certain domestic containers from China.
<b>Both.</b> —Fill question III-2b with price data on <u>sales</u> of certain domestic containers to other firms and question III-2c with purchase cost data on your firm's <u>purchases</u> of certain domestic containers from China.

III-2b. **Price data**.—Report below the quarterly price <sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm.<sup>3</sup> (e.g., your firms' sales)

### **CHINA**

<u>Product 1</u>.—53-foot high cube 100 inches or less in internal width, dry domestic containers suitable for intermodal transport, fully welded, as described and specified in American Association of Railroads Specification M-930 (Adopted: 1972; Last Revised: 2013) applicable to closed van containers for domestic intermodal service.

### Report quantity in actual units and value in actual dollars (not 1,000s).

	Product 1 (100 inches or less; fully welded)				
	Lad	en	Unladen		
Period of shipment	Quantity	Value	Quantity	Value	
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					
July-September					
October-December					
013:					
January-March					
April-June					
July-September					
October-December					
2014:					
January-March					
April-June					
July-September					
October-December					

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

<sup>3.</sup> Fill out this table if your firm imports from China and sell to unrelated U.S. customers.

**Note.**—If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

III-2b. Price data (e.g., your firms' sales).—Continued

### CHINA

Product 2.—53-foot high cube more than 100 inches in internal width, dry domestic containers suitable for intermodal transport, fully welded, as described and specified in American Association of Railroads Specification M-930 (Adopted: 1972; Last Revised: 2013) applicable to closed van containers for domestic intermodal service.

### Report quantity in actual units and value in actual dollars (not 1,000s).

	Product 2 (more than 100 inches; fully welded)			
	Laden		Unladen	
Period of shipment	Quantity	Value	Quantity	Value
2011:				
January-March				
April-June				
July-September				
October-December				
2012:				
January-March				
April-June				
July-September				
October-December				
2013:				
January-March				
April-June				
July-September				
October-December				
2014:				
January-March				
April-June				
July-September				
October-December				

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**—If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 2:

III-2b. Price data (e.g., your firms' sales).—Continued

### CHINA

Product 3.—53-foot high cube 100 inches or less in internal width, dry domestic containers suitable for intermodal transport, assembled in part with mechanical fasteners, as described and specified in American Association of Railroads Specification M-930 (Adopted: 1972;Last Revised: 2013) applicable to closed van containers for domestic intermodal service.

### Report quantity in actual units and value in actual dollars (not 1,000s).

	Product 3 (100 inches or less; assembled in part with mechanical fasten				
	Laden		Unladen		
Period of shipment	Quantity	Value	Quantity	Value	
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					
July-September					
October-December					
2013:					
January-March					
April-June					
July-September					
October-December					
2014:					
January-March					
April-June					
July-September					
October-December					

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**—If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 3:

III-2b. Price data (e.g., your firms' sales).—Continued

### CHINA

Product 4.—53-foot high cube more than 100 inches in internal width, dry domestic containers suitable for intermodal transport, assembled in part with mechanical fasteners, as described and specified in American Association of Railroads Specification M-930 (Adopted: 1972; applicable to closed van containers for domestic intermodal service.

### Report quantity in actual units and value in actual dollars (not 1,000s).

	Product 4 (more	than 100 inches; asser	nbled in part with mechar	nical fasteners)
	Laden		Unladen	
Period of shipment	Quantity	Value	Quantity	Value
2011:				
January-March				
April-June				
July-September				
October-December				
2012:				
January-March				
April-June				
July-September				
October-December				
2013:				
January-March				
April-June				
July-September				
October-December				
2014:				
January-March				
April-June				
July-September				
October-December				

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part applicable to closed van containers for domestic intermodal service. III.

**Note.**—If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 4:

III-2c. <u>Purchase cost data</u>.—Report below the quarterly purchase data<sup>1</sup> for pricing products<sup>2</sup> imported from China by your firm.<sup>3</sup> (e.g., your firms' imports)

## CHINA

<u>Product 1</u>.—53-foot high cube 100 inches or less in internal width, dry domestic containers suitable for intermodal transport, fully welded, as described and specified in American Association of Railroads Specification M-930 (Adopted: 1972; Last Revised: 2013) applicable to closed van containers for domestic intermodal service.

### Report quantity in actual units and value in actual dollars (not 1,000s).

	Product 1 (100 inches or less; fully welded)				
	Laden		Unladen		
Period of shipment	Quantity	Value	Quantity	Value	
2011:					
January-March					
April-June					
July-September					
October-December					
2012:					
January-March					
April-June					
July-September					
October-December					
2013:					
January-March					
April-June					
July-September					
October-December					
2014:					
January-March					
April-June					
July-September					
October-December					

<sup>1</sup> Import value (landed, duty-paid values at the U.S. port of entry).

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

<sup>3.</sup> Fill out this question if your firm directly imports from China for its own use.

**Note.**—If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

III-2c. Purchase cost data (e.g., your firms' imports).-Continued

## CHINA

Product 2.—53-foot high cube more than 100 inches in internal width, dry domestic containers suitable for intermodal transport, fully welded, as described and specified in American Association of Railroads Specification M-930 (Adopted: 1972; Last Revised: 2013) applicable to closed van containers for domestic intermodal service.

### Report quantity in actual units and value in actual dollars (not 1,000s).

	Product 2 (more than 100 inches; fully welded)			
	Laden		Unladen	
Period of shipment	Quantity	Value	Quantity	Value
2011:				
January-March				
April-June				
July-September				
October-December				
2012:				
January-March				
April-June				
July-September				
October-December				
2013:				
January-March				
April-June				
July-September				
October-December				
2014:				
January-March				
April-June				
July-September				
October-December				

**Note.**—If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 2: \_\_\_\_\_

### III-2c. Purchase cost data (e.g., your firms' imports).—Continued

### CHINA

Product 3.—53-foot high cube 100 inches or less in internal width, dry domestic containers suitable for intermodal transport, assembled in part with mechanical fasteners, as described and specified in American Association of Railroads Specification M-930 (Adopted: 1972;Last Revised: 2013) applicable to closed van containers for domestic intermodal service.

### Report quantity in actual units and value in actual dollars (not 1,000s).

	Product 3 (100 inches or less; assembled in part with mechanical fasteners)			
	Laden		Unladen	
Period of shipment	Quantity	Value	Quantity	Value
2011:				
January-March				
April-June				
July-September				
October-December				
2012:				
January-March				
April-June				
July-September				
October-December				
2013:				
January-March				
April-June				
July-September				
October-December				
2014:				
January-March				
April-June				
July-September				
October-December				

**Note.**—If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 3: \_\_\_\_\_

III-2c. Purchase cost data (e.g., your firms' imports).—Continued

### CHINA

Product 4.—53-foot high cube more than 100 inches in internal width, dry domestic containers suitable for intermodal transport, assembled in part with mechanical fasteners, as described and specified in American Association of Railroads Specification M-930 (Adopted: 1972; applicable to closed van containers for domestic intermodal service.

### Report quantity in actual units and value in actual dollars (not 1,000s).

	Product 4 (more than 100 inches; assembled in part with mechanical fasteners)			
	Laden		Unladen	
Period of shipment	Quantity	Value	Quantity	Value
2011:				
January-March				
April-June				
July-September				
October-December				
2012:				
January-March				
April-June				
July-September				
October-December				
2013:				
January-March				
April-June				
July-September				
October-December				
2014:				
January-March				
April-June				
July-September				
October-December				

<sup>1</sup> Import value (landed, duty-paid values at the U.S. port of entry).

<sup>2</sup> Pricing product definitions are provided on the first page of Part applicable to closed van containers for domestic intermodal service. III.

**Note.**—If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 4: \_\_\_\_\_

### III-2d. Transaction costs.

(a) If your firm reported <u>purchase cost</u> data above, does your firm incur additional transaction costs (e.g., additional logistical costs, additional inventory carrying costs, quality control monitoring, etc.) when it imports Chinese certain domestic containers directly compared to when it purchases imported Chinese certain domestic containers from a U.S. importer or certain domestic containers from a U.S. producer?

	No
--	----

Yes—Please list the factors that add to the cost of importing directly, indicate the source of the purchases your firm is comparing your firm's direct imports to, and provide estimates of these additional costs.

Factors	Basis of comparison (source of purchases)	Cost estimate (% of purchase cost)
	U.S. importers	
	U.S. producers	
	🗌 Both	
	U.S. importers	
	U.S. producers	
	🗌 Both	
	U.S. importers	
	U.S. producers	
	🗌 Both	

(b) Is your firm able to reduce its transaction costs by importing Chinese certain domestic containers directly compared to purchasing imported Chinese certain domestic containers from a U.S. importer or certain domestic containers from a U.S. producer?

🗌 No

Yes—Please list the factors that reduce the cost of importing directly (e.g., Chinese export logistical structure already in place, transport economies of scale, etc.), indicate the source of the purchases your firm is comparing your firm's direct imports to, and provide estimates of these cost reductions.

Factors	Basis of comparison (source of purchases)	Savings estimate (% of purchase cost)
	U.S. importers	
	U.S. producers	
	Both	
	U.S. importers	
	U.S. producers	
	Both	
	U.S. importers	
	U.S. producers	
	Both	

III-2e. **Purchases by bid**.—Since January 1, 2011, did your firm purchase any of the above listed products (or any products that were competitive with these products) by requesting bids from suppliers?

Yes. Please complete a purchaser questionnaire (contact Michele Breaux at <u>Michele.Breaux@usitc.gov</u> ).
No.

III-2f. Pricing data methodology.—Please describe the method and the kinds of documents/records that were used to compile your firm's price or purchase cost data.

Questions III-3 through III-11 relate to your <u>sales</u> of certain domestic containers, not purchases of Chinese certain domestic containers or domestic certain domestic containers.

III-3. **Price setting.**—How does your firm determine the prices that it charges for sales of certain domestic containers (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Bid	Contracts	Set price lists	Other	If other, describe

III-4. **Discount policy.**—Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	Laden containers	No discount policy	Other	Describe the discounts offered and estimate the average discount given per discount type.

#### **Business Proprietary**

### U.S. Importers' Questionnaire - Certain Domestic Containers (F)

### III-5. Pricing terms.—

(a) What are your firm's typical sales terms for certain domestic containers imported from China?

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)

(b) On what basis are your firm's prices of imported certain domestic containers from China usually quoted *(check one)*?

Delivered	F.o.b.	If f.o.b., specify point

III-6. <u>Contract versus spot</u>.—Approximately what share of your firm's sales of certain domestic containers imported from China in 2014 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

		Туре о	of sale			
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	<b>Spot sales</b> (for a single delivery)	<b>Total</b> (shoul sum to 100.0%	d o
Share of your firm's 2014 sales	%	%	%	%	0.0	%

- Page 28
- III-7. <u>Contract provisions</u>.—Please fill out the table regarding your firm's typical sales contracts for certain domestic containers from China (or check "not applicable" if your firm does not sell on a long-term and/or short-term contract basis).

Typical sales contract provisions	ltem	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	# of days		365	
Price renegotiation	Yes			
(during contract period)	No			
	Quantity			
Fixed quantity and/or price	Price			
	Both			
Meet or release	Yes			
provision	No			
Not applicab	le			

III-8. <u>Lead times</u>.—What is your firm's share of sales of certain domestic containers imported from China both from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of certain domestic containers?

Source	Share of 2014 sales	Lead time ( <i>days</i> )
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

### Page 29

### III-9. Shipping information.—

- (a) What is the approximate percentage of the total delivered cost of certain domestic containers imported from China that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your firm's customers' locations? Your firm Purchaser (check one)
- (c) When your firm sells certain domestic containers imported from China, from where is it shipped?
  Point of importation Storage facility (check one)
- (d) Indicate the approximate percentage of your firm's sales of certain domestic containers imported from China that are delivered the following distances from your firm's U.S. point of shipment.

Distance from your firm's U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100.0%)	0.0 %

III-10. <u>Geographical shipments</u>.—In which U.S. geographic market area(s) has your firm sold certain domestic containers imported from subject countries since January 1, 2011 (check all that apply)?

Geographic area	China
Northeast.–CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
Midwest.–IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
Southeast.–AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
Central Southwest.–AR, LA, OK, and TX.	
Mountains.–AZ, CO, ID, MT, NV, NM, UT, and WY.	
Pacific Coast.–CA, OR, and WA.	
<b>Other</b> .–All other markets in the United States not previously listed, including AK, HI, PR, and VI, among others.	

#### **Business Proprietary**

### U.S. Importers' Questionnaire - Certain Domestic Containers (F)

III-11. Substitutes.—Can other products be substituted for certain domestic containers?

No
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Yes—Please fill out the table.

Substitute		End use in which this		Have changes in the prices of this substitute affected the price for certain domestic containers?			
		substitute is used	No	Yes	Explanation		
1.							
2.							
3.							

III-12. <u>Demand trends</u>.—Indicate how demand within the United States and outside of the United States (if known) for certain domestic containers has changed since January 1, 2011. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States					
Outside the United States					

III-13. **Product changes.**—Have there been any significant changes in the product range, product mix or marketing of certain domestic containers since January 1, 2011?

No	Yes	If yes, please describe.

### III-14. Conditions of competition.

(a) Is the certain domestic containers market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to certain domestic containers?

Check all th	nat apply.	Please describe.
	No	Skip to question III-15.
	Yes-Business cycles (e.g. seasonal business)	
	Yes-Other distinctive conditions of competition	

(b) If yes, have there been any changes in the business cycles or conditions of competition for certain domestic containers since January 1, 2011?

No	Yes	If yes, describe.

III-15. <u>Supply constraints</u>.—Has your firm refused, declined, or been unable to supply certain domestic containers since January 1, 2011 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe.

III-16. **<u>Raw materials</u>**.—How have certain domestic containers raw materials prices changed since January 1, 2011?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for certain domestic containers.

III-17. <u>Interchangeability</u>.—Are certain domestic containers produced in the United States and in other countries interchangeable (i.e., 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 *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Other						
United States								
China								
For any country-pair producing certain domestic containers that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:								

III-18. **Factors other than price.**—Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between certain domestic containers produced in the United States and in other countries a significant factor in your firm's sales 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	Other						
United States								
China								
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of certain domestic containers, identify the country-pair and report the advantages or disadvantages imparted by such factors:								

III-19. <u>Customer identification</u>.—List the names and contact information for your firm's 10 largest U.S. customers for certain domestic containers since January 1, 2011. Indicate the share of the quantity of your firm's total shipments of certain domestic containers that each of these customers accounted for in 2014.

Customer's name		City	State	Share of 2014 sales (%)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

III-20. <u>Other explanations</u>:—If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

# HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a "fillable" form in MS Word format on the Commission's website at: http://www.usitc.gov/investigations/701731/2014/53 foot domestic dry cont ainers china/final.htm.

**Please do not attempt to modify the format or permissions of the questionnaire document**. Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

• <u>Upload via Secure Drop Box</u>.—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission's secure upload facility:

Web address: https://dropbox.usitc.gov/oinv/ Pin: CDDC

• E-mail.—E-mail your firm's questionnaire to <u>Carolyn.Esko@usitc.gov</u>; include a scanned copy of the signed certification page (page 1). *Please note that submitting your firm's questionnaire by e-mail may subject your firm's business proprietary information to transmission over an unsecure environment and to possible disclosure. If your firm chooses this option, the Commission warns your firm that any risk involving possible disclosure of such information is assumed by the submitter and not by the Commission.* 

If your firm <u>did not</u> import this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

**Parties to this proceeding**.—If your firm is a party to this proceeding, your firm is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission's Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire your firm submits (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.