

## U.S. PURCHASERS' QUESTIONNAIRE

### TRUCK AND BUS TIRES FROM CHINA

This questionnaire must be received by the Commission by **November 15, 2016**  
*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 and antidumping duty investigations concerning truck and bus tires from China (Inv. Nos. 701-TA-556 and 731-TA-1311 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Michele Breaux (202-205-2781, Michele.breaux@usitc.gov).

Name of firm	_____
Address	_____
City	_____ State _____ Zip Code _____
Website	_____
Has your firm purchased truck and bus tires (as defined on next page) from <u>any</u> source (domestic or foreign) at any time since January 1, 2013?	
<input type="checkbox"/> NO	(Sign the certification below and promptly return <b>only</b> this page of the questionnaire to the Commission)
<input type="checkbox"/> YES	(Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> . (PIN: <b>TIRES</b> )	

#### 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 submitting 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, the undersigned, acknowledge that information submitted in response to this request for information and throughout this investigation or other proceeding may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

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

**PART I.—GENERAL INFORMATION**

**Background.**--This proceeding was instituted in response to a petition filed on January 29, 2016, by United Steel, Paper and Forestry, Rubber, Manufacturing, Energy, Allied Industrial and Service Workers International Union ("USW"), Pittsburg, PA. 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 [https://www.usitc.gov/investigations/701731/2016/truck\\_and\\_bus\\_tires\\_china/final.htm](https://www.usitc.gov/investigations/701731/2016/truck_and_bus_tires_china/final.htm)

**Truck and bus tires** covered by these investigations are **new** pneumatic tires, of rubber, with a truck or bus size designation. Truck and bus tires covered by this investigation may be tube-type, tubeless, radial, or non-radial.

Subject tires have, at the time of importation, the symbol "DOT" on the sidewall, certifying that the tire conforms to applicable motor vehicle safety standards. Subject tires may also have one of the following suffixes in their tire size designation, which also appear on the sidewall of the tire:

TR—Identifies tires for service on trucks or buses to differentiate them from similarly sized passenger car and light truck tires;

MH—Identifies tires for mobile homes; and

HC—Identifies a 17.5 inch rim diameter code for use on low platform trailers.

All tires with a "TR," "MH," or "HC" suffix in their size designations are covered by this investigation regardless of their intended use.

In addition, all tires that lack one of the above suffix markings are included in the scope, regardless of their intended use, as long as the tire is of a size that is among the numerical size designations listed in the "Truck-Bus" section of the Tire and Rim Association Year Book, as updated annually, unless the tire falls within one of the specific exclusions set out below.

Truck and bus tires, whether or not mounted on wheels or rims, are included in the scope. However, if a subject tire is imported mounted on a wheel or rim, only the tire is covered by the scope. Subject merchandise includes truck and bus tires produced in the subject country whether mounted on wheels or rims in the subject country or in a third country. Truck and bus tires are covered whether or not they are accompanied by other parts, e.g., a wheel, rim, axle parts, bolts, nuts, etc. Truck and bus tires that enter attached to a vehicle are not covered by the scope.

**Specifically excluded from the scope of this investigation are the following types of tires:**

- (1) Pneumatic tires, of rubber, that are not new, including recycled and retreaded tires; and
- (2) non-pneumatic tires, such as solid rubber tires.

The subject merchandise is currently classifiable under Harmonized Tariff Schedule of the United States (HTSUS) subheadings: 4011.20.1015 and 4011.20.5020. Tires meeting the scope description may also enter under the following HTSUS subheadings: 4011.69.0020, 4011.69.0090, 4011.99.4520, 4011.99.4590, 4011.99.8520, 4011.99.8590, 8708.70.4530, 8708.70.6030, 8708.70.6060, and 8716.90.5059. While HTSUS subheadings are provided for convenience and for customs purposes, the written description of the subject merchandise is dispositive.

***Purchaser.***--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing truck and bus tires from another firm that produces, imports, or otherwise distributes truck and bus tires.

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

***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 you submit.

***Release of information.***--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-1. **OMB statistics.**--Please report 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 25 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 response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

- I-2. **Establishments covered.**-- Provide the name and address of your U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

***“Establishment”***--Each facility of a firm involved in the purchase of truck and bus tires, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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- I-3. **Ownership.**--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 (percent)

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import truck and bus tires from China into the United States or which export truck and bus tires from China to the United States?

No       Yes--List the following information.

<b>Firm name</b>	<b>Address</b>	<b>Affiliation</b>

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import truck and bus tires from countries other than China into the United States or which export truck and bus tires from countries other than China to the United States?

No       Yes--List the following information.

<b>Firm name and country</b>	<b>Address</b>	<b>Affiliation</b>

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which produce truck and bus tires?

No       Yes--List the following information.

<b>Firm name</b>	<b>Address</b>	<b>Affiliation</b>

**PART II.--PURCHASES**

**Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	
Fax	

II-1. **Purchases.**— Report your firm’s total U.S. purchases of truck and bus tires. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer’s questionnaire.)

Item	2013	2014	2015
	Quantity (in tires)		
<b>Purchases of truck and bus tires produced in--</b>			
United States			
China			
All other countries: <sup>1</sup>			
Sources unknown			
<b>Total purchases</b>	0	0	0
<sup>1</sup> Please identify these countries:			

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm’s purchases of truck and bus tires from different sources have changed since January 1, 2013.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Sources unknown	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-3. **Purchases from one country only.**--If your firm has purchased truck and bus tires from only one country, please explain the reasons for doing so.

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II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for truck and bus tires since January 1, 2013. Also, provide the share of the quantity of your firm's total purchases of truck and bus tires that each of these suppliers accounted for in 2015.

No.	Supplier's name	City and state	Share of quantity of 2015 purchases
1			%
2			%
3			%
4			%
5			%

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of truck and bus tires (check all that apply)?

OEM	Aftermarket	Other	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

*If your firm is an aftermarket supplier of truck and bus tires, please answer questions III-2, III-3, III-4, and III-5.*

III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases truck and bus tires?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-3. **Types of customers.**— Which of the following best describes your firm's customers for aftermarket truck and bus tires (check all that apply)?

National accounts (i.e. fleets)	Owner operators	Distributor	Other	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Types of customers.**— Which of the following types of tires does your firm sell (check all that apply)?

Bias tube tires	Bias tubeless tires	Radial tires
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



III-5. **Demand for tires in aftermarket.**--Indicate how demand within the United States and outside of the United States (if known) for truck and bus tires in the aftermarket has changed since January 1, 2013. 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
<b>Aftermarket</b>					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

***If your firm is an end user of truck and bus tires, please answer questions III-6 and III-7.***

III-6. **End uses.**-- List the end uses of the truck and bus tires that your firm purchases. For each end-use product, estimate what percentage of the total cost is accounted for by truck and bus tires and other inputs?

End use product	Estimated share of total cost of end use product accounted for by		Total (should sum to 100.0% across)
	Truck and bus tires	Other inputs	
For OEMs, a new Heavy Duty (Class 7 or 8) Truck or Bus <sup>1</sup>	%	%	0.0 %
For OEMs, a new Medium Duty (Class 6 or lower) Truck or Bus <sup>1</sup>	%	%	0.0 %
Other <sup>2</sup>	%	%	0.0 %
<sup>1</sup> This line is asking how much do "truck and bus tires" account for the total cost to produce the class of truck or bus in question for an OEM (estimates are acceptable). The other inputs include everything else that makes up a truck/bus. Include trailer costs in this calculation/analysis if appropriate. <sup>2</sup> Describe the end use .			

III-7. **Demand for tires in OEM market.**--Indicate how demand within the United States and outside of the United States (if known) for truck and bus tires in the OEM market has changed since January 1, 2013. 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
<b>OEM market</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **Substitutes.**--Can other products be substituted for truck and bus tires?

No                       Yes--Please fill out the table.

	Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for truck and bus tires?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

III-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2015 purchases of truck and bus tires that required truck and bus tires produced in the United States.

	<b>Estimated percentage of your firm's total 2015 purchases of truck and bus tires</b>
<b>Purchases that did not require domestic product</b>	%
<b>Purchases that were required by law or regulation to be domestic product</b> (e.g., government purchases under "Buy American" provisions)	%
<b>Purchases that were not required by law or regulation, but were required by your customers to be domestic product</b>	%
<b>Purchases that were required to be domestic product for other reasons</b> (explain: )	%
<b>Total</b> (should sum to 100.0%)	0.0 %

III-10. **Conditions of competition.**--

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

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question III-11.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

- (b) Have there been any changes in the business cycles or conditions of competition for truck and bus tires since January 1, 2013?

<b>No</b>	<b>Yes</b>	<b>If yes, describe.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

III-11. **Decisions based on producer and country-of-origin.**--How often does your firm, and if known, do your customers, make purchasing decisions involving truck and bus tires based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
<b>Decision based on producer</b>					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Decision based on country of origin</b>					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Availability of supply.**--Has the availability of truck and bus tires in the U.S. market changed since January 1, 2013?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with truck and bus tires since January 1, 2013 (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.
<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Purchasing frequency.**--

(a) How frequently does your firm make purchases of truck and bus tires (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	<i>If other, specify</i>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Has this purchasing frequency changed since January 1, 2013?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Number of suppliers contacted.**--How many suppliers does your firm generally contact before making a purchase? Between \_\_\_\_ and \_\_\_\_ firms

III-16. **Supplier negotiations.**--Does your firm's purchases of truck and bus tires usually involve negotiations between supplier and purchaser?

No	Yes	If yes, explain the factors your firm generally negotiates and note whether your firm quotes competing prices during negotiations.
<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2013?

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change.
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2013?

No	Yes	If yes, please identify the firms.
<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell truck and bus tires to your firm?

If yes, provide the following information.

- The number of days to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (*e.g.*, quality of product, reliability of supplier, etc.).

No	Yes	Number of days	Process and factors
<input type="checkbox"/>	<input type="checkbox"/>		

III-20. **Failure to certify.**--Since January 1, 2013, have any domestic or foreign producers failed in their attempts to certify or qualify their truck and bus tires with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
<input type="checkbox"/>	<input type="checkbox"/>	

III-21. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase truck and bus tires (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Please list any other factors that are very important in your purchase decisions:	

III-22. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for truck and bus tires.

<b>Factor</b>	<b>Very important</b>	<b>Somewhat important</b>	<b>Not important</b>
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cost over the lifetime of the tire	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cost per mile	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Retreadability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Warranty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-23. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of truck and bus tires?

III-24. **Frequency of decisions based on price.**—

(a) How often does your firm purchase the truck and bus tires that is offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) How often does your firm purchase the truck and bus tires that is offered at the lowest cost per mile over the anticipated lifetime of the tire?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-25. **Price leaders.**— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the truck and bus tires market since January 1, 2013.

Firm(s)	Describe how the firm(s) exhibited price leadership



**III-26. Purchasing subject imports rather than domestic products.—**

(a) Since January 2013, did your firm purchase imports of truck and bus tires from China instead of U.S.-produced truck and bus tires?

Source	Yes (also respond to parts (b) and (c))	No (If "No", skip to question III-27)
China	<input type="checkbox"/>	<input type="checkbox"/>

(b) If you responded "Yes" to part (a), was the imported product priced lower than the domestic product?

Source	Yes	No
China	<input type="checkbox"/>	<input type="checkbox"/>

(c) If you responded "Yes" to part (a), was price a primary reason for purchasing subject imports rather than domestic product?

Source	Yes	If Yes, estimate the quantity of imports purchased instead of domestic product since January 2013 (in tires)	No	If No, please indicate the reason your firm purchased imports instead of domestic product
China	<input type="checkbox"/>		<input type="checkbox"/>	

**III-27. U.S. producers and import competition.—**

(a) Since January 1, 2013, in connection with a sale or offer to sell truck and bus tires to your firm, did U.S. producers reduce their prices of domestically produced truck and bus tires in order to compete with lower-priced imports of truck and bus tires from the subject countries?

Source	Yes (also respond to question part (b))	No (If "No", skip to question III-28)	Don't know
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) If your firm responded "yes" above, please provide an estimate of the reduction in U.S. producers' prices, and any additional explanations, such as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors.

Source	Estimated reduction in U.S. prices (percent)	Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors
China	%	

III -28. **Retreading.**—

(a) Did your firm buy truck and bus tires with retreading warranties/guarantees (check all that apply)?

<b>Purchases from the United States</b>	
<input type="checkbox"/> <b>No</b>	
<input type="checkbox"/> <b>Yes-casings covered</b>	Number of years that casings covered.      to      years
<input type="checkbox"/> <b>Yes-retreading covered</b>	Number of retreads covered.      to      retreads and/or Number of years that retreads covered.      to      years
<input type="checkbox"/> <b>Yes-other</b>	Describe:
<b>Purchases from the China</b>	
<input type="checkbox"/> <b>No</b>	
<input type="checkbox"/> <b>Yes-casings covered</b>	Number of years that casings covered.      to      years
<input type="checkbox"/> <b>Yes-retreading covered</b>	Number of retreads covered.      to      retreads and/or Number of years that retreads covered.      to      years
<input type="checkbox"/> <b>Yes-other</b>	Describe:
<b>Purchases from all other countries</b>	
<input type="checkbox"/> <b>No</b>	
<input type="checkbox"/> <b>Yes-casings covered</b>	Number of years that casings covered.      to      years
<input type="checkbox"/> <b>Yes-retreading covered</b>	Number of retreads covered.      to      retreads and/or Number of years that retreads covered.      to      years
<input type="checkbox"/> <b>Yes-other</b>	Describe:

III -28. **Retreading.**—Continued

(b) If you responded “Yes” to part (a), estimate the proportion of 2015 purchases with retreading warranties/guarantees.

<b>Source of purchases:</b>	<b>Share of 2015 purchases (percent)</b>
United States	_____ %
China	_____ %
All other sources	_____ %

(c) If you responded “Yes” to part (a), estimate of the additional price of a truck and bus tire with retreading warranties/guarantees relative to one without.

<b>Source of purchases:</b>	<b>Additional price (percent)</b>
United States	_____ to _____ percent
China	_____ to _____ percent
All other sources	_____ to _____ percent

III -29. **Product categories.**—

- (a) Is the U.S. truck and bus tires market divided into categories (e.g., Best/Better/Good; Tier 1/Tier 2/Tier 3; Flagship/Secondary/Mass-market)?

<b>No</b>	<input type="checkbox"/>	If no, please provide a description of how, if at all, the U.S. market for truck and bus tires can be categorized: _____
<b>Yes</b>	<input type="checkbox"/>	If yes, please describe each category and identify the producers and brands that belong in each category in the table below

	<b>Categories</b>	<b>Brands</b>	<b>Producers</b>	<b>Main distinguishing characteristics</b>
1.				
2.				
3.				
4.				
5.				

*If your firm answered “no” above, please skip to III-30.*

- (b) Please estimate the share of the total U.S. market for truck and bus tires for each category. Additionally, please report the share of your firm’s purchases of truck and bus tires for each category.

<b>Categories</b>	<b>Share of your firm’s 2015 purchases of truck and bus tires</b>
Category 1	%
Category 2	%
Category 3	%
Category 4	%
Category 5	%
<b>Total</b> (should sum to 100.0%)	0.0 %

- (c) Are truck and bus tires of different categories sold in direct competition, e.g., in the same stores, websites, to the same distributors, etc.?

<b>No</b>	<b>Yes</b>	<b>If yes, please describe.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

III -29. **Product categories.**—*Continued*

(d) Has your firm's purchases of truck and bus tires shifted between the categories since January 1, 2013?

No	Yes	If yes, please describe and quantify if possible.
<input type="checkbox"/>	<input type="checkbox"/>	

(e) Does the price of truck and bus tires in any one category influence the volume of your firm's purchases in another category? For example, do changes in the price of category three tires influence the volume of shipments of category one or two tires?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

(f) Does the price of truck and bus tires in any one category influence the price of your firm's purchases in another category? For example, do changes in the price of category three tires influence the price of shipments of category one or two tires?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

(g) Do your customers compare prices between truck and bus tires in different categories when making purchasing decisions?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III -30. **Branding.**—

(a) Does brand influence the price your firm is willing to pay for truck and bus tires?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

(b) How competitive are private-label tires with their name-brand counterparts? How do they compare in terms of quality and price?

Very competitive	Somewhat competitive	Not competitive	Explanation and factors
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(c) Does your firm purchase private label and branded truck and bus tires with the same specifications at different prices?

No	Yes	If yes, please explain and estimate price differences.
<input type="checkbox"/>	<input type="checkbox"/>	

III -31. **Radial and bias tire interchangeability.**— Are radial tires interchangeable with bias tires either with or without tubes?

Radial tires interchange with	Always	Frequently	Sometimes	Never	Do not know	Explanation and factors
Bias tube tires	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Bias tubeless tires	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**PART IV.—PRODUCT COMPARISONS**

IV-1. **Country knowledge.**--Please indicate the countries of origin for truck and bus tires for which your firm has actual marketing/pricing knowledge.

United States	China	All other import sources	Other countries (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-2. **Interchangeability.**--Are truck and bus tires 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	All other sources
United States		
China		
For any country-pair producing truck and bus tires, identify the country-pair and explain the factors that limit or preclude interchangeable use:		

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

Please indicate A, F, S, N, or O 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

O = *no familiarity* with products from a specified country-pair

Country-pair	China	All other sources
United States		
China		
For any country-pair for which factors other than price, identify the country-pair and report the advantages or disadvantages imparted by such factors:		



IV-4. **Country preferences.**--Do you or your customers ever specifically order truck and bus tires from one country in particular over other possible sources of supply?

No	Yes	If yes, identify the countries and explain.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Availability of merchandise.**--Are certain grades/types/sizes of truck and bus tires only available from certain country sources?

No	Yes	If yes, please identify the countries and the grade/type/size.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-6. **Choice of product not based on price.**--If you purchased truck and bus tires from one country source although a comparable product was available from another country source at a lower price, please explain your reasons for doing so (please specify by country).

--

IV-7. **Factor country comparisons.**--For the factors listed below, please rate how truck and bus tires produced in each country you identified in your response to the first question in Part IV compares with truck and bus tires produced in each of the other countries you identified.

***If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.***

Factor	Product from <u>United States</u> compared to product from <u>China</u>			Product from <u>United States</u> compared to product from <u>all other sources (AOS)</u>			Product from <u>China</u> compared to product from <u>All other sources (AOS)</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cost over the lifetime of the tire	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cost per mile	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Retreadability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Warranty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

IV-8. **Minimum quality.**--How often does truck and bus tires from the following countries meet minimum quality specifications for your uses or your customers' uses?

<b>Source</b>	<b>Always</b>	<b>Usually</b>	<b>Sometimes</b>	<b>Rarely or never</b>	<b>Don't know</b>
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-9. **Other explanations.**--If your firm would like to further explain a response to any question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

--

## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website

at: [https://www.usitc.gov/investigations/701731/2016/truck\\_and\\_bus\\_tires\\_china/final.htm](https://www.usitc.gov/investigations/701731/2016/truck_and_bus_tires_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.

- **Upload via Secure Drop Box.**—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:** **TIRES**

- **E-mail.**—E-mail the MS Word questionnaire to Michele.breaux@usitc.gov; include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

**If your firm does not purchase 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, it 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.