

Section 232 Investigation of Imports of Mobile Cranes on the National Security



SCOPE OF ASSESSMENT

The U.S. Department of Commerce, Bureau of Industry and Security (BIS), Office of Technology Evaluation (OTE), is conducting a survey of U.S. mobile crane production. The survey results will be used to support an ongoing investigation of the effect of imports of mobile cranes and their associated subassemblies on U.S. national security initiated under Section 232 of the Trade Expansion Act of 1962, as amended.

The principal goal of this survey is to assist the U.S. Department of Commerce in determining whether mobile cranes are being imported into the United States in such quantities or under such circumstances as to threaten to impair the national security. Information collected will include facilities and production data, imports and exports, supply chain networks, customers, sales and demand data, employment information, conditions of domestic and global competition, research and development, and other factors. The resulting data will provide the U.S. Department of Commerce detailed information on the U.S. mobile crane industry that is otherwise not publicly available and needed to effectively conduct this Section 232 investigation.

RESPONSE TO THIS SURVEY IS REQUIRED BY LAW

A response to this survey is required by law (50 U.S.C. Sec. 4555). Failure to respond can result in a maximum fine of \$10,000, imprisonment of up to one year, or both. Information furnished herewith is deemed confidential and will not be published or disclosed except in accordance with Section 705 of the Defense Production Act of 1950, as amended (50 U.S.C. Sec. 4555). Section 705 prohibits the publication or disclosure of this information unless the President determines that its withholding is contrary to the national defense. Information will not be shared with any non-government entity, other than in aggregate form. The information will be protected pursuant to the appropriate exemptions from disclosure under the Freedom of Information Act (FOIA), should it be the subject of a FOIA request.

Notwithstanding any other provision of law, no person is required to respond to nor shall a person be subject to a penalty for failure to comply with a collection of information subject to the requirements of the Paperwork Reduction Act unless that collection of information displays a currently valid OMB Control Number.

BURDEN ESTIMATE AND REQUEST FOR COMMENT

Public reporting burden for this collection of information is estimated to average 10 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information to BIS Information Collection Officer, Room 6883, Bureau of Industry and Security, U.S. Department of Commerce, Washington, D.C. 20230, and to the Office of Management and Budget, Paperwork Reduction Project (OMB Control No. 0694-0120), Washington, D.C. 20503.

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III. General Instructions

A.	<p>Your organization is required to complete this survey of U.S. mobile crane production, which can be downloaded from the BIS website as an Excel document: TBD</p> <p>If you are unable to download the survey document, at your request, BIS survey support staff will e-mail the Excel survey template directly to you.</p> <p>For your convenience, a PDF version of the survey and required drop-down content is available on the BIS website to aid internal data collection. DO NOT SUBMIT the PDF version of the survey as your response to BIS. Should this occur, your organization will be required to resubmit the survey in the requested Excel format.</p>
B.	<p>Respond to every question. Surveys that are not fully completed will be returned for completion. Use the comment boxes to provide any information to supplement responses provided in the survey form. Make sure to record a complete answer in the space provided, even if the space does not appear to expand to fit all of the information. This is a comprehensive survey of mobile crane and mobile crane subassemblies production. As such, some questions may not be relevant to your organization. Read each question carefully to ensure its applicability to your organization.</p> <p>DO NOT CUT AND PASTE RESPONSES WITHIN THIS SURVEY OR PASTE IN RESPONSES FROM OUTSIDE THE SURVEY. Survey inputs should be completed by typing in responses or by using a drop-down menu. The use of cut and paste can corrupt the survey template. If your survey response is corrupted as a result of cut and paste response, your survey will be rejected and your organization must immediately resubmit the survey.</p>
C.	<p>Do not disclose any USG classified information in this survey form.</p>
D.	<p>Upon completion of the survey, final review, and certification, transmit the survey document via e-mail to: Mobilecranes232@bis.doc.gov</p>
E.	<p>Questions related to the survey should be directed to BIS survey support staff at Mobilecranes232@bis.doc.gov.</p> <p>E-mail is the preferred method of contact.</p> <p>You may speak with a member of the BIS survey support staff by calling (202) 482-0194.</p>
F.	<p>For questions related to the overall scope of this Section 232 Investigation, contact Mobilecranes232@bis.doc.gov or:</p> <p>Jason D. Bolton Program Manager, Industrial Studies BIS/Export Administration/Office of Technology Evaluation 1401 Constitution Avenue, NW, Room 1093 Washington, DC 20230</p> <p>DO NOT submit completed surveys to Mr. Bolton's postal or personal e-mail address. All surveys must be submitted electronically to: Mobilecranes232@bis.doc.gov</p>

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IV. Definitions	
Term	Definition
All-Terrain Cranes	A hybrid mobile crane, which combines the road ability of a truck-mounted crane with the on-site maneuverability of a rough terrain crane. These cranes can drive on public roads and may be used to access all types of job sites with their all-wheel steering. All terrain cranes are generally outfitted with outriggers for stability.
Applied Research	A systematic study to gain knowledge or understanding necessary to determine the means by which a recognized and specific need may be met. This activity includes work leading to the production of useful materials, devices, and systems or methods, including design, development, and improvement of prototypes and new processes.
Authorizing Official	An executive officer of the organization or business unit or another individual who has the authority to execute this survey on behalf of the organization.
Basic Research	A systematic, scientific study directed toward greater knowledge or understanding of the fundamental aspects of phenomena and of observable facts.
Boom Truck Cranes	These mobile cranes are cranes mounted on a commercial truck chassis. Boom truck cranes are typically produced in two different configurations, stand-up or sit-down. Stand-up boom trucks allow the operator to operate the crane from an outside control station or via remote control. Sit-down boom truck cranes have a cab for the operator to sit in and operate the crane.
Capacity Utilization Rate	An operational metric for facilities expressed as a percentage that shows their aggregate productive capacity.
Capital Expenditures	Investments made by an organization in buildings, equipment, property, and systems where the expense is depreciated. This does not include expenditures for consumable materials, other operating expenses, and salaries associated with normal business operations.
Critical Infrastructure	Sectors whose assets, systems, and networks, whether physical or virtual, are considered so vital to the United States that their incapacitation or destruction would have a debilitating effect on security, national economic security, national public health and safety, or any combination thereof.
Customer	Any organization (external or internal entity) for which your organization manufactures/processes any product comprised of, or containing, steel in any form.
Development (product/process)	A system of defined steps and tasks such as strategy, organization, concept generation, marketing plan creation, evaluation, and commercialization of a new product. It is a cycle by means of which an innovative firm routinely converts ideas into commercially viable goods or services.
Defense Priorities and Allocations System (DPAS)	The purpose of DPAS is to assure the timely availability of industrial resources to meet current national defense and emergency preparedness program requirements and to provide an operating system to support rapid industrial response in a national emergency. The Defense Production Act of 1950 authorized the President to require preferential treatment of national defense programs.
Exports	Shipments to destinations outside the United States.
Facility	A building or the minimum complex of buildings or parts of buildings that conduct steel production, in which an organization operates to serve a particular function, producing revenue, and incurring costs for the company. A facility may produce an item of tangible or intangible property or may perform a service. It may encompass a floor or group of floors within a building, a single building, or a group of buildings or structures. Often, a facility is a group of related locations at which organization employees work, together constituting a profit-and-loss center for the company, and it may be identified by a unique Data Universal Numbering System (DUNS) number.
Full Time Equivalent (FTE) Employees	Employees who work for 40 hours in a normal work week. Convert part-time employees into "full time equivalents" by taking their work hours as a fraction of 40 hours.
Full Time Equivalent (FTE) Contractors	Contractors who work for 40 hours in a normal work week. Convert part-time contractors into "full time equivalents" by taking their work hours as a fraction of 40 hours.

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Global Headquarters	A location that serves as the organization's hub of worldwide operations with all global branches or divisions reporting to it.
Harmonized Tariff Schedule (HTS)	A 10-digit numbering system that classifies a good based on its name, use, and/or the material used in its construction. The number provides Customs and Border Protection (CBP) with a standardized method of tracking all merchandise imported into the United States and sets out the tariff rates and statistical categories.
Import Value	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).
Industrial "Carry Deck" Cranes	These mobile cranes normally feature a telescoping boom and generally have a flat deck to allow the crane to pick and carry smaller loads.
Inventory	The goods or materials an organization holds for its own use or for the ultimate goal of sale.
Lattice Boom Crawler Cranes	These mobile cranes have their boom mounted on an undercarriage fitted with a set of crawler tracks to provide stability and mobility.
Mobile Cranes	A crane is a large machine used for moving heavy objects by suspending them from a projecting arm or beam. Cranes are generally equipped with a hoist rope, wire rope, or chains that can lift and lower materials and move them horizontally. Cranes subject of this survey can be mounted on wheels or treads and are therefore, mobile. There are three HTS codes regarding mobile cranes that are featured in this survey: 8426.41.00 (mobile cranes on tires) and 8426.49.00 (mobile cranes not on tires), and 8705.10.00 (mobile cranes).
Mobile Crane Subassemblies	Mobile crane subassemblies are the parts and components that comprise the lower works, upper works, superstructures, carrier, etc. of mobile cranes. These subassemblies are imported/exported to the U.S. under HTS code 8431.49.10.
Non-U.S. Facility	A facility that is physically located outside of the United States.
OEM	Original Equipment Manufacturer.
Organization	A company, firm, laboratory, or other entity that owns or controls one or more U.S. establishment or facility capable of designing and/or manufacturing steel products.
Product Development	Conceptualization and development of steel product or steel production techniques prior to the production of the product for customers (i.e., utilities, governmental agencies, etc.).
Production	The process of transforming inputs (raw materials, semi-finished goods, subassemblies, ideas, information, knowledge) into goods or services.
Research & Development (R&D)	Basic and applied research in the engineering sciences, as well as design and development of prototype products and processes. Efforts that an organization conducts towards innovating, introducing and/or improving products and processes.
Rough Terrain Cranes	These mobile cranes have a boom mounted on an undercarriage that sits on four rubber tires and is designed for off-road use or pick and carry operations. Typically, rough terrain cranes are produced with outriggers that are used to level and stabilize the crane for hoisting heavy objects.
Sales	All reported and unreported sales of subject products, including sales to end-users, producers, financial entities, intermediaries, traders, distributors, et al.
Supplier	An entity from which your organization obtains inputs, which may be goods or services. A supplier may be another organization with which you have a contractual relationship, or it may be another facility owned by the same parent organization.
Telescopic Crawler Cranes	Versatile cranes which can lift and telescope high loads, and do not need to be supported on outriggers. They are known to be more flexible than lattice boom crawler cranes and the boom length can be adjusted very quickly.
Truck-mounted Crane	These mobile cranes typically consist of two parts: the carrier, often called the lower works, and the lifting component that includes the boom, called the upper works. Both sections are coupled together through a turntable, which allows the upper works to swing from side to side. Truck-mounted mobile cranes can drive on public roads.
United States (U.S.)	The "United States" or "U.S." includes the 50 states, the District of Columbia, Puerto Rico, Guam, America Samoa, the U.S. Virgin Islands, and the Northern Mariana Islands.
U.S. Government (USG)	Used to designate programs conducted or executed by a United States Government agency.
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1. Organization Information

Provide the following information for your organization

Organization Name	
Street Address	
City	
State	
ZIP Code	
Country of Global Headquarters	
U.S. Point of Contact Name	
U.S. Point of Contact Email	
U.S. Point of Contact Phone	

Is this organization owned, in whole or in part, by any private or government entity? Indicate Yes/No, then identify the entities below, if applicable. List entities with at least 5% ownership.

Entity Name	Global Headquarters Street Address	Global Headquarters City	Global Headquarters State/Province	Global Headquarters Country	Ownership %

For the listed mobile crane-related activities, record the number of facilities your organization owns that conduct these activities. If one facility does more than one of the listed activities, count it in each category.

Activities	Number of U.S. Facilities	Number of Non-U.S. Facilities
Mobile Crane Distributor		
Mobile Crane Integration/Kit Assembly		
Mobile Crane Maintenance/Service Provider		
Mobile Crane Manufacturing (including Design, Fabrication, Forging and Casting, etc.)		
Mobile Crane Rental Provider		
Mobile Crane Subassembly Parts Producer/Provider		
Other (Specify)		
Other (Specify)		

Identify the number of facilities, including standby/idle, currently operated by your organization that manufacture or distribute any of the identified products. Duplicate the facility for each relevant product category, where necessary.

Subject Products	Number of U.S. Facilities	Number of Non-U.S. Facilities
All-Terrain Cranes		
Boom Truck Cranes		
Industrial "Carry Deck" Cranes		
Lattice Boom Crawler Cranes		
Rough Terrain Cranes		
Telescopic Crawler Cranes		
Truck-mounted Cranes		
Mobile Crane Subassemblies		
Other (specify)		
Comments:		

Identify the subject products that your organization currently imports and exports.

Subject Products By HTS Subheading	Imports	Exports
	Import Only	Export Only
8426.41.0005 (Trucks fitted with a crane)		
8426.41.0010 (Cable operated derrick etc., on tires)		
8426.41.0090 (Ship's derricks, etc., other, on tires)	Import and Source Domestically	Export and Sell Domestically
8426.49.0010 (Cable operated ships' derricks, etc., other)	Do Not Import	Do Not Export
8426.49.0090 (Ships' derricks other, self-propelled)		
8431.49.1060 (Machine parts f/straddle carriers, mobile lifting frames, etc.)		
8431.49.1090 (Machinery parts other of subheading 8426)		
8705.10.0010 (Special purpose motor vehicle: mobile crane operated by cable)		
8705.10.0050 (Special purpose motor vehicle: other mobile crane)		
Other		
Comments:		

2. Facility Information

Identify the total number of facilities that your organization operates involved in the manufacture, assembly, distribution, or rental of mobile cranes or their subassemblies:

List your organization's mobile cranes and mobile cranes subassemblies manufacture, assembly, distribution, or rental facilities, identifying each facility's name, city, state (if applicable), country, scope of work (dropdown), and any expected change in operations (e.g. expansion, worker layoffs, etc.) from 2020 - 2025. If the facility produces mobile cranes or mobile crane subassemblies, report the 2019 production volume in units.

	U.S./non-U.S. Facility Name	Status: Operational; Idle; Standby (and estimate % of operational status)	City	Country	Principal Scope of Work	Expected Change 2020 - 2025	2019 Production Volume of Mobile Cranes, in Units (if applicable); enter 0 if not applicable.
1		Operational			All-Terrain Cranes	Closure	
2		Idle			Boom Truck Cranes	Relocation	
3		Standby			Industrial "Carry Deck" Cranes	Contraction	
4					Lattice Boom Crawler Cranes	Expansion	
5					Rough Terrain Cranes	Significant Modernization	
6					Telescopic Crawler Cranes	Transfer/Sale	
7					Truck-mounted Cranes	Other	
8					Mobile Crane Subassemblies		
9					Other		
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If any of your U.S./non-U.S. facilities will be closing from 2020 - 2025, provide the reasons:

List your organization's mobile cranes and mobile cranes subassemblies manufacture, assembly, distribution, or rental facilities that closed between 2015 - 2019, identifying each facility's name, city, state (if applicable), country, scope of work (dropdown), and the reason for the facility closure (dropdown).

	U.S./non-U.S. Facility Name	City	Country	Principal Scope of Work	Primary Reason for Plant Closure
1				All-Terrain Cranes	Contraction
2				Boom Truck Cranes	Facility Consolidation
3				Industrial "Carry Deck" Cranes	Market Changes
4				Lattice Boom Crawler Cranes	Streamline Operations
5				Rough Terrain Cranes	Transfer/Sale
6				Telescopic Crawler Cranes	Other
7				Truck-mounted Cranes	
8				Mobile Crane Subassemblies	
9				Other	
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19					
20					

Comments:

3. Operations, Production, and Pricing Unit Cost

For the years 2015 - 2019 and 2020 YTD (July), per type of mobile crane product, provide the units produced, mobile crane type produced per year (as a percentage of overall mobile crane production), the average production cost (increments of \$1000), and the facility capacity utilization rate (percentage).
 If your organization does not produce mobile cranes or mobile crane subassemblies, you may proceed to the next tab.

	Type of Mobile Crane Product	2015				2016				2017				2018				2019				2020 (YTD July)				
		Units	Mobile Crane Type Produced per Year (as a percentage of overall mobile crane production)	Average Production Cost of Crane Product (\$1000s)	Facility Capacity Utilization Rate per Mobile Crane Product Produced (percentage)	Units	Mobile Crane Type Produced per Year (as a percentage of overall mobile crane production)	Average Production Cost of Crane Product (\$1000s)	Facility Capacity Utilization Rate per Mobile Crane Product Produced (percentage)	Units	Mobile Crane Type Produced per Year (as a percentage of overall mobile crane production)	Average Production Cost of Crane Product (\$1000s)	Facility Capacity Utilization Rate per Mobile Crane Product Produced (percentage)	Units	Mobile Crane Type Produced per Year (as a percentage of overall mobile crane production)	Average Production Cost of Crane Product (\$1000s)	Facility Capacity Utilization Rate per Mobile Crane Product Produced (percentage)	Units	Mobile Crane Type Produced per Year (as a percentage of overall mobile crane production)	Average Production Cost of Crane Product (\$1000s)	Facility Capacity Utilization Rate per Mobile Crane Product Produced (percentage)	Units	Mobile Crane Type Produced per Year (as a percentage of overall mobile crane production)	Average Production Cost of Crane Product (\$1000s)	Facility Capacity Utilization Rate per Mobile Crane Product Produced (percentage)	
A.	1	All Terrain Cranes																								
	2	Boom Truck Cranes																								
	3	Industrial "Carry Deck" Cranes																								
	4	Lattice Boom Crawler Cranes																								
	5	Rough Terrain Cranes																								
	6	Telescopic Crawler Cranes																								
	7	Truck mounted Cranes																								
	8	Mobile Crane Subassemblies																								
	9	Other (Finished Units)																								
	10	Total (Must Equal 100%)	0	0%		0%	0	0%		0%	0	0%		0%	0	0%		0%	0	0%		0%	0	0%		0%

For the section B. below, please list the lift capacity or load rating (tons) per crane type your company produces and provide an explanation in the adjacent column. Second, list the lift range (meters) per crane type your company produces and provide an explanation in the adjacent column.

	Type of Mobile Crane Product	Lift Capacity/Load Rating (tons)	Explain Lift Capacity/Load Rating	Lift Range (meters)	Explain Lift Range
B.	1	All Terrain Cranes			
	2	Boom Truck Cranes			
	3	Industrial "Carry Deck" Cranes			
	4	Lattice Boom Crawler Cranes			
	5	Rough Terrain Cranes			
	6	Telescopic Crawler Cranes			
	7	Truck mounted Cranes			
	8	Other (Finished Units)			
Comments:					

4. Exports

If your company exported mobile cranes or mobile crane subassemblies from the U.S. between 2015-2020, please identify the top ten destination countries of export by total volume (2015-2020). If no exports for the specific year, indicate in the box with a "0."

If your company did not export mobile cranes or mobile crane subassemblies from the U.S. between 2015-2020, please select the appropriate dropdown in the box to the right.

8426.41.0005 (Trucks fitted with a crane) (Units)						
Country of Export	2015	2016	2017	2018	2019	2020 YTD (July)
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

8426.41.0010 (Cable operated derrick, etc., on tires) (Units)						
Country of Export	2015	2016	2017	2018	2019	2020 YTD (July)
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

8426.41.0090 (Ship's derricks, etc., other, on tires) (Units)						
Country of Export	2015	2016	2017	2018	2019	2020 YTD (July)
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

8426.49.0010 (Cable operated ships' derricks, etc., other) (Units)						
Country of Export	2015	2016	2017	2018	2019	2020 YTD (July)
1						
2						
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10						

8426.49.0090 (Ship's derricks other, self-propelled) (Units)						
Country of Export	2015	2016	2017	2018	2019	2020 YTD (July)
1						
2						
3						
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7						
8						
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10						

8431.49.1060 (Machine parts f/straddle carriers, mobile lifting frames, etc.) (Units)						
Country of Export	2015	2016	2017	2018	2019	2020 YTD (July)
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

8431.49.1090 (Machinery parts other of subheading 8426) (Units)						
Country of Export	2015	2016	2017	2018	2019	2020 YTD (July)
1						
2						
3						
4						
5						
6						
7						
8						
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10						

8705.10.0010 (Special purpose motor vehicle: mobile crane operated by a cable) (Units)						
Country of Export	2015	2016	2017	2018	2019	2020 YTD (July)
1						
2						
3						
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10						

8705.10.0050 (Special purpose motor vehicle: other mobile crane) (Units)						
Country of Export	2015	2016	2017	2018	2019	2020 YTD (July)
1						
2						
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5						
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Other (Units)
 *If you exported mobile crane or mobile crane subassembly products under a different HTS code, please complete this section and specify the HTS code(s) in the comments box.

Other (Units)						
Country of Export	2015	2016	2017	2018	2019	2020 YTD (July)
1						
2						
3						
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10						

5. Imports

If your company imported mobile cranes or mobile crane subassemblies from the U.S. between 2015-2020, please identify the top ten destination countries of import by total volume (2015-2020). If no imports for the specific year, indicate in the box with a "0."

If your company did not import mobile cranes or mobile crane subassemblies to the U.S. between 2015-2020, please select the appropriate dropdown in the box to the right.

8426.41.0005 (Trucks fitted with a crane) (Units)							
	Country of Import	2015	2016	2017	2018	2019	2020 YTD (July)
1							
2							
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8							
9							
10							

8426.41.0010 (Cable operated derrick, etc., on tires) (Units)							
	Country of Import	2015	2016	2017	2018	2019	2020 YTD (July)
1							
2							
3							
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6							
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8							
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8426.41.0090 (Ship's derricks, etc., other, on tires) (Units)							
	Country of Import	2015	2016	2017	2018	2019	2020 YTD (July)
1							
2							
3							
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5							
6							
7							
8							
9							
10							

8426.49.0010 (Cable operated ship's derricks, etc., other) (Units)							
	Country of Import	2015	2016	2017	2018	2019	2020 YTD (July)
1							
2							
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8426.49.0090 (Ship's derricks other, self-propelled) (Units)							
	Country of Import	2015	2016	2017	2018	2019	2020 YTD (July)
1							
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9							
10							

8431.49.1060 (Machine parts f/straddle carriers, mobile lifting frames, etc.) (Units)							
	Country of Import	2015	2016	2017	2018	2019	2020 YTD (July)
1							
2							
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8							
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8431.49.1090 (Machinery parts other of subheading 8426) (Units)							
	Country of Import	2015	2016	2017	2018	2019	2020 YTD (July)
1							
2							
3							
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7							
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8705.10.0010 (Special purpose motor vehicle: mobile crane operated by a cable) (Units)							
	Country of Import	2015	2016	2017	2018	2019	2020 YTD (July)
1							
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8705.10.0050 (Special purpose motor vehicle: other mobile crane) (Units)							
	Country of Import	2015	2016	2017	2018	2019	2020 YTD (July)
1							
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Other (Units)
 *If you imported mobile crane or mobile crane subassembly products under a different HTS code, please complete this section and specify the HTS code(s) in the comments box.

	Country of Import	2015	2016	2017	2018	2019	2020 YTD (July)
1							
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6. Rental/Rentee Information

Has your organization rented, or owned and rented mobile cranes to other organizations between 2015-2020 in the United States? If yes, please complete sections A & B as applicable below. If no, please enter "No" and proceed to the next tab.

You/No

Has your organization owned and rented cranes to other organizations between 2015-2020 in the United States? If yes, please complete section A. If your organization did not own but still rented out mobile cranes to other organizations in the United States, please complete section A. If your organization rented mobile cranes from other organizations between 2015-2020 in the United States, please answer "No" and proceed to section B.

You/No

	Mobile Crane Model Name/Number	Mobile Crane Original Manufacturer Name	Type of Mobile Crane	Lift Capacity (Range, Tons)	Lift Range (Range, Meters)	Average Age When Integrated into the Fleet (Years)	Average Lifetime Before Retiring from the Fleet (Years)	Number of Mobile Cranes Owned							
								2015	2016	2017	2018	2019	2020 YTD (Date)		
1			All Terrain Cranes												
2			Boom Truck Cranes												
3			Industrial "Carry Deck" Cranes												
4			Lattice Boom Crawler Cranes												
5			Rough Terrain Cranes												
6			Telescopic Crawler Cranes												
7			Truck-mounted Cranes												
8			Other												
9															
10															
11															
12															
13															
14															
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41															
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46															
47															
48															
49															
50															
Comments:															

Has your organization rented mobile cranes from another organization between 2015-2020 in the United States? If yes, please complete section B. If no, please answer "No" and complete section A if applicable. If you have answered "No" to both sections A & B, please answer "No" at the top of the page and proceed to the next tab.

You/No

	Mobile Crane Model Name/Number	Mobile Crane Original Manufacturer Name	Type of Mobile Crane	Lift Capacity (Range, Tons)	Lift Range (Range, Meters)	Average Length of Rental Agreement (Months)	Average Cost of Rental Agreement (\$/Month)	Number of Mobile Cranes Rented							
								2015	2016	2017	2018	2019	2020 YTD (Date)		
1			All Terrain Cranes												
2			Boom Truck Cranes												
3			Industrial "Carry Deck" Cranes												
4			Lattice Boom Crawler Cranes												
5			Rough Terrain Cranes												
6			Telescopic Crawler Cranes												
7			Truck-mounted Cranes												
8			Other												
9															
10															
11															
12															
13															
14															
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42															
43															
44															
45															
46															
47															
48															
49															
50															
Comments:															

For each product category involving purchases by your organization from 2015-2020, including both U.S. and import purchases, but excluding purchases from non-U.S. locations where the product did not physically enter the U.S., record all header criteria describing said procurements from your top 10 suppliers of the respective mobile crane product type. Record in Thousands USD, e.g. \$12,000,000 = entry input of 12. Note: please do not record volumes amount to \$1,000 increments.

If your company is an Original Equipment Manufacturer (OEM) and does not source any finished mobile crane or mobile crane subassembly unit from another location, please indicate in the box to the right, if you answered "Yes," please proceed to section H, and complete the "Sub-assembly Parts/Components (Finished Units)" section.

All-Terrain Cranes (Finished Units)

Identify your total number of suppliers for this product category, if none, input 0.

	Supplier Name (in descending order by period volume)	Country of Fabrication	Single/sole source?	2015		2016		2017		2018		2019		2020 YTD (July)	
				Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1															
2															
3															
4															
5															
6															
7															
8															
9															
10															

Boom Truck Cranes (Finished Units)

Identify your total number of suppliers for this product category, if none, input 0.

	Supplier Name (in descending order by period volume)	Country of Fabrication	Single/sole source?	2015		2016		2017		2018		2019		2020 YTD (July)	
				Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1															
2															
3															
4															
5															
6															
7															
8															
9															
10															

Industrial "Carry Deck" Cranes (Finished Units)

Identify your total number of suppliers for this product category, if none, input 0.

	Supplier Name (in descending order by period volume)	Country of Fabrication	Single/sole source?	2015		2016		2017		2018		2019		2020 YTD (July)	
				Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1															
2															
3															
4															
5															
6															
7															
8															
9															
10															

Lattice Boom Crawler Cranes (Finished Units)

Identify your total number of suppliers for this product category, if none, input 0.

	Supplier Name (in descending order by period volume)	Country of Fabrication	Single/sole source?	2015		2016		2017		2018		2019		2020 YTD (July)	
				Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1															
2															
3															
4															
5															
6															
7															
8															
9															
10															

Rough Terrain Cranes (Finished Units)

Identify your total number of suppliers for this product category, if none, input 0.

	Supplier Name (in descending order by period volume)	Country of Fabrication	Single/sole source?	2015		2016		2017		2018		2019		2020 YTD (July)	
				Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1															
2															
3															
4															
5															
6															
7															
8															
9															
10															

Telescopic Crawler Cranes (Finished Units)

Identify your total number of suppliers for this product category, if none, input 0.

	Supplier Name (in descending order by period volume)	Country of Fabrication	Single/sole source?	2015		2016		2017		2018		2019		2020 YTD (July)	
				Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1															
2															
3															
4															
5															
6															
7															
8															
9															
10															

Truck-mounted Cranes (Finished Units)

Identify your total number of suppliers for this product category, if none, input 0.

	Supplier Name (in descending order by period volume)	Country of Fabrication	Single/sole source?	2015		2016		2017		2018		2019		2020 YTD (July)	
				Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1															
2															
3															
4															
5															
6															
7															
8															
9															
10															

Sub-assembly Parts/Components (Finished Units)

Identify your total number of suppliers for this product category, if none, input 0.

	Supplier Name (in descending order by period volume)	Country of Fabrication	Single/sole source?	2015		2016		2017		2018		2019		2020 YTD (July)	
				Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1															
2															
3															
4															
5															
6															
7															
8															
9															
10															

Other (Finished Units)

Identify your total number of suppliers for this product category, if none, input 0.

	Supplier Name (in descending order by period volume)	Country of Fabrication	Single/sole source?	2015		2016		2017		2018		2019		2020 YTD (July)	
				Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1															
2															
3															
4															
5															
6															
7															
8															
9															
10															

Comments: _____

B. Customers

For each product category providing shipments to your organization from 2013-2020, including U.S. interior and U.S. export shipment but excluding shipments from non-U.S. locations, record all header orders for your top 30 customers of the respective mobile crane product type. Record 1 in Thousands USD, e.g. \$12,000.00 = survey input of \$12. Note: Please do not record volume amount in \$1,000 increments.

All-Terrain Cranes (Finished Units)														
Identify your total number of customers for this product category, if none, input 0.														
Customer Name (in descending order by period volume)	Customer Country	Primary Customer Type	2015		2016		2017		2018		2019		2020 YTD (July)	
			Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1		Original Equipment Manufacturer (OEM)												
2		Distributor												
3		Renter												
4														
5														
6														
7														
8														
9														
10														

Boom Truck Cranes (Finished Units)														
Identify your total number of customers for this product category, if none, input 0.														
Customer Name (in descending order by period volume)	Customer Country	Primary Customer Type	2015		2016		2017		2018		2019		2020 YTD (July)	
			Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1		Original Equipment Manufacturer (OEM)												
2		Distributor												
3		Renter												
4														
5														
6														
7														
8														
9														
10														

Industrial "Carry Deck" Cranes (Finished Units)														
Identify your total number of customers for this product category, if none, input 0.														
Customer Name (in descending order by period volume)	Customer Country	Primary Customer Type	2015		2016		2017		2018		2019		2020 YTD (July)	
			Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1		Original Equipment Manufacturer (OEM)												
2		Distributor												
3		Renter												
4														
5														
6														
7														
8														
9														
10														

Lattice Boom Crawler Cranes (Finished Units)														
Identify your total number of customers for this product category, if none, input 0.														
Customer Name (in descending order by period volume)	Customer Country	Primary Customer Type	2015		2016		2017		2018		2019		2020 YTD (July)	
			Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1		Original Equipment Manufacturer (OEM)												
2		Distributor												
3		Renter												
4														
5														
6														
7														
8														
9														
10														

Rough Terrain Cranes (Finished Units)														
Identify your total number of customers for this product category, if none, input 0.														
Customer Name (in descending order by period volume)	Customer Country	Primary Customer Type	2015		2016		2017		2018		2019		2020 YTD (July)	
			Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1		Original Equipment Manufacturer (OEM)												
2		Distributor												
3		Renter												
4														
5														
6														
7														
8														
9														
10														

Telescopic Crawler Cranes (Finished Units)														
Identify your total number of customers for this product category, if none, input 0.														
Customer Name (in descending order by period volume)	Customer Country	Primary Customer Type	2015		2016		2017		2018		2019		2020 YTD (July)	
			Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1		Original Equipment Manufacturer (OEM)												
2		Distributor												
3		Renter												
4														
5														
6														
7														
8														
9														
10														

Truck-mounted Cranes (Finished Units)														
Identify your total number of customers for this product category, if none, input 0.														
Customer Name (in descending order by period volume)	Customer Country	Primary Customer Type	2015		2016		2017		2018		2019		2020 YTD (July)	
			Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1		Original Equipment Manufacturer (OEM)												
2		Distributor												
3		Renter												
4														
5														
6														
7														
8														
9														
10														

Subassemblies/Parts/Components (Finished Units)														
Identify your total number of customers for this product category, if none, input 0.														
Customer Name (in descending order by period volume)	Customer Country	Primary Customer Type	2015		2016		2017		2018		2019		2020 YTD (July)	
			Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1		Original Equipment Manufacturer (OEM)												
2		Distributor												
3		Renter												
4														
5														
6														
7														
8														
9														
10														

Other (Finished Units)														
Identify your total number of customers for this product category, if none, input 0.														
Customer Name (in descending order by period volume)	Customer Country	Primary Customer Type	2015		2016		2017		2018		2019		2020 YTD (July)	
			Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)	Volume	Value (\$000)
1		Original Equipment Manufacturer (OEM)												
2		Distributor												
3		Renter												
4														
5														
6														
7														
8														
9														
10														

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9. National Defense Support

A. Since 2015, has your organization directly supplied any of the subject product categories for incorporation into U.S. defense systems or related installations? If no, proceed to the next tab. If yes, complete sections B, C and D. Yes

Identify the U.S. Government agencies whose systems your organization has supported since 2015 with the supply of subject products.					
B.	U.S. Air Force	Yes	U.S. Coast Guard		Department of Transportation
	U.S. Army	No	Defense Logistics Agency		Department of Energy (including National Labs)
	U.S. Marine Corps	Unknown	General Services Administration		Other (Identify Agency)
	U.S. Navy		Department of Homeland Security		Other (Identify Agency)

In accordance with the header criteria, indicate which product categories you directly provide for U.S. defense systems, installations or known U.S. defense end uses.

	Product	Percentage of 2019 Sales Attributable to Defense Sales	Primary DOD ACAT/MDAP Supported, if known*	Comments
C.	1 All-Terrain Cranes			
	2 Boom Truck Cranes			
	3 Industrial "Carry Deck" Cranes			
	4 Lattice Boom Crawler Cranes			
	5 Rough Terrain Cranes			
	6 Telescopic Crawler Cranes			
	7 Truck-mounted Cranes			
	8 Mobile Crane Subassemblies			
	9 Other			

*U.S. Department of Defense Acquisition Category (ACAT) and Major Defense Acquisition Program (MDAP)

		DO Rated	DX Rated
D.	1 Since 2018, provide the number of priority rated contracts or orders under the Defense Priorities and Allocations System (DPAS) regulation (15 CFR part 700) that you have received by their level of priority (DO or DX). Indicate 0 if not applicable.		
	2 Since 2018, provide the number of priority rated contracts or orders you have placed with other entities by their level of priority.		
	3 Since 2018, indicate which of your subject product categories has most frequently received a priority rated contract or order.		

Comments:

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10. Critical Infrastructure Support

Describe your organization's support for each Critical Infrastructure Sector in accordance with the header criteria.

Definitions of each sector may be found at: <https://www.dhs.gov/cisa/critical-infrastructure-sectors>

Critical Infrastructure Sector	Sector Support	Primary Product Support	Primary Customer Associated with Sector/Product Support (If Known)	If you selected Yes, please provide an explanation of how your mobile cranes are used to support the sector or provide relevant examples.
Chemical Sector	Yes	All-Terrain Mobile Cranes		
Commercial Facilities Sector	No	Boom Truck Cranes		
Communications Sector		Industrial "Carry Deck" Cranes		
Critical Manufacturing Sector		Lattice Boom Crawler Cranes		
Dams Sector		Rough Terrain Cranes		
A. Defense Industrial Base Sector		Telescopic Crawler Cranes		
Emergency Services Sector		Truck-mounted Cranes		
Energy Sector		Mobile Crane Subassemblies		
Financial Services Sector		Other		
Food and Agriculture Sector				
Government and Facilities Sector				
Healthcare and Public Health Sector				
Information Technology Sector				
Nuclear Reactors, Materials, and Waste Sector				
Transportation Systems Sector				
Waste and Wastewater Systems Sector				

How have current market conditions involving the subject product categories affected your ability to meet current Critical Infrastructure Sector requirements?

B.

Do you recommend any actions by the U.S. Government to better facilitate your ability to meet current Critical Infrastructure Sector requirements?

C.

Comments:

BUSINESS CONFIDENTIAL - Per Section 705(d) of the Defense Production Act

11. Competition and Trade

Since 2019, by subject product category and in accordance with the header criteria, has there been a significant change in competition? Do not limit your organization's response to the categories in which you operate if you also have visibility into other product category imports.

Product Category	Change in Import Competition	Impact on Your Organization	Primary Future Source of Import Competition (Country)	Top Competitive Attribute of U.S. and/or non-U.S. Competitor	Explain
A. All-Terrain Cranes	Increase	Positive	Positive	Price	
Boom Truck Cranes	Decrease	Negative	Negative	Quality	
Industrial "Carry Deck" Cranes	No Change	Neutral	Neutral	Delivery	
Lattice Boom Crawler Cranes				Relationship	
Rough Terrain Cranes				Technical Specification	
Telescopic Crawler Cranes				Other	
Truck-mounted Cranes					
Subassemblies					
Other					

Identify the primary challenges/issues affecting your competitive position in the overall [U.S. and non-U.S.] subject product markets. Rank the leading 5 most significant challenges (1 being the most important issue/impact; 2 being the next most important issue/impact, etc.). Explain your response.

Challenge/Issue	Challenge Experienced?	Rank Top 5	Explain
1 Aging equipment, facilities, or infrastructure	Yes	1	
2 Aging workforce	No	2	
3 Counterfeit parts		3	
4 Cyber security		4	
5 Domestic competition		5	
6 Environmental regulations/remediation			
7 Export controls/ITAR & EAR			
8 Financing/credit availability			
9 Foreign competition			
10 Government acquisition process			
11 Government purchasing volatility			
12 Government regulatory burden			
13 Healthcare			
14 Industrial espionage - domestic			
15 Industrial espionage - foreign			
16 Input availability			
17 Intellectual property/patent infringement			
18 Labor availability/costs			
19 Natural disasters (including disease/quarantine)			
20 Obsolescence			
21 Pension costs			
22 Proximity to customers			
23 Proximity to suppliers			
24 Qualifications/certifications			
25 Quality of inputs			
26 R&D costs			
27 Reduction in USG demand			
28 Taxes			
29 Trade disputes/tariffs			
30 Worker/skills retention			
31 Foreign sourcing of personnel			
32 Trained crane operators			
33 Other (specify)			
34 Other (specify)			

Describe one of the five leading challenges/issues affecting your organization's competitive position in the U.S. and/or global marketplace for mobile cranes and associated subassemblies product categories. Then, describe in detail both how long and in what manner this leading challenge/issue has affected your competitive position in the marketplace.

Challenge/Issue	How long and in what manner has this affected your competitive position in the market for subject products? Describe.
1 (specify)	
2 How can the U.S. Government aid in the response to/mitigation of this challenge?	

Describe one of the top barriers to innovation for your organization in the U.S. and/or global marketplace for mobile cranes and associated subassemblies product categories.

Explain:	
----------	--

Domestic Operations and Factors	Yes/No	Explain
1 Does the United States currently have the mobile crane resources and associated subassemblies available to support U.S. national defense and critical infrastructure needs for the foreseeable future? If no, what actions do you believe are necessary to enhance U.S. critical infrastructure?		
2 Is your organization considering a change in any of your facilities operating flexibility to respond to market conditions?		
3 Have any U.S. regulatory regime changes in the last ten years impacted your organization's current competitiveness? Please list specific changes.		
4 Have mobile crane market conditions affected your organization's ability to obtain financing for operations to remain solvent?		
5 Has your organization had any issue with obsolete or counterfeit parts?		
Comments:		

12. Sales Information

Provide your facility/plant's U.S. and Non-U.S. annual sales information for 2015 - 2019, with an estimate for 2020. Then, indicate whether your 2021-2025 sales are expected to "increase," "decrease," or "remain the same," from the drop-down menu provided.

Note: Calendar year and Facility/Plant-level data is preferred.
 Note: [B. through C. Totals must equal 100%]

Source of Sales Data:																
Reporting Schedule:																
Annual Sales		2015		2016		2017		2018		2019		2020 YTD (July)		2021-2025*		
		U.S.	Non-U.S.	U.S.	Non-U.S.	U.S.	Non-U.S.	U.S.	Non-U.S.	U.S.	Non-U.S.	U.S.	Non-U.S.	U.S.	Non-U.S.	
A.	Total Sales, all Customers <i>[record in \$ Thousands, e.g. \$12,000.00 = survey input of \$12]</i>														Increase	Increase
B.	Total National Security/Critical Infrastructure Sales <i>(as a % of part A)</i>														Decrease	Decrease
C.	Total Commercial & All Other Sales <i>(as a % of part A)</i>														No Change	No Change
Total: (Must equal 100%)		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

Please provide your sales for each type of mobile crane/subassembly as a percentage of total sales (Both U.S. and Non-U.S.), whether newly manufactured or used, and if your location sells any associated subassemblies that help produce the finished mobile crane product. Sale percentages of "None," please indicate with a "0."

Then, indicate whether your 2021-2025 sales are expected to "increase," "decrease," or "remain the same," from the drop-down menu provided.

Percentage of Sales By Mobile Crane Type (New)		2015		2016		2017		2018		2019		2020 YTD (July)		2021-2025*		
		U.S.	Non-U.S.	U.S.	Non-U.S.	U.S.	Non-U.S.	U.S.	Non-U.S.	U.S.	Non-U.S.	U.S.	Non-U.S.	U.S.	Non-U.S.	
D.	All-Terrain Cranes														Increase	Increase
E.	Boom Truck Cranes														Decrease	Decrease
F.	Industrial "Carry Deck" Cranes														No Change	No Change
G.	Lattice Boom Crawler Cranes															
H.	Rough Terrain Cranes															
I.	Telescopic Crawler Cranes															
J.	Truck-mounted Cranes															
K.	Mobile Crane Subassemblies															
L.	Other															
Percentage of Sales By Mobile Crane Type (Used)																
M.	All-Terrain Cranes															
N.	Boom Truck Cranes															
O.	Industrial "Carry Deck" Cranes															
P.	Lattice Boom Crawler Cranes															
Q.	Rough Terrain Cranes															
R.	Telescopic Crawler Cranes															
S.	Truck-mounted Cranes															
T.	Mobile Crane Subassemblies															
U.	Other															
Total: (Must equal 100%)		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

* If data is not available, provide estimates.
 **"U.S." means U.S. domestic sales; "Non-U.S." means export sales from U.S. located facilities

Comments:

13. Financials

Record your organization's financial line items for 2015-2019 (2020 estimates are acceptable). BIS expects each subsection to be reported at the same source level.

Source of Income Statement Items:		Location					
Reporting Schedule:		Calendar Year					
Income Statement (Select Line Items)		Record \$ in Thousands, e.g. \$12,000.00 = survey input of \$12					
		2015	2016	2017	2018	2019	2020 YTD (July)
A.	Net Sales (and other revenue)						
B.	Cost of Sales / Cost of Goods Sold						
C.	Depreciation and Amortization						
D.	Total Operating Income (Loss)						
E.	Earnings Before Interest and Taxes						
F.	Net Income						
Source of Balance Statement Items:		Division/Business Unit					
Reporting Schedule:		Fiscal Year					
Balance Sheet (Select Line Items)		Record \$ in Thousands, e.g. \$12,000.00 = survey input of \$12					
		2015	2016	2017	2018	2019	2020 YTD (July)
A.	Cash						
B.	Inventories						
C.	Current Assets						
D.	Total Assets						
E.	Current Liabilities						
F.	Total Liabilities						
G.	Retained Earnings						
H.	Total Owner's Equity						
Source of Other Items:		Corporate/Whole Organization					
Reporting Schedule:		Calendar Year					
Other Select Items		Record \$ in Thousands, e.g. \$12,000.00 = survey input of \$12					
		2015	2016	2017	2018	2019	2020 YTD (July)
A.	Research & Development (R&D) Expenditure						
	¹ National Security/Critical Infrastructure-Related R&D Percentage (see Definitions tab)						
B.	Capital Expenditure (CapEx)						
	¹ National Security/Critical Infrastructure-Related CapEx Percentage (see Definitions tab)						
C.	Total Security Expenditures						
	¹ Cybersecurity Expenditures Percentage						
	² Physical Security Expenditures Percentage						
Comments:							

Data Confirmation
2019 Net Sales

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Source of Employment Items:		Location/Division/Business Unit/Corporate/Whole Organization					
Reporting Schedule:		Calendar Year/Fiscal Year					
		2015	2016	2017	2018	2019	2020 YTD
A	FTE Employees						
	FTE Contractors						
	Production Line FTE Employees or Contractors						
Identify the key workforce issues your organization has experienced or anticipates in the next five years in relation to the subject product categories.							
Issue		Timeframe		Explain			
Attracting Workers to Location		Engineers		Ongoing, Expected to Continue			
Employee Turnover		Information Technology Professionals		Past Only (Resolved)			
B	Finding Experienced Workers	Production Line Workers		Expected In Future			
	Finding Qualified Workers	Scientists		No or Not Applicable			
Finding U.S. Citizens		Testing Operators, QC, & Support Technicians					
Significant Portion of Workforce Retiring		Other					
Automation/Artificial Intelligence		None					
Other (specify)							
C For 2019, indicate the percentage of your organization's total operating costs represented by personnel-related expenditures.							
D. Describe any significant changes in the recruitment, hiring and/or retention of human capital as a consequence of recent market conditions.							
E. If you resumed operations at an idled, on standby or shutdown facility, do you reasonably anticipate being able to hire or rehire workers? Provide an estimate of how long it would take to restore requisite personnel levels in the Explain box.		Yes/No/Didn't Shutdown		Explain:			
Comments:							

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15. COVID-19 Impacts

Identify any impacts or actions resulting from the COVID-19 pandemic at your organization, ranking the three most significant impacts and three most important actions (1 being the most important impact/action; 2 being the next most important impact/action, etc.):

Impacts Experienced	-Yes/No-	Rank Top 3	Actions Taken	Short Term/ Long Term		Rank Top 3
				Short Term	Long Term	
Increased cost of materials	Yes	1	Reduce workforce	Short term		1
Inability to access work location	No	2	Increase online/remote work capabilities	Long Term		2
Inability to fulfill contracts		3	Seek government assistance			3
A. Reduced sales			Delay or reject new contracts			
Foreign supplier manufacturing delays			Begin to produce pandemic-related products			
Domestic supplier manufacturing delays			Increase use of domestic suppliers			
Increased demand			Reduce use of suppliers located in China			
Transportation-based disruptions			Reduce use of suppliers located outside the U.S. and China			
Financing difficulties			Increase inventories			
Labor shortages			Increase supplier redundancy			
Other			Other		(specify)	
Other			Other		(specify)	
<p>During the global economic downturn due to the coronavirus crisis that began at the end of 2019, describe cutbacks in global R&D spending, if any, by R&D activity type and the percentage of decline in global R&D expenditures compared to 2016 - 2018.</p>						
<p>Did the coronavirus crisis cause your organization order delays, production downtime, cost overruns, decrease capital investment or other disruptions, i.e. cash flow issues or negative customer satisfaction?</p>						
<p>Please explain what long-term impacts to your organization's business do you expect as a result of the COVID-19 crisis?</p>						
<p>Identify any USG actions that could have better mitigated COVID-19 impacts to your organization:</p>						
<p>Identify any USG actions that will best limit future COVID-19 impacts to your organization:</p>						

Comments:

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16. Certification

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge. It is a criminal offense to willfully make a false statement or representation to any department or agency of the United States Government as to any matter within its jurisdiction (18 U.S.C. 1001 (1984 & SUPP. 1197)).

Once your organization has completed this survey, save a copy and submit it via email to Mobilecranes232@bis.doc.gov. Be sure to retain your survey for your records and to facilitate any necessary edits or clarifications.

BIS Survey Website	TBD
Organization Name	
Organization's Internet Address	
Name of Authorizing Official	
Title of Authorizing Official	
E-mail Address	
Phone Number and Extension	
Date Certified	

In the box below, provide any additional comments or any other information you wish to include regarding this survey assessment.

How many hours did it take to complete this survey?	
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