

U.S. PURCHASERS' QUESTIONNAIRE

STEEL TRAILER WHEELS FROM CHINA

This questionnaire must be received by the Commission by **May 23, 2019**

See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning steel trailer wheels ("trailer wheels") from China (Inv. Nos. 701-TA-609 and 731-TA-1421 (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 Andrew Knipe (202-205-2390, andrew.knipe@usitc.gov).

| |
|--|
| Name of firm _____ |
| Address _____ |
| City _____ State _____ Zip Code _____ |
| Website _____ |
| Has your firm purchased trailer wheels (as defined on next page) from <u>any</u> source (domestic or foreign) at any time since January 1, 2016? |
| <input type="checkbox"/> NO (Sign the certification below and promptly return only 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 Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: TRAIL) |

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 proceeding or other proceedings 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

PART I.—GENERAL INFORMATION

Background.-- This proceeding was instituted in response to a petition filed on August 8, 2018, by Dexstar Wheel, Elkhart, Indiana. 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 (“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/701731/2018/steel_trailer_wheels_china/final.htm.

Trailer wheels covered by these investigations are certain on-the-road steel wheels, discs, and rims for tubeless tires with a nominal wheel diameter of 12 inches to 16.5 inches, regardless of width. Certain on-the-road steel wheels with a nominal wheel diameter of 12 inches to 16.5 inches within the scope are generally for road and highway trailers and other towable equipment, including, inter alia, utility trailers, cargo trailers, horse trailers, boat trailers, recreational trailers, and towable mobile homes. The standard widths of certain on-the-road steel wheels are 4 inches, 4.5 inches, 5 inches, 5.5 inches, 6 inches, and 6.5 inches, but all certain on-the-road steel wheels, regardless of width, are covered by the scope.

The scope includes rims and discs for certain on-the-road steel wheels, whether imported as an assembly, unassembled, or separately. The scope includes certain on-the-road steel wheels regardless of steel composition, whether clad or not clad, whether finished or not finished, and whether coated or uncoated. The scope also includes certain on-the-road steel wheels with discs in either a “hub-piloted” or “stud-piloted” mounting configuration, though the stud-piloted configuration is most common in the size range covered.

All on-the-road wheels sold in the United States must meet Standard 110 or 120 of the National Highway Traffic Safety Administration's (NHTSA) Federal Motor Vehicle Safety Standards, which requires a rim marking, such as the “DOT” symbol, indicating compliance with applicable motor vehicle standards. See 49 CFR 571.110 and 571.120. The scope includes certain on-the-road steel wheels imported with or without NHTSA's required markings.

Certain on-the-road steel wheels imported as an assembly with a tire mounted on the wheel and/or with a valve stem or rims imported as an assembly with a tire mounted on the rim and/or with a valve stem are included in the scope of this investigation. However, if the steel wheels or rims are imported as an assembly with a tire mounted on the wheel or rim and/or with a valve stem attached, the tire and/or valve stem is not covered by the scope.

The scope includes rims, discs, and wheels that have been further processed in a third country, including, but not limited to, the painting of wheels from China and the welding and painting of rims and discs from China to form a steel wheel, or any other processing that would not otherwise remove the merchandise from the scope of the investigations if performed in China.

Excluded from this scope are the following:

- (1) Steel wheels for use with tube-type tires; such tires use multi piece rims, which are two-piece and three-piece assemblies and require the use of an inner tube;
- (2) aluminum wheels;
- (3) certain on-the-road steel wheels that are coated entirely with chrome;
- (4) steel wheels that do not meet Standard 110 or 120 of the NHTSA's requirements other than the rim marking requirements found in 49 CFR 571.110S4.4.2 and 571.120S5.2;
- (5) steel wheels that meet the following specifications: steel wheels with a nominal wheel diameter ranging from 15 inches to 16.5 inches, with a rim width of 8 inches or greater, and a wheel backspacing ranging from 3.75 inches to 5.5 inches; and
- (6) steel wheels with wire spokes.

Certain on-the-road steel wheels subject to this investigation are properly classifiable under the following category of the Harmonized Tariff Schedule of the United States (HTSUS): 8716.90.5035 which covers the exact product covered by the scope whether entered as an assembled wheel or in components. Certain on-the-road steel wheels entered with a tire mounted on them may be entered under HTSUS 8716.90.5059 (Trailers and semi-trailers; other vehicles, not mechanically propelled, parts, wheels, other, wheels with other tires) (a category that will be broader than what is covered by the scope). While the HTSUS subheadings are provided for convenience and 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 trailer wheels from another firm that produces, imports, or otherwise distributes trailer wheels.

Original Equipment Manufacturer (OEM).--Manufacturer of trailers or mobile homes.

Assembler.--Firm which further modifies trailer wheels (e.g., by attaching a tire and/or valve stem) for sale to OEMs.

Aftermarket.--Distributors, retailers, and/or online sellers of trailer wheels for repairs, replacements, or other non-original equipment uses.

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. **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 response.**

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

| |
|--|
| |
|--|

I-2. **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-3. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import trailer wheels into the United States or which export trailer wheels to the United States?

No Yes--List the following information.

| Firm name | Country | Affiliation |
|-----------|---------|-------------|
| | | |
| | | |

I-4. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which produce trailer wheels?

No Yes--List the following information.

| Firm name | Country | Affiliation |
|-----------|---------|-------------|
| | | |
| | | |

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 | |

II-1. **Purchases and imports.**--Report separately your firm's domestic purchases and imports of non-galvanized trailer wheels (question II-1a) and galvanized trailer wheels (in question II-1b), including components such as rims and center discs. If your firm purchased and/or imported trailer wheels with out-of-scope attachments (e.g., tires and/or valve stems) report only the value of the trailer wheel itself.

"Purchase" – Purchase from a U.S. entity such as a U.S. producer, a U.S. importer, or other U.S. firm.

"Import" – Purchase directly from a foreign supplier and your firm is the importer of record.

II-1a. **Purchases and imports of non-galvanized trailer wheels.**--Report separately your firm's purchases and imports of non-galvanized trailer wheels.

| Item | 2016 | 2017 | 2018 |
|--|--------------------|------|------|
| | Value (in dollars) | | |
| Purchases of non-galvanized trailer wheels produced in— | | | |
| United States | | | |
| China | | | |
| All other countries ¹ | | | |
| Sources unknown | | | |
| Total purchases | 0 | 0 | 0 |
| Imports of non-galvanized trailer wheels from— | | | |
| China | | | |
| All other countries ¹ | | | |
| Total imports ² | 0 | 0 | 0 |

¹ Please identify these countries:

² If your firm imported trailer wheels at any time since January 1, 2016, please also complete and return a **U.S. importers' questionnaire** in this proceeding (available at: https://www.usitc.gov/investigations/701731/2018/steel_trailer_wheels_china/final.htm).

II-1b. **Purchases and imports of galvanized trailer wheels.**--Report separately your firm's purchases and imports of galvanized trailer wheels.

| Item | 2016 | 2017 | 2018 |
|---|--------------------|------|------|
| | Value (in dollars) | | |
| Purchases of galvanized trailer wheels produced in— | | | |
| United States | | | |
| China | | | |
| All other countries ¹ | | | |
| Sources unknown | | | |
| Total purchases | 0 | 0 | 0 |
| Imports of galvanized trailer wheels from— | | | |
| China | | | |
| All other countries ¹ | | | |
| Total imports ² | 0 | 0 | 0 |
| ¹ Please identify these countries: ² If your firm imported trailer wheels at any time since January 1, 2016, please also complete and return a U.S. importers' questionnaire in this proceeding (available at: https://www.usitc.gov/investigations/701731/2018/steel_trailer_wheels_china/final.htm). | | | |

II-2. **Share of trailer wheels purchased unassembled vs. assembled.**--Please indicate the share of trailer wheels that your firm purchased unassembled vs. the share of trailer wheels that your firm purchased assembled since January 1, 2016.

| Unassembled | | Assembled | | Total (should sum to 100.0% across) |
|-------------|---|-----------|---|--|
| % | + | % | = | 0.0 % |

II-3. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of trailer wheels from different sources have changed since January 1, 2016.

| 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-4. **Country knowledge.**--Please indicate the countries of origin with which your firm has experience or information in the trailer wheels market.

| | | | |
|--------------------------|--------------------------|--------------------------|--|
| United States | China | Other countries | (Specify which country/countries) |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

II-5. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for trailer wheels since January 1, 2016. Also, provide the share of the quantity of your firm's total purchases of trailer wheels that each of these suppliers accounted for in 2018.

| No. | Supplier's name | City and state | Share of quantity of 2018 purchases |
|------------|------------------------|-----------------------|--|
| 1 | | | % |
| 2 | | | % |
| 3 | | | % |
| 4 | | | % |
| 5 | | | % |

Please respond to the questions in parts III and IV with respect to trailer wheels, of any type, as defined on pages 2-3. If your response varies by type of trailer wheel, such as galvanized vs. non-galvanized, please indicate in the narrative section of the question or at question V-1.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

| Type of trailer wheel | Assembler | OEM ¹ | Retailer | Distributor | Other | (Describe other) |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|------------------|
| Non-galvanized | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Galvanized | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| ¹ Please list the type(s) of product(s) your firm manufactures that use trailer wheels: | | | | | | |

If your firm is a distributor of trailer wheels, please answer questions III-2 and III-3.

III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases trailer wheels?

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

III-3. **Types of customers.**--What are the major types of consumers to which your firm sells trailer wheels?

If your firm is an end user (e.g., an assembler, OEM, or other end user) of trailer wheels, please answer questions III-4 and III-5.

III-4. **End uses.--**

- (a) List the top 3 products your firm makes using trailer wheels and estimate the percent of your total production cost that is accounted for by trailer wheels vs. other inputs (such as labor, energy, and other raw materials). If you purchased assembled trailer wheels, please use the value of the trailer wheel, not the assembled trailer wheel and tire in your share calculations.

| Product(s) your firm produces | Share of total cost in each of the product(s) your firm produces accounted for by | | | | Total (should sum to 100.0% across) |
|-------------------------------|---|---|--------------|---|-------------------------------------|
| | Trailer wheels (unmounted) | | Other inputs | | |
| | % | + | % | = | 0.0 % |
| | % | + | % | = | 0.0 % |
| | % | + | % | = | 0.0 % |

- (b) If your firm purchased assembled trailer wheels and tires for incorporation into another product, please provide the methodology you used to calculate the cost of the unmounted steel wheels in part (a) of this question.

III-5. Demand for end-use products.--

(a) Has the demand for your firm's final products incorporating trailer wheels changed since January 1, 2016?

| Increased | No change | Decreased | Fluctuated |
|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

(b) Has this had any effect on your firm's demand for trailer wheels?

| No | Yes | Explain |
|--------------------------|--------------------------|---------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

(c) If you are an OEM, are your prices paid negotiated for a model year?

| No | Yes | Explain |
|--------------------------|--------------------------|---------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-6. Substitutes.--Can other products be substituted for trailer wheels?

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 trailer wheels? | | |
|----|------------|--|---|--------------------------|-------------|
| | | | 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-7. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for trailer wheels has changed since January 1, 2016. Explain any trends and describe the principal factors that have affected these changes in demand.

| Market | Overall increase | No change | Overall decrease | Fluctuate with no clear trend | Explanation and factors |
|---------------------------|--------------------------|--------------------------|--------------------------|-------------------------------|-------------------------|
| Within the United States | <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"/> | |

III-8. **Country preferences.**--Do you or your customers ever specifically order trailer wheels from one source in particular over other possible sources of supply?

| No | Yes | If yes, identify the countries and explain. |
|--------------------------|--------------------------|---|
| <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 2018 purchases of trailer wheels that the required trailer wheels be produced in the United States.

| | Estimated percentage of your firm's total 2018 purchases of trailer wheels |
|---|--|
| Purchases that did not require domestic product | % |
| Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions) | % |
| Purchases that were not required by law or regulation, but were required by your customers to be domestic product | % |
| Purchases that were required to be domestic product for other reasons (explain:) | % |
| Total (should sum to 100.0%) | 0.0 % |

III-10. Conditions of competition.--

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

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

(b) Have there been any changes in the business cycles or conditions of competition for trailer wheels since January 1, 2016?

| No | Yes | If yes, describe. |
|--------------------------|--------------------------|--------------------------|
| <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 trailer wheels based on the producer or country of origin?

| Item | Always | Usually | Sometimes | Never | If at least sometimes, explain. |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--|
| Decision based on producer | | | | | |
| 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"/> | |
| Decision based on country of origin | | | | | |
| 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 trailer wheels in the U.S. market changed since January 1, 2016?

| 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"/> | |
| Imports from China | <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 trailer wheels since January 1, 2016 (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, being unable to provide timely product delivery, etc.)?

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

III-14. **Availability of specific product types.**--Are certain grades/types/sizes/coatings/other characteristics (i.e., improved torque retention) of trailer wheels only available from certain country sources?

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

III-15. **Purchasing frequency.**--

(a) How frequently does your firm make purchases of trailer wheels (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, 2016?

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

III-16. Price changes.--

(a) How frequently do the prices that your firm pays for trailer wheels change (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 frequency changed since January 1, 2016?

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

III-17. Raw material prices.--

(a) Is your firm familiar with the prices for raw materials used in the production of trailer wheels?

| No – (Skip to question III-18) | Yes – Please answer part (b) |
|-----------------------------------|---------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> |

(b) Has information on the prices of raw materials used to produce trailer wheels affected your firm's negotiations or contracts to purchase trailer wheels since 2016?

| No | Yes | Explain |
|--------------------------|--------------------------|---------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-18. Number of suppliers contacted.--How many suppliers does your firm generally contact before making a purchase? Between ____ and ____ firms

III-19. Supplier negotiations.--Do your firm's purchases of trailer wheels 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-20. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2016?

| 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-21. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2016?

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

III-22. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell trailer wheels 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-23. **Failure to certify.**--Since January 1, 2016, have any domestic or foreign producers failed in their attempts to certify or qualify their trailer wheels 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-24. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase trailer wheels (examples include availability, contracts, extension of credit, price, product characteristics, 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-25. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for trailer wheels.

| Factor | Very important | Somewhat important | Not important |
|------------------------------------|--------------------------|--------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Capacity availability | <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"/> |
| Location of supplier's warehouse | <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"/> |
| Payment terms | <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"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Torque performance | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-26. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of trailer wheels?

| |
|--|
| |
|--|

III-27. **Minimum quality.**--How often do trailer wheels from the following countries meet minimum quality specifications for your uses or your customers' uses?

| Source | Always | Usually | Sometimes | Rarely or never | Don't know |
|---------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 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"/> |

III-28. **Frequency of decisions based on price.**--

(a) How often does your firm purchase the trailer wheels that are offered at the lowest price?

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

(b) If your firm does not always purchase at the lowest price, please list the reasons for purchasing trailers trailer wheels not at the lowest price.

| |
|--|
| |
|--|

III-29. **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 consider price leaders in the trailer wheels market since January 1, 2016.

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

III-30. Purchasing subject imports rather than domestic product.--

(a) Since January 2016, did your firm purchase imports of non-galvanized and/or galvanized trailer wheels from China instead of U.S.-produced trailer wheels? *Please respond for each type you reported purchasing and/or importing in questions II-1a and II-1b.*

| Type | Yes (also respond to parts (b) and (c)) | No (If "No", skip to question III-31) |
|-------------------------------|---|---|
| Non-galvanized trailer wheels | <input type="checkbox"/> | <input type="checkbox"/> |
| Galvanized trailer wheels | <input type="checkbox"/> | <input type="checkbox"/> |

(b) If you responded "Yes" to part (a), was the imported product priced lower than the domestic product? *Please respond for each type you reported purchasing and/or importing in questions II-1a and II-1b.*

| Type | Yes (also respond to parts (b) and (c)) | No (If "No", skip to question III-31) |
|-------------------------------|---|---|
| Non-galvanized trailer wheels | <input type="checkbox"/> | <input type="checkbox"/> |
| Galvanized trailer wheels | <input type="checkbox"/> | <input type="checkbox"/> |

(c) If you responded "Yes" to part (a), was price a primary reason for purchasing imports from China rather than domestic product? *Please respond for each type you reported purchasing and/or importing in questions II-1a and II-1b.*

| Type | Yes | If Yes, estimate the quantity of imports purchased instead of domestic product since January 1, 2016 (in actual dollars) | No | If No, please indicate the reason your firm purchased imports instead of domestic product |
|-------------------------------|--------------------------|---|--------------------------|--|
| Non-galvanized trailer wheels | <input type="checkbox"/> | | <input type="checkbox"/> | |
| Galvanized trailer wheels | <input type="checkbox"/> | | <input type="checkbox"/> | |

III-31. U.S. producers and import competition.--

(a) Since January 1, 2016, in connection with a sale or offer to sell trailer wheels to your firm, did U.S. producers reduce their prices of domestically produced trailer wheels in order to compete with lower-priced imports of trailer wheels from China? *Please respond for each type you reported purchasing and/or importing in questions II-1a and II-1b.*

| Type | Yes (also respond to question part (b)) | No (If "No", skip to next question) | Don't know |
|-------------------------------|---|---|--------------------------|
| Non-galvanized trailer wheels | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Galvanized trailer wheels | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

(b) If your firm responded "yes" to part (a) 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. *Please respond for each type you reported purchasing and/or importing in questions II-1a and II-1b.*

| Type | 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 |
|-------------------------------|---|--|
| Non-galvanized trailer wheels | % | |
| Galvanized trailer wheels | % | |

III-32. **Impact of the section 301 investigation.**--This question concerns the section 301 investigation and tariffs that have been proposed and implemented by the United States in response to Chinese trade practices.

- (a) Did the announcement in March 2018 and subsequent implementation of tariff remedies in the section 301 investigation impact, or do you anticipate that it will impact, your firm's trailer wheels business and/or the U.S. trailer wheels market as a whole?

| Yes— Please fill out table below and answer part (b) | No | Don't know |
|--|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

| Item | Description |
|--|--------------------|
| Impact on your firm ¹ | |
| Impact on overall U.S. market ¹ | |
| ¹ Please identify the magnitude and timing of any effects, and compare your firm's operations/overall market before and after the announcement of the section 301 measures. | |

- (b) Please indicate the impact of the announcement and subsequent implementation of remedies in the section 301 investigation and tariff actions regarding trailer wheels.

| Item | Increase | No change | Decrease | Fluctuate with no clear trend | Explanation and factors |
|--|--------------------------|--------------------------|--------------------------|--------------------------------------|--------------------------------|
| Overall demand for trailer wheels in the U.S. market | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Prices for trailer wheels in the U.S. market | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

PART IV.—PRODUCT COMPARISONS

IV-1. **Interchangeability.**--Are trailer wheels 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 O 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
- O = *no familiarity* with products from a specified country-pair

| Country pair | China | Other countries |
|---|-------|-----------------|
| United States | | |
| China | X | |
| For any country-pair producing trailer wheels which is <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use: | | |
| | | |

IV-2. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between trailer wheels produced in the United States and in other countries a significant factor in your firm's purchases of the products?

Please indicate A, F, S, N, or 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 | Other countries |
|--|-------|-----------------|
| United States | | |
| China | X | |
| For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's purchases of trailer wheels, identify the country-pair and report the advantages or disadvantages imparted by such factors: | | |
| | | |

IV-3. **Factor country comparisons.**--For the factors listed below, please rate how trailer wheels produced in each country you identified in your response to the first question in Part IV compares with trailer wheels 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>Nonsubject countries</u> | | | Product from <u>China</u> compared to product from <u>Nonsubject countries</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"/> |
| Capacity 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"/> |
| 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"/> |
| Location of supplier's warehouse | <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"/> |
| Payment 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"/> |
| Price ¹ | <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"/> |
| 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"/> |
| Torque performance | <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 ¹ | <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"/> |

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

PART V.--ALTERNATIVE PRODUCT INFORMATION--GALVANIZED WHEELS

Further information on this part of the questionnaire can be obtained from Jordan Harriman (202-205-2610, jordan.harriman@usitc.gov).

Note.--The alternative product comparison question (i.e., V-1 below) is being asked in multiple questionnaire types (U.S. producers' and U.S. importers' questionnaires). If your firm is completing more than one of these questionnaire types in relation to this proceeding, please respond to the alternative product comparisons question in only **one questionnaire type**. In general, your firm should make these comparisons in the questionnaire type that is most relevant to your firm's role in the market.

Non-galvanized trailer wheels--Trailer wheels that match the scope definition of trailer wheels on p. 2 of this questionnaire, but have not been galvanized.

Galvanized trailer wheels--Trailer wheels that match the scope definition of trailer wheels on p. 2 of this questionnaire, and which have been galvanized.

Galvanization is the process of applying a protective zinc coating to the trailer wheel to prevent corrosion

V-1. **Comparability of non-galvanized trailer wheels to galvanized trailer wheels**-- For each of the following, indicate whether non-galvanized trailer wheels and galvanized trailer wheels are: fully comparable or the same, *i.e.*, have no differentiation between them; mostly comparable or similar; somewhat comparable or similar; never or not-at-all comparable or similar; or no familiarity with products.

- F: fully comparable or the same, *i.e.*, have no differentiation between them;
- M: mostly comparable or similar;
- S: somewhat comparable or similar;
- N: never or not-at-all comparable or similar; or
- O: no familiarity with products.

(a) **Physical Characteristics and End Uses**--The differences and similarities in the physical characteristics and end uses.

| Product-pair | Comparison | Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>physical characteristics and uses</u> : |
|--|------------|---|
| <i>Non-galvanized trailer wheels vs galvanized trailer wheels</i> | | |

V-1. **Comparability of non-galvanized trailer wheels to galvanized trailer wheels.**-- *Continued*

(b) **Interchangeability.**--The ability to substitute the products in the same application.

| Product-pair | Comparison | Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>interchangeability</u> : |
|--|------------|--|
| <u>Non-galvanized trailer wheels vs galvanized trailer wheels</u> | | |

(c) **Manufacturing facilities, production processes, and production employees.**--Whether manufactured in the same facilities, from the same inputs, on the same machinery and equipment, and using the same employees.

| Product-pair | Comparison | Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>manufacturing facilities, production processes, and production employees</u> : |
|--|------------|--|
| <u>Non-galvanized trailer wheels vs galvanized trailer wheels</u> | | |

(d) **Channels of distribution.**--Channels of distribution/market situation through which the products are sold (i.e., sold direct to end users, through wholesaler/distributors, etc.).

| Product-pair | Comparison | Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>channels of distribution</u> : |
|--|------------|--|
| <u>Non-galvanized trailer wheels vs galvanized trailer wheels</u> | | |

V-1. **Comparability of non-galvanized trailer wheels to galvanized trailer wheels.**-- *Continued*

(e) **Customer and producer perceptions.**--Perceptions as to the differences and/or similarities in the market (*e.g.*, sales/marketing practices).

| Product-pair | Comparison | Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>customer and product perceptions</u> : |
|--|------------|--|
| <u>Non-galvanized trailer wheels vs galvanized trailer wheels</u> | | |

(f) **Price.**--Whether prices are comparable or differ between the products.

| Product-pair | Comparison | Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>price</u> : |
|--|------------|---|
| <u>Non-galvanized trailer wheels vs galvanized trailer wheels</u> | | |

PART VI.—ADDITIONAL INFORMATION

VI-1. **Other explanations.**--If your firm would like to further explain a response to any question that for which a narrative response box was not provided, please note the question number and the explanation in the space provided below.

| |
|--|
| |
|--|

VI-2. **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.

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at: [LINK](#)

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:** **TRAIL**

- **E-mail.**—E-mail the MS Word questionnaire to andrew.knipe@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.