

U.S. IMPORTERS' QUESTIONNAIRE
CERTAIN OFF-THE-ROAD TIRES FROM CHINA

This questionnaire must be received by the Commission by no later than May 1, 2008

See page 4 of the Instruction Booklet 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 certain off-the-road ("OTR") tires from China (Inv. Nos. 701-TA-448 and 731-TA-1117 (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)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm imported certain OTR tires and/or mining and construction tires (as defined in the instruction booklet) from any country at any time since January 1, 2005?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

CERTIFICATION

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

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

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____hours _____dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain OTR tires from China into the United States or which are engaged in exporting certain OTR tires from China to the United States?

- No Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain OTR tires from China?

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. Please indicate the nature of your firm's importing operations on certain OTR tires from China. More than one answer may be applicable.

- | | |
|--|---|
| <input type="checkbox"/> Importer of record | <input type="checkbox"/> Takes title to the imported product(s) |
| <input type="checkbox"/> Consignee of the imported products(s) | <input type="checkbox"/> Customs broker or freight forwarder. |

I-7. If your firm is an importer of record of certain OTR tires from China but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-8. Please indicate whether your firm enters certain OTR tires from China into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-9. Please indicate whether your firm imports certain OTR tires from China under the TIB (temporary importation under bond) program.

No Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

No Yes--Please specify. _____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Betsy Haines (202-205-3200, Elizabeth.Haines@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. Please indicate whether your firm has experienced any of the following changes in relation to the importation of certain OTR tires since January 1, 2005.

(check as many as appropriate)	(please describe)
<input type="checkbox"/> plant/warehouse openings	_____
<input type="checkbox"/> plant/warehouse closings.....	_____
<input type="checkbox"/> relocations	_____
<input type="checkbox"/> expansions	_____
<input type="checkbox"/> acquisitions.....	_____
<input type="checkbox"/> consolidations.....	_____
<input type="checkbox"/> prolonged shutdowns or	_____
importation curtailments	_____
<input type="checkbox"/> other.....	_____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-3. Has your firm imported or arranged for the importation of certain OTR tires from China for delivery after March 31, 2008?

- No Yes--Indicate when such orders are to be delivered and the quantities involved.

Item	April-June 2008	July-September 2008	October-December 2008	January-March 2009
Quantity (1,000 tires)				
Quantity (1,000 pounds)				

II-4. If your firm also produces certain OTR tires in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-5. **IMPORTS FROM SUBJECT SOURCE.**--Report your firm's imports and your firm's shipments and inventories of certain OTR tires imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

China

Quantity (in 1,000 tires and 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
Beginning-of-period inventories					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Imports:¹					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value of imports (\$1,000)					
U.S. shipments:					
Commercial shipments:					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value of commercial shipments (\$1,000)					
Internal consumption/company transfers:					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value ² of internal consumption/transfers (\$1,000)					
Export shipments:³					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value of export shipments (\$1,000)					
End-of-period inventories⁴					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Channels of distribution:					
U.S. shipments to distributors (quantity in 1,000 tires)					
U.S. shipments to distributors (quantity in 1,000 pounds)					
U.S. shipments to OEMs (quantity in 1,000 tires)					
U.S. shipments to OEMs (quantity in 1,000 pounds)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, 2007, and interim 2007/08 below: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

PART II.--TRADE AND RELATED INFORMATION--Continued

II-6. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of subject OTR tires imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

All other sources combined

Quantity (in 1,000 tires and 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
Beginning-of-period inventories					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Imports:¹					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value of imports (\$1,000)					
U.S. shipments:					
Commercial shipments:					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value of commercial shipments (\$1,000)					
Internal consumption/company transfers:					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value ² of internal consumption/transfers (\$1,000)					
Export shipments:³					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value of export shipments (\$1,000)					
End-of-period inventories⁴					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Channels of distribution:					
U.S. shipments to distributors (quantity in 1,000 tires)					
U.S. shipments to distributors (quantity in 1,000 pounds)					
U.S. shipments to OEMs (quantity in 1,000 tires)					
U.S. shipments to OEMs (quantity in 1,000 pounds)					

¹ Please identify the foreign producers, if known: _____

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, 2007, and interim 2007/08 below: _____

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7. **IMPORTS FROM CHINA & TYPE OF U.S. SHIPMENTS.**—Report your firm's U.S. shipments of certain OTR tires imported by your firm from China during the specified periods. (See definitions in the instruction booklet.)

Item	HTS number	Calendar years			January-March	
		2005	2006	2007	2007	2008
		(Quantity in 1,000 tires and 1,000 pounds, Value in \$1,000)¹				
Agricultural/forestry:						
Herringbone or similar tread >= 40.6 cm (16")	4011.61.0000					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
Herringbone or similar tread < 40.6 cm (16")	4011.61.0000					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
Not herringbone >= 40.6 cm (16")	4011.92.0000					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
Not herringbone < 40.6 cm (16")	4011.92.0000					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
Construction/Industrial:						
Herringbone < 61 cm (24")	4011.62.0000					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
Herringbone >= 61 cm (24") < 99.06 cm (39")	4011.63.0000					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
Radial less than 61 cm (24")	4011.93.4000					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
Radial >= to 61 cm (24") < 99.06 cm (39")	4011.94.4000					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
Other: < 61 cm (24") ²	4011.93.8000					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
Other: >= 61 cm (24") < 99.06 cm (39") ²	4011.94.8000					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						

Table continued on next page.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7. IMPORTS FROM CHINA & TYPE OF U.S. SHIPMENTS.--Continued

Item	HTS number	Calendar years			January-March	
		2005	2006	2007	2007	2008
		(Quantity in 1,000 tires and 1,000 pounds, Value in \$1,000)¹				
Off-the-highway:						
Radial >= 40.6 cm (16")	4011.20.1025					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
Radial < 40.6 cm (16")	4011.20.1035					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
Other: >= 40.6 cm (16") ²	4011.20.5030					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
Other: < 40.6 cm (16") ²	4011.20.5050					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
Other: ²	4011.69.0000					
Quantity (in 1,000 tires)						
Quantity (in 1,000 pounds)						
Value (in \$1,000)						
¹ <u>Reconciliation of data</u> .--Please note that the quantities and values reported above should be the sum of quantities and value of U.S. commercial shipments plus U.S. internal consumption/company transfer shipments of certain OTR tires from section II-6. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____. ² Please describe. _____						

PART II.--TRADE AND RELATED INFORMATION--Continued

II-8. Report your firm's imports and your firm's shipments and inventories of **NONSUBJECT OTR tires used for mining and construction with a rim diameter equal to or greater than 39 inches** during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 tires and 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
Beginning-of-period inventories					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Imports:¹					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value of imports (\$1,000)					
U.S. shipments:					
Commercial shipments:					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value of commercial shipments (\$1,000)					
Internal consumption/company transfers:					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value ² of internal consumption/transfers (\$1,000)					
Export shipments:³					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Value of export shipments (\$1,000)					
End-of-period inventories⁴					
Quantity (in 1,000 tires)					
Quantity (in 1,000 pounds)					
Channels of distribution:					
U.S. shipments to distributors (quantity in 1,000 tires)					
U.S. shipments to distributors (quantity in 1,000 pounds)					
U.S. shipments to OEMs (quantity in 1,000 tires)					
U.S. shipments to OEMs (quantity in 1,000 pounds)					

¹ Please identify the foreign producers, if known: _____

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, 2007, and interim 2007/08 below: _____

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Clark Workman (202-205-3248, Clark.Workman@usitc.gov)

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact:

	Name and title	
	()	
	Phone number	E-mail address

PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from China during January 2005-December 2007:

<u>Product</u>	<u>Type</u>	<u>Size</u>	<u>TT/TL</u>	<u>Ply rating/ Load index</u>	<u>Overall diameter</u>	<u>Rim width</u>	<u>Tire width</u>	<u>Weight</u>
<u>Product 1</u>	Skid Steer	12-16.5NHS	Tubeless	8	32.7"	9.75"	12.6"	69lbs.
<u>Product 2</u>	Diagonal (Bias) Ply Tractor Drive Wheel	11.2-24	Tubeless	4	42.9"- 44.2"	10"	10.9"- 11.9"	77-89bs.
<u>Product 3</u>	Diagonal (Bias) Ply Tractor Drive Wheel	19.5L-24	Tubeless	12	50.9"- 52.8"	17"	18.9"- 20.7"	202-217 lbs.
<u>Product 4</u>	Diagonal (Bias) Ply Agricultural Implemen t Tire	11L-15	Tubeless	8	30.1"- 31.2"	8"	10.7"- 11.7"	33-38 lbs.
<u>Product 5</u>	Motor Grader G2/L2	14.00-24TG	Tube/ Tubeless	12	52.2"- 54.0"	8-10"	13.8"- 15.7"	165-205 lbs.
<u>Product 6</u>	Loader L2/G2/E2	17.5-25	Tube/ Tubeless	12	52.5"- 53.9"	13"- 14"	17.0"- 19.3"	205-245 lbs.
<u>Product 7</u>	Diagonal (Bias) Ply Tractor Drive Wheel R-1	14.9-28	Tube/ Tubeless	6	53.0"- 54.9"	12"- 13"	14.5"- 15.8"	139-159 lbs.
<u>Product 8</u>	Diagonal (Bias) Ply Tractor Drive Wheel R-1	16.9-30	Tube/ Tubeless	6	57.6"- 59.6"	14"- 15"	16.4"- 17.9"	163-196 lbs.
<u>Product 9</u>	Forestry Tire	30.5L-32	Tubeless	20	73.5"	27"	30.5"	980lbs.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2a. Report below the quarterly price data for pricing products produced and sold by your firm to original equipment manufacturers and to replacement market customers.

(Quantity in number of tires, value in dollars)						
Period of shipment	Product 1 to original equipment manufacturers		Product 2 to original equipment manufacturers		Product 3 to original equipment manufacturers	
	Quantity	Value	Quantity	Value		
2005						
January-March						
April-June						
July-September						
October-December						
2006						
January-March						
April-June						
July-September						
October-December						
2007						
January-March						
April-June						
July-September						
October-December						
2008						
January-March						
Period of shipment	Product 1 to replacement market customers		Product 2 to replacement market customers		Product 3 to replacement market customers	
	Quantity	Value	Quantity	Value		
2005						
January-March						
April-June						
July-September						
October-December						
2006						
January-March						
April-June						
July-September						
October-December						
2007						
January-March						
April-June						
July-September						
October-December						
2008						
January-March						

Note1.--If your product or products fit into one of the categories described on page 12, please provide a detailed description of the product or products including the brand name, actual ply rating/load index and weight in pounds, at the end of this section.

Note2.--If your product or products do not exactly meet the product specifications but is competitive with the specified product, provide a description of your product or products at the end of this section. In your description be sure to include the brand, actual ply rating/load index and weight in pounds.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2b. Report below the quarterly price data for pricing products produced and sold by your firm to original equipment manufacturers and to replacement market customers.

(Quantity in number of tires, value in dollars)						
Period of shipment	Product 4 to original equipment manufacturers		Product 5 to original equipment manufacturers		Product 6 to original equipment manufacturers	
	Quantity	Value	Quantity	Value		
2005						
January-March						
April-June						
July-September						
October-December						
2006						
January-March						
April-June						
July-September						
October-December						
2007						
January-March						
April-June						
July-September						
October-December						
2008						
January-March						
Period of shipment	Product 4 to replacement market customers		Product 5 to replacement market customers		Product 6 to replacement market customers	
	Quantity	Value	Quantity	Value		
2005						
January-March						
April-June						
July-September						
October-December						
2006						
January-March						
April-June						
July-September						
October-December						
2007						
January-March						
April-June						
July-September						
October-December						
2008						
January-March						

Note1.--If your product or products fit into one of the categories described on page 12, please provide a detailed description of the product or products including the brand name, actual ply rating/load index and weight in pounds, at the end of this section.

Note2.--If your product or products do not exactly meet the product specifications but is competitive with the specified product, provide a description of your product or products at the end of this section. In your description be sure to include the brand, actual ply rating/load index and weight in pounds.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2c. Report below the quarterly price data for pricing products produced and sold by your firm to original equipment manufacturers and to replacement market customers.

(Quantity in number of tires, value in dollars)						
Period of shipment	Product 7 to original equipment manufacturers		Product 8 to original equipment manufacturers		Product 9 to original equipment manufacturers	
	Quantity	Value	Quantity	Value		
2005						
January-March						
April-June						
July-September						
October-December						
2006						
January-March						
April-June						
July-September						
October-December						
2007						
January-March						
April-June						
July-September						
October-December						
2008						
January-March						
Period of shipment	Product 7 to replacement market customers		Product 8 to replacement market customers		Product 9 to replacement market customers	
	Quantity	Value	Quantity	Value		
2005						
January-March						
April-June						
July-September						
October-December						
2006						
January-March						
April-June						
July-September						
October-December						
2007						
January-March						
April-June						
July-September						
October-December						
2008						
January-March						

Note1.--If your product or products fit into one of the categories described on page 12, please provide a detailed description of the product or products including the brand name, actual ply rating/load index and weight in pounds, at the end of this section.

Note2.--If your product or products do not exactly meet the product specifications but is competitive with the specified product, provide a description of your product or products at the end of this section. In your description be sure to include the brand, actual ply rating/load index and weight in pounds.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-2d. If the products reported by your firm in the preceding tables fit into one of the categories described on page 12, please provide a detailed description of the product or products including the brand name, actual ply rating/load index and weight in pounds.

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

Product 5: _____

Product 6: _____

Product 7: _____

Product 8: _____

Product 9: _____

III-2e. If your products reported by your firm in the preceding tables do not exactly meet the product specifications but are competitive with the specified product, provide a description of your product or products. In your description be sure to include the brand, actual ply rating/load index and weight in pounds.

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

Product 5: _____

Product 6: _____

Product 7: _____

Product 8: _____

Product 9: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-3. How does your firm determine the prices that it charges for sales of certain OTR tires (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- Transaction by transaction
 Contracts
 Set price lists
 Other—Please describe: _____

III-4. Please describe your firm's discount policy (*check all that apply*).

- Quantity discounts
 Annual total volume discounts
 No discount policy
 Other—Please describe: _____

III-5. (a) What are your firm's typical sales terms for its imported certain OTR tires (e.g., 2/10 net 30 days)? _____.

(b) On what basis are your prices of domestic certain OTR tires usually quoted? (check one)

- F.o.b.—Please specify point: _____
 Delivered

III-6. Approximately what share of your firm's sales of its imported OTR tires in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long term contracts	
Short term contracts	
Spot sales	
Total	100 %

III-7. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
 (b) Can prices be renegotiated during the contract period? _____
 (c) Does the contract fix quantity, price, or both? _____
 (d) Does the contract have a meet or release provision? _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-8. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your imported certain OTR tires?

Source	Share of sales 2007	Lead time
From inventory	percent	days
Produced to order	percent	days
Total	100 percent	—

III-10. (a) What is the approximate percentage of the total delivered cost of certain OTR tires that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? (check one)

Your firm or purchaser

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-11. What is the geographic market area in the United States served by your firm's certain OTR tires? (check all that apply)

- Northeast Mid-Atlantic Midwest Southeast
- Southwest Rocky Mountains West Coast Northwest
- National Other (describe: _____)

PART III.--PRICING AND RELATED INFORMATION--Continued

III-12. Describe the end uses of the certain OTR tires that you import from certain OTR tires. For each end-use product, what percentage of the total cost is accounted for by certain OTR tires?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-13. (a) Please list in order of importance any products that may be substituted for certain OTR tires.

- (i) _____
- (ii) _____
- (iii) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for certain OTR tires?

- No Yes-- To what degree do changes in their prices affect the price for certain OTR tires? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of certain OTR tires or final end use?

PART III.--PRICING AND RELATED INFORMATION--Continued

III-14a. How has the demand within the United States for OTR tires changed since January 1, 2005?
What principal factors affect changes in demand?

- Increased No change Decreased Fluctuated

III-14b. How has the demand outside the United States for OTR tires changed since January 1, 2005?
What principal factors affect changes in demand?

- Increased No change Decreased Fluctuated

III-15. Is the demand for certain OTR tires stronger and/or weaker in the first half of the year when compared to the second half of the year?

- No Yes-- Please describe.

III-16. Have there been any significant changes in the product range or marketing of certain OTR tires since January 1, 2005?

- No Yes-- Please describe.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-17. Does your firm sell certain OTR tires over the internet?

- No Yes-- Please describe, noting the estimated percentage of your firm's total sales of certain OTR tires in 2007 accounted for by internet sales.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-20. Has your firm refused, declined, or been unable to supply certain OTR tires at any time since January 1 2005? (Examples include placing customers on allocation, declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipments, etc.)

No Yes—please provide the information requested below.

Name of customer	Specific types/ Sizes	Time period(s) (if deliveries were later how late)	Quantity Requested (and received) (number of tires)	Did your firm (1) place the customer on allocation (2) not accept as a new customer, (3) not renew as an existing customer, (4) deliver less than promised quantity, (5) deliver shipments later than committed, (6) other (please explain).

PART III.--PRICING AND RELATED INFORMATION--Continued

III-21. Please identify below the names and addresses of your firm's 10 largest customers for certain OTR tires during 2005-2007. Please also provide the name and telephone number of a contact person and the share of the quantity based on weight of your firm's total shipments of certain OTR tires from certain OTR tires that each of these customers accounted for in 2007.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					