

IMPORTERS' QUESTIONNAIRE
OUTBOARD ENGINES FROM JAPAN

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than January 23, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning outboard engines from Japan (inv. No. 731-TA-1069 (Preliminary)). 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported outboard engines or powerheads therefor (as defined in the instruction booklet) from any country at any time since January 1, 2000?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>

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 signing 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 investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation 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.

Name and Title of Authorized Official

Signature of Authorized Official

Date

() _____ () _____
Phone Fax

PART I.—GENERAL QUESTIONS

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 20 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-1. 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-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>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing outboard engines or powerheads therefor from Japan into the United States or which are engaged in exporting these products from Japan to the United States?

No Yes—List the following information.

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

PART II. TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Larry Reavis** (202-205-3185).
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 No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of outboard engines or powerheads therefor since January 1, 2000?

No Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of outboard engines or powerheads therefor from Japan for delivery after September 30, 2003?

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

II-4. If your firm also produces the subject products in the United States, please indicate your reasons for importing these products. If your reasons differ by source, please elaborate.

PART II - TRADE AND RELATED INFORMATION - Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **outboard engines** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Japan and for all other sources combined.** Please photocopy this page, if necessary.

Country: JAPAN All other sources combined¹

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	2000	2001	2002	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS:²					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ³ of internal consumption/transfers					
EXPORT SHIPMENTS:⁴					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)					
U.S. SHIPMENTS TO OEM's (BOAT BUILDERS) (<i>quantity</i>)					
U.S. SHIPMENTS TO DEALERS (<i>quantity</i>)					
U.S. SHIPMENTS TO ALL OTHERS (<i>quantity</i>)					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ 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 2000, 2001, and 2002 below: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-6. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **separately sold powerheads** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Japan and for all other sources combined.** Please photocopy this page, if necessary.

Country: JAPAN All other sources combined¹

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	2000	2001	2002	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS: ²					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Company transfers (if any):					
<i>Quantity</i> of transfers					
<i>Value</i> ³ of transfers					
EXPORT SHIPMENTS: ⁴					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (<i>quantity</i>)					
U.S. SHIPMENTS TO OEM's (BOAT BUILDERS) (<i>quantity</i>)					
U.S. SHIPMENTS TO DEALERS (<i>quantity</i>)					
U.S. SHIPMENTS TO ALL OTHERS (<i>quantity</i>)					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ Sales to related firms 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 2000, 2001, and 2002 below: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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. Which primary components (powerhead, midsection, and gearcase), if any, do you source from U.S. manufacturers and for what types of outboard engines?

II-8. What other major components (e.g. engine block, starter motors, drive shaft, propeller), if any, do you source from U.S. manufacturers?

II-9. Please list any types of outboard engines within the scope of this investigation that you do not import:

II-10. Please describe any fabrication, finishing, and/or assembly operations, if any, you perform in the United States and for what types of outboard engines and powerheads:

Product 2.—Direct fuel injection 2-stroke V-6, 150 horsepower, 20" shaft length, electric start, steering connector kit, power trim, oil injection.

Product 3.—4-stroke, 25 horsepower, propeller, remote fuel tank, electric start, steering connector kit, power trim.

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

Section III-A. PRICE DATA-SALES TO OEMs—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from Japan and sold by your firm to OEMs.

Product 1 Product 2 Product 3

<i>(Quantity in number of engines, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		

¹ What is the approximate percentage of production cost of this product that is accounted for by U.S. produced components:

² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. **For each pricing product sold to OEMs, attach a list of all discounts, rebates, incentives and other promotional reductions from MSRP or list price. A non-exhaustive list of examples include: base, purchase or standard discounts; volume rebates or discounts; early order discounts, special seasonal (ex. fall) stocking discounts; registration discounts; cash/free interest; co-operative advertising reimbursements, retail bonuses; special promotion rebates or discounts; performance bonuses; alliance discounts; discounts for purchases of rigging or any other required equipment purchases; any other discounts, rebates, bonuses or reductions in net price, including any special rebates or payments to parent or holding companies.**

PART III. PRICING AND RELATED INFORMATION *Continued*

Section III-A. PRICE DATA-SALES TO DEALERS *Continued*

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from Japan and sold by your firm to dealers.

Product 1 Product 2 Product 3

<i>(Quantity in number of engines, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		

July-September		
¹ What is the approximate percentage of production cost of this product that is accounted for by U.S. produced components?		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. For each pricing product sold to dealers, attach a list of all discounts, rebates, incentives and other promotional reductions from MSRP or list price. A non-exhaustive list of examples include: base, purchase or standard discounts; volume rebates or discounts; early order discounts, special seasonal (ex. fall) stocking discounts; registration discounts; cash/free interest; co-operative advertising reimbursements, retail bonuses; special promotion rebates or discounts; performance bonuses; alliance discounts; discounts for purchases of rigging or any other required equipment purchases; any other discounts, rebates, bonuses or reductions in net price, including any special rebates or payments to parent or holding companies.		

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of outboard engines (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). 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.

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-B-3. What are your firm's typical sales terms for outboard engines imported from Japan (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its outboard engines imported from Japan in 2002 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	

III-B-5. 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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-6. 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-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of outboard engines?

Source	Share of 2002 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of **outboard engines** that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

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

III-B-9. What is the geographic market area in the United States served by your firm's outboard engines?

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

III-B-10. Describe the end uses of the outboard engines that you import from Japan. For each end-use product, what percentage of the total cost is accounted for by outboard engines?

End use Share of total cost accounted for by outboard engines (percent)

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

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-11. (a) Please list in order of importance any products that may be substituted for outboard engines.

(1) _____ (2) _____ (3) _____

(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 outboard engines?

No Yes--To what degree do changes in their prices affect the price for outboard engines? 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 outboard engines or final end use?

III-B-12. How has the demand within the United States (and outside the United States if known) for outboard engines changed since January 1, 2000? What principal factors affect changes in demand?

G Increased **G** Unchanged **G** Decreased

III-B-13. Have there been any significant changes in the product range or marketing of outboard engines since January 1, 2000?

No Yes--Please describe.

III-B-14. Does your firm sell outboard engines over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of outboard engines in 2002 accounted for by internet sales.

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

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-15. Are outboard engines produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Japan	Other countries
United States			
Japan			

¹ For any country-pair producing outboard engines which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-16. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between outboard engines produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Japan	Other countries
United States			
Japan			

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of outboard engines, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for outboard engines imported from Japan during 2000-2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of outboard engines from Japan that each of these customers accounted for in 2002. **Please also attach all contracts, letter agreements, side letters or other written arrangements between you and your top five customers that specify the terms or any modification to the terms of your contractual arrangement with them, including any discounts or rebates.**

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					

10					
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