

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

|  |              |            |
|--|--------------|------------|
| _____  | _____        | _____      |
| <i>Name and Title of Authorized Official</i> | <i>Date</i>  |            |
| _____  | ( )          | ( )        |
| <i>Signature of Authorized Official</i>      | <i>Phone</i> | <i>Fax</i> |

**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 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-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. Do you support or oppose the petition? Please explain.

Support       Oppose       Take no position

\_\_\_\_\_

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes                       No (that is, I do not wish my position on the petition to be made public)

I-4. 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 QUESTIONS--Continued**

I-5. 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> |
|------------------|----------------|--------------------|
| _____            | _____          | _____              |
| _____            | _____          | _____              |

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of outboard engines or powerheads therefor?

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 shutdowns because of outages, strikes, or equipment failure; curtailment of production because of shortages of materials; or any other intracompany changes that have adversely impacted the production quantity or quality of the subject products since January 1, 2000?

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

\_\_\_\_\_

\_\_\_\_\_



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

II-3. Does your firm produce other products on the same equipment and machinery used to produce outboard engines?

No  Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): \_\_\_\_\_

Products produced on same equipment and share of total production in 2002 (in percent):

| <u>Product</u>   | <u>Percent</u> | <u>Product</u> | <u>Percent</u> |
|------------------|----------------|----------------|----------------|
| Outboard engines | _____          | _____          | _____          |
| _____            | _____          | _____          | _____          |

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

\_\_\_\_\_  
\_\_\_\_\_

II-5. Does your firm produce other products using the same production and related workers employed to produce outboard engines?

No  Yes--List the following information.

Basis for allocation of employment data (e.g., sales): \_\_\_\_\_

Products produced using the same workers and share of total production in 2002 (in percent):

| <u>Product</u>   | <u>Percent</u> | <u>Product</u> | <u>Percent</u> |
|------------------|----------------|----------------|----------------|
| Outboard engines | _____          | _____          | _____          |
| _____            | _____          | _____          | _____          |

II-6. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of outboard engines or powerheads therefor?

No  Yes--Name firm: \_\_\_\_\_

II-7. Does your firm produce outboard engines in a foreign trade zone (FTZ)?

No  Yes--Identify FTZ(s): \_\_\_\_\_

II-8. Since January 1, 2000, has your firm imported outboard engines?

No

Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **outboard engines** in your U.S. establishment(s) during the specified periods. Do not include separately sold power heads **except in the employment data**. (See definitions in the instruction booklet.)

| (Quantity in units, value in \$1,000)                      |                |      |      |                   |      |
|--|----------------|------|------|-------------------|------|
| Item   | Calendar years |      |      | January-September |      |
|  | 2000           | 2001 | 2002 | 2002              | 2003 |
| <b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> (quantity) |                |      |      |                   |      |
| <b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)          |                |      |      |                   |      |
| <b>PRODUCTION</b> (quantity)                               |                |      |      |                   |      |
| <b>U.S. SHIPMENTS:</b>                                     |                |      |      |                   |      |
| <b>Commercial shipments:</b>                               |                |      |      |                   |      |
| Quantity of commercial shipments                           |                |      |      |                   |      |
| Value of commercial shipments                              |                |      |      |                   |      |
| <b>Internal consumption:</b>                               |                |      |      |                   |      |
| Quantity of internal consumption                           |                |      |      |                   |      |
| Value <sup>2</sup> of internal consumption                 |                |      |      |                   |      |
| <b>Transfers to related firms:</b>                         |                |      |      |                   |      |
| Quantity of transfers to related firms                     |                |      |      |                   |      |
| Value <sup>2</sup> of transfers to related firms           |                |      |      |                   |      |
| <b>EXPORT SHIPMENTS:</b> <sup>3</sup>                      |                |      |      |                   |      |
| Quantity of export shipments                               |                |      |      |                   |      |
| Value of export shipments                                  |                |      |      |                   |      |
| <b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> (quantity)   |                |      |      |                   |      |
| <b>U.S. SHIPMENTS TO OEM's (BOAT BUILDERS)</b> (quantity)  |                |      |      |                   |      |
| <b>U.S. SHIPMENTS TO DEALERS</b> (quantity)                |                |      |      |                   |      |
| <b>U.S. SHIPMENTS TO ALL OTHERS</b> (quantity)             |                |      |      |                   |      |
| <b>AVERAGE NUMBER OF PRWs</b>                              |                |      |      |                   |      |
| <b>HOURS WORKED BY PRWs</b> (1,000 hours)                  |                |      |      |                   |      |
| <b>WAGES PAID TO PRWs</b> (value)                          |                |      |      |                   |      |

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_ hours per week, \_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_.

<sup>4</sup> 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-10. Report your firm's production capacity, production, shipments, and inventories related to the production of **separately sold power heads** in your U.S. establishment(s) during the specified periods. **Employment data for these items should be included in the previous table.** (See definitions in the instruction booklet.)

| (Quantity in units, value in \$1,000)   |                |      |      |                   |      |
|---|----------------|------|------|-------------------|------|
| Item  | Calendar years |      |      | January-September |      |
|   | 2000           | 2001 | 2002 | 2002              | 2003 |
| <b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> (quantity)  |                |      |      |                   |      |
| <b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)   |                |      |      |                   |      |
| <b>PRODUCTION</b> (quantity)  |                |      |      |                   |      |
| <b>U.S. SHIPMENTS:</b>  |                |      |      |                   |      |
| <b>Commercial shipments:</b>  |                |      |      |                   |      |
| Quantity of commercial shipments  |                |      |      |                   |      |
| Value of commercial shipments   |                |      |      |                   |      |
| <b>Transfers (if any) to related firms:</b>   |                |      |      |                   |      |
| Quantity of transfers to related firms  |                |      |      |                   |      |
| Value <sup>2</sup> of transfers to related firms  |                |      |      |                   |      |
| <b>EXPORT SHIPMENTS:</b> <sup>3</sup>   |                |      |      |                   |      |
| Quantity of export shipments  |                |      |      |                   |      |
| Value of export shipments   |                |      |      |                   |      |
| <b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> (quantity)  |                |      |      |                   |      |
| <b>U.S. SHIPMENTS TO OEM's (BOAT BUILDERS)</b> (quantity)   |                |      |      |                   |      |
| <b>U.S. SHIPMENTS TO DEALERS</b> (quantity)   |                |      |      |                   |      |
| <b>U.S. SHIPMENTS TO ALL OTHERS</b> (quantity)  |                |      |      |                   |      |
| <sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). |                |      |      |                   |      |
| <sup>2</sup> Transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:                        |                |      |      |                   |      |
| <sup>3</sup> Identify your principal export markets: _____  |                |      |      |                   |      |
| <sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> 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: _____   |                |      |      |                   |      |

II-11. If you reported transfers to related firms in question II-9 or II-10, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-12. Which primary components (powerhead, midsection, and gearcase) do you source from other U.S. firms and for what types of outboard engines?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-13. What other major components (e.g. engine block, starter motors, drive shaft, propeller) do you source from other U.S. firms?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-14. Which primary components do you source from outside the United States and for what types of outboard engines?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-15. What other major components do you source from outside the United States?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-14. Please list any types of outboard engines within the scope of this investigation that you do not manufacture in the United States:

\_\_\_\_\_

\_\_\_\_\_



**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Charles Yost (202-205-3432 or cyost@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?  
List the names, titles, and phone numbers (including extensions) of the people who actually prepared and/or have actual knowledge of this response.

Company contact: \_\_\_\_\_

|                |           |         |                |
|----------------|-----------|---------|----------------|
| Name and title |           |         |                |
| _____          |           | Ext.    | _____          |
| _____          | Phone No. | Fax No. | E-mail address |

Your company's World Wide Website: \_\_\_\_\_

III-2. Briefly describe your Financial Accounting system.

A. When does your fiscal year end (month and day)? \_\_\_\_\_  
If your fiscal year changed during the periods examined, explain below:

- 
- B. 1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_
2. Does your firm prepare profit/loss statements for the subject merchandise:  
Yes \_\_\_ No \_\_\_
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10K's)? Please check relevant items below.  
 Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_  
 Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_  
 Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive  
 (specify) \_\_\_\_\_

*Note: Please submit copies of your financial statements including internal profit/loss statements.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.)

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-4. Describe briefly your submission methodology including allocation basis if any, especially for COGS, SG&A, and interest expense and other income and expenses.

\_\_\_\_\_

\_\_\_\_\_

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III-5. Other products--Please list any other products you produced in the facilities in which you produced outboard engines, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

| <u>Product(s)</u> | <u>Share of sales</u> |
|-------------------|-----------------------|
| _____             | _____                 |
| _____             | _____                 |

**PART III.--FINANCIAL INFORMATION--Continued**

III-6. Operations on outboard engines.—Consolidate and report the revenue and related cost information requested below on the outboard engine operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Do not include in these data the quantity or value of purchased complete outboard engines that your firm resells. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. See instruction booklet for definitions.

| <i>(Quantity in units, value in \$1,000)</i>   |                      |       |       |                   |      |
|--|----------------------|-------|-------|-------------------|------|
| Item   | Fiscal years ended-- |       |       | January-September |      |
|  | _____                | _____ | _____ | 2002              | 2003 |
| <b>Net sales quantities:<sup>2</sup></b>   |                      |       |       |                   |      |
| Commercial sales   |                      |       |       |                   |      |
| Internal consumption   |                      |       |       |                   |      |
| Transfers to related firms   |                      |       |       |                   |      |
| Total net sales quantities   |                      |       |       |                   |      |
| <b>Net sales values:<sup>2</sup></b>   |                      |       |       |                   |      |
| Commercial sales   |                      |       |       |                   |      |
| Internal consumption   |                      |       |       |                   |      |
| Transfers to related firms   |                      |       |       |                   |      |
| Total net sales values   |                      |       |       |                   |      |
| <b>Cost of goods sold (including internal consumption and transfers to related firms):</b> |                      |       |       |                   |      |
| Powerheads, domestically produced  |                      |       |       |                   |      |
| Powerheads, imported (if any)  |                      |       |       |                   |      |
| Other raw materials and parts  |                      |       |       |                   |      |
| Direct labor   |                      |       |       |                   |      |
| Other factory costs  |                      |       |       |                   |      |
| Total cost of goods sold   |                      |       |       |                   |      |
| <b>Gross profit or (loss)</b>  |                      |       |       |                   |      |
| <b>Selling, general, and administrative (SG&amp;A) expenses:</b>                           |                      |       |       |                   |      |
| Selling expenses   |                      |       |       |                   |      |
| General and administrative expenses  |                      |       |       |                   |      |
| Total SG&A expenses  |                      |       |       |                   |      |
| <b>Operating income or (loss)</b>  |                      |       |       |                   |      |
| <b>Other income and expenses:</b>  |                      |       |       |                   |      |
| Interest expense   |                      |       |       |                   |      |
| All other expense items  |                      |       |       |                   |      |
| All other income items   |                      |       |       |                   |      |
| All other income or expenses, net  |                      |       |       |                   |      |
| <b>Net income or (loss) before income taxes</b>  |                      |       |       |                   |      |
| <b>Depreciation/amortization included above</b>  |                      |       |       |                   |      |

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Less returns, prepaid freight, and all discounts, allowances, rebates, incentives, reimbursements, bonuses, and any other reductions in net price. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

III-7. **Operations on separately sold powerheads for outboard engines.**--Report the revenue and related cost information requested below on your U.S. establishments' operations producing separately sold powerheads.<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Do not include in these data the quantity or value of powerheads that your firm purchases and resells without further processing. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. See instruction booklet for definitions.

| <b>(Quantity in units, value in \$1,000)</b>                     |                      |       |       |                   |      |
|--|----------------------|-------|-------|-------------------|------|
| Item   | Fiscal years ended-- |       |       | January-September |      |
|  | _____                | _____ | _____ | 2002              | 2003 |
| <b>Net commercial sales quantities<sup>2</sup></b>               |                      |       |       |                   |      |
| <b>Net commercial sales values<sup>2</sup></b>                   |                      |       |       |                   |      |
| <b>Cost of goods sold:</b>                                       |                      |       |       |                   |      |
| Raw materials and parts  |                      |       |       |                   |      |
| Direct labor   |                      |       |       |                   |      |
| Other factory costs  |                      |       |       |                   |      |
| Total cost of goods sold   |                      |       |       |                   |      |
| <b>Gross profit or (loss)</b>                                    |                      |       |       |                   |      |
| <b>Selling, general, and administrative (SG&amp;A) expenses:</b> |                      |       |       |                   |      |
| Selling expenses   |                      |       |       |                   |      |
| General and administrative expenses                              |                      |       |       |                   |      |
| Total SG&A expenses  |                      |       |       |                   |      |
| <b>Operating income or (loss)</b>                                |                      |       |       |                   |      |
| <b>Other income and expenses:</b>                                |                      |       |       |                   |      |
| Interest expense   |                      |       |       |                   |      |
| All other expense items  |                      |       |       |                   |      |
| All other income items   |                      |       |       |                   |      |
| All other income or expenses, net                                |                      |       |       |                   |      |
| <b>Net income or (loss) before income taxes</b>                  |                      |       |       |                   |      |
| <b>Depreciation/amortization included above</b>                  |                      |       |       |                   |      |

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Less returns, prepaid freight, and all discounts, allowances, rebates, incentives, reimbursements, bonuses, and any other reductions in net price. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

III-7. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on outboard engines, and the values of the property, plant, and equipment used in the production of outboard engines. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

| (Value in \$1,000)                           |                      |       |       |                   |      |
|--|----------------------|-------|-------|-------------------|------|
| Item   | Fiscal years ended-- |       |       | January-September |      |
|  | _____                | _____ | _____ | 2002              | 2003 |
| <b>Capital expenditures</b>                  |                      |       |       |                   |      |
| <b>Research and development expenditures</b> |                      |       |       |                   |      |
| <b>Property, plant, and equipment:</b>       |                      |       |       |                   |      |
| Original cost                                |                      |       |       |                   |      |
| Book value                                   |                      |       |       |                   |      |

III-8. Since January 1, 2000, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of outboard engines from Japan?

No             Yes--My firm has experienced actual negative effects as follows:

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds

Other (specify) \_\_\_\_\_

III-9. Does your firm anticipate any negative impact of imports of outboard engines from Japan?

No             Yes--My firm anticipates negative effects as follows:

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**PART IV.--PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from James Fetzner (202-708-5403).

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

Company contact: \_\_\_\_\_

Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

**Section IV-A.--PRICE DATA**

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2000-September 2003:

**Product 1.—Carbureted 2-stroke (not direct injection), 90 horsepower, 20" shaft length, electric start, steering connector kit, power trim, oil injection.**

**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) and sales to OEMs and dealers should be reported separately. See instruction booklet.**

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A.--PRICE DATA-SALES TO OEMs--Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> produced and sold by your firm to OEMs (original equipment manufacturers-ex. boat builders).

Product 1  Product 2  Product 3

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

<sup>1</sup> What is the approximate percentage of production cost of this product that is accounted for by U.S. produced components?

<sup>2</sup> 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 IV.--PRICING AND RELATED INFORMATION--Continued**

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

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> produced 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 <sup>2</sup> |
| <b>2000:</b>   |          |                    |
| January-March  |          |                    |
| April-June   |          |                    |
| July-September   |          |                    |
| October-December   |          |                    |
| <b>2001:</b>   |          |                    |
| January-March  |          |                    |
| April-June   |          |                    |
| July-September   |          |                    |
| October-December   |          |                    |
| <b>2002:</b>   |          |                    |
| January-March  |          |                    |
| April-June   |          |                    |
| July-September   |          |                    |
| October-December   |          |                    |
| <b>2003:</b>   |          |                    |
| January-March  |          |                    |
| April-June   |          |                    |
| July-September   |          |                    |

<sup>1</sup> What is the approximate percentage of production cost of this product that is accounted for by U.S. produced components?

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<sup>2</sup> 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 IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-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.

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

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IV-B-3. What are your firm's typical sales terms for its U.S.-produced outboard engines (e.g., 2/10 net 30 days)?  
 On what basis are your prices of domestic outboard engines usually quoted (e.g., f.o.b. warehouse, or delivered)?

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced outboard engines 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           |                          |

IV-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 IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-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? \_\_\_\_\_

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

| Source            | Share of 2002 sales | Lead time |
|-------------------|---------------------|-----------|
| From inventory    |                     |           |
| Produced to order |                     |           |
| <b>Total</b>      | <b>100%</b>         |           |

IV-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.

IV-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) \_\_\_\_\_

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

| <u>End use</u> | <u>Share of total cost accounted for by outboard engines (percent)</u> |
|----------------|--|
| _____          | _____  |
| _____          | _____  |
| _____          | _____  |

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-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.

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(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?

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IV-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

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IV-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.

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IV-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.

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-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.<sup>1</sup>

| Country-pair  | United States | Japan | Other countries |
|---------------|---------------|-------|-----------------|
| United States |               |       |                 |
| Japan         |               |       |                 |

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

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-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.<sup>1</sup>

| Country-pair  | United States | Japan | Other countries |
|---------------|---------------|-------|-----------------|
| United States |               |       |                 |
| Japan         |               |       |                 |

<sup>1</sup> 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:

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for outboard engines 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 shipments of outboard engines that each of these customers accounted for in 2002. **Please also attach copies of 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  |                 |  |                |                                |                         |





**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES**

*Instructions for preliminary phase of the investigation:* **THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

**Since January 1, 2000:** Did your firm lose sales of outboard engines to imports of these products from **Japan**?

Yes       No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

| Customer name, contact person, phone and fax numbers | Product | Date of quote | Quantity (number of engines) | Rejected U.S. price (total value--dollars) | Country of origin | Accepted import price (total value--dollars) |
|--|---------|---------------|------------------------------|--|-------------------|--|
|  |         |               |                              |  |                   |  |
|  |         |               |                              |  |                   |  |
|  |         |               |                              |  |                   |  |
|  |         |               |                              |  |                   |  |