

PRODUCERS' QUESTIONNAIRE

BRAKE ROTORS FROM CHINA

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 February 21, 2008

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review concerning aftermarket brake rotors from China (inv. No. 731-TA-744 (Second Review)). 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 produced aftermarket brake rotors (as defined in the instruction booklet) at any time since January 1, 2002?</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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</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 review in any other import-injury investigations or reviews 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 review 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 review 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

Date

Signature of Authorized Official

Phone *Ext.:* _____ *Fax*

E-mail address

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 50 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 pages 3-4 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 continuation of the antidumping duty order currently in place for aftermarket brake rotors from China? Please indicate and explain.

Support Oppose Take no position

PART I.—GENERAL INFORMATION—Continued

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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing aftermarket brake rotors from China into the United States or which are engaged in exporting aftermarket brake rotors from China 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 importing aftermarket brake rotors from countries **other than** China into the United States or which are engaged in exporting aftermarket brake rotors from countries **other than** China to the United States?

No Yes--List the following information

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

PART I.—GENERAL INFORMATION—Continued

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of brake rotors?

No Yes--List the following information

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

I-8. Does your firm have any joint ventures, partnerships or exclusivity arrangements with either domestic or foreign entities, which are engaged in the production, importation or supply of brake rotors from China?

No Yes--List the following information

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

I-9. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for brake rotors?

No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

PART II.—TRADE AND RELATED INFORMATION--Continued

II-3. At any time since 2002, including 2008, has your firm produced its own castings used in the production of its aftermarket brake rotors?

Year	No—Identify the country(ies) of origin of the castings that you purchased or imported	Yes—Estimate, as a percentage, the volume of castings you produced in relation to the volume of aftermarket brake rotors you produced
2002		
2003		
2004		
2005		
2006		
2007		
Forecasted 2008		

II-4. At any time since 2002, including 2008, did your firm perform the machining on the aftermarket brake rotors it produced?

Year	No	Yes—Estimate, as a percentage, the volume of machining you performed on aftermarket brake rotors in relation to the volume of aftermarket brake rotors you produced
2002		
2003		
2004		
2005		
2006		
2007		
Forecasted 2008		

PART II.—TRADE AND RELATED INFORMATION--Continued

II-5. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of aftermarket brake rotors in the future?

- No Yes---Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce aftermarket brake rotors (in 1,000 rotors) for 2008 and 2009.**

II-6. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of aftermarket brake rotors in the future if the antidumping duty order on aftermarket brake rotors from China were to be revoked?

- No Yes---Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-7. Has your firm **since 1997** (the year the antidumping duty order under review became effective) produced, or does your firm anticipate producing in the future, brake rotors for the OEM market?

- No Yes--Report in the table below your firm's combined capacity and production of OEM and aftermarket brake rotors in the periods indicated.

Calendar year	<i>(Quantity in 1,000 rotors)</i>	
	Average production capacity ¹	Production
2002		
2003		
2004		
2005		
2006		
2007		
¹ Please provide the basis for allocation of capacity data. _____ _____		

PART II.—TRADE AND RELATED INFORMATION--Continued

II-8. Has your firm **since 1997** (the year the antidumping duty order under review became effective) produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of aftermarket brake rotors and/or using the same production and related workers employed to produce aftermarket brake rotors?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and aftermarket brake rotors in the periods indicated.

Product	Period	Basis of allocation of capacity data
<i>Aftermarket Brake Rotors</i>		

Calendar year	<i>(Quantity in 1,000 rotors)</i>	
	Average production capacity	Production
2002		
2003		
2004		
2005		
2006		
2007		

II-9. Please describe the constraint(s) that set the limit(s) on your production capacity.

II-10. Is your firm able to switch production between aftermarket brake rotors and other products in response to a relative change in the price of aftermarket brake rotors vis-a-vis the price of other products, using the same equipment and labor?

- No Yes--Please identify the other products, the approximate time and cost involved in switching, the minimum relative price change required for your firm to switch production to or from aftermarket brake rotors.

PART II.—TRADE AND RELATED INFORMATION--Continued

II-11. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **aftermarket brake rotors** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in 1,000 rotors, value in \$1,000)						
Item	Calendar years					
	2002	2003	2004	2005	2006	2007
AVERAGE PRODUCTION CAPACITY ¹ (quantity)						
BEGINNING-OF-PERIOD INVENTORIES (quantity)						
PRODUCTION (quantity)						
U.S. SHIPMENTS:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption:						
Quantity of internal consumption						
Value of internal consumption						
Transfers to related firms:						
Quantity of transfers to related firms						
Value ² of transfers to related firms						
EXPORT SHIPMENTS: ³						
Quantity of export shipments						
Value of export shipments						
END-OF-PERIOD INVENTORIES ⁴ (quantity)						
CHANNELS OF DISTRIBUTION:						
U.S. COMMERCIAL SHIPMENTS TO--						
Automotive parts distributors (quantity)						
Retail outlets (quantity)						
All other ⁵ (quantity)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (1,000 hours)						
WAGES PAID TO PRWs (value)						
<p>¹ 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). _____</p> <p>² 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 2002-2007. _____</p> <p>³ Identify your principal export markets: _____</p> <p>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: _____</p> <p>⁵ Identify the type(s) of all other firms: _____</p>						

PART II.—TRADE AND RELATED INFORMATION--Continued

II-12. If you reported transfers to related firms in question II-8, please indicated 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-13. NON-IMPORT AFTERMARKET BRAKE ROTOR PURCHASES.—Other than direct imports, has your firm otherwise purchased aftermarket brake rotors since January 1, 2002? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

(Quantity in 1,000 rotors, value in \$1,000)						
Item	Calendar years					
	2002	2003	2004	2005	2006	2007
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--						
China:						
<i>Quantity</i>						
<i>Value</i>						
All other countries:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM DOMESTIC PRODUCERS:²						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM OTHER SOURCES:²						
<i>Quantity</i>						
<i>Value</i>						
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>						
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>						

PART II.—TRADE AND RELATED INFORMATION--Continued

II-14. Since January 1, 2002, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of aftermarket brake rotors?

No Yes--Name firm(s): _____.

II-15. Does your firm produce aftermarket brake rotors in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-16. Since January 1, 2002, has your firm imported aftermarket brake rotors?

No Yes-- **COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

II-17. Describe the significance of the existing antidumping duty order covering imports of aftermarket brake rotors from China in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

II-18. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of aftermarket brake rotors in the future if the antidumping duty order on aftermarket brake rotors from China were to be revoked?

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

PART III.—FINANCIAL INFORMATION

Address questions on this part of the questionnaire to John Ascienzo (202-205-3175, john.ascienzo@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
Name and title

() _____
Phone number Fax number

_____ _____
E-mail address Company web address

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 period 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 aftermarket brake rotors?

Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports and 10Ks)? Please check relevant items below.

Audited, unaudited, annual reports, 10Ks, 10Qs,

Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes aftermarket brake rotors, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

PART III.—FINANCIAL INFORMATION - *Continued*

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

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

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____

III-6. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of aftermarket brake rotors from any related company?

Yes--Continue to question III-7 below. No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of aftermarket brake rotors that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9 below. No--Continue to question III-10 below.

PART III.—FINANCIAL INFORMATION - *Continued*

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (Operations on Aftermarket Brake Rotors); i.e., costs reported in question III-11, to the extent that they reflect the inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No--Please contact John Ascienzo at 202-205-3175.

III-10. For each annual and interim period for which financial results are reported in question III-11, please attach a separate schedule that identifies the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's aftermarket brake rotors operations.

PART III.—FINANCIAL INFORMATION - Continued

III-11. Operations on Aftermarket Brake Rotors. --Report the revenue and related cost information requested below on the aftermarket brake rotor operations of your U.S. establishment(s).¹ 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.² **Provide data for your six most recently completed fiscal years in chronological order from left to right and indicate the fiscal years for which you are reporting.** If your firm was involved in tolling operations (either as the toller or as the tollee) please contact John Ascienzo at (202) 205-3175 before completing this section of the questionnaire.

Quantity (in 1,000 rotors) and value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Net sales quantities: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (COGS) (including internal consumption and transfers to related firms):						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ⁴						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.

³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

⁴ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.—FINANCIAL INFORMATION - *Continued*

III-12. Asset values.—Report the total assets associated with the production, warehousing, and sale of aftermarket brake rotors. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. ***Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right and indicate the fiscal years for which you are reporting.***

Value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories						
D. Other (describe: _____)						
E. Total current assets (lines 1.A. through 1.D.)						
2. Property, plant, and equipment						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
3. Other non-current assets (describe: _____)						
4. Total assets (lines 1.E., 2.C., and 3.)						

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on aftermarket brake rotors. ***Provide data for your six most recently completed fiscal years in chronological order from left to right and indicate the fiscal years for which you are reporting.***

Value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenditures						

PART IV.—PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Catherine Defilippo (202-205-3253, catherine.defilippo@usitc.gov).

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

Company contact:

() _____

Phone number

E-mail address

PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following aftermarket (non-OEM) brake rotors during January 2002-December 2007. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits. **Report data only for material manufactured and sold by your firm in the United States.**

Product 1.—Brake rotor models of AIMCO part number 54010, or models that otherwise conform to that AIMCO part number.

Product 2.—Brake rotor models of AIMCO part number 55034, or models that otherwise conform to that AIMCO part number.

Product 3.—Brake rotor models of AIMCO part number 55040, or models that otherwise conform to that AIMCO part number.

Product 4.—Brake rotor models of AIMCO part number 55066, or models that otherwise conform to that AIMCO part number.

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 IV.—PRICING AND MARKET FACTORS

IV-2a. —Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in rotors, value in dollars)				
Period of shipment	Product 1 (AIMCO #54010)		Product 2 (AIMCO #55034)	
	Quantity	Value	Quantity	Value
2002				
January-March				
April-June				
July-September				
October-December				
2003				
January-March				
April-June				
July-September				
October-December				
2004				
January-March				
April-June				
July-September				
October-December				
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				
<p>¹ 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.</p> <p>² Pricing product definitions are provided on the first page of Part IV.</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 1: _____</p> <p>Product 2: _____</p>				

PART IV.—PRICING AND MARKET FACTORS

IV-2b. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in rotors, value in dollars)				
Period of shipment	Product 3 (AIMCO #55040)		Product 4 (AIMCO #55066)	
	Quantity	Value	Quantity	Value
2002				
January-March				
April-June				
July-September				
October-December				
2003				
January-March				
April-June				
July-September				
October-December				
2004				
January-March				
April-June				
July-September				
October-December				
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				
<p>¹ 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.</p> <p>² Pricing product definitions are provided on the first page of Part IV.</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 3: _____</p> <p>Product 4: _____</p>				

PART IV.—PRICING AND MARKET FACTORS

IV-3. Please describe how your firm determines the prices that it charges for sales of aftermarket brake rotors (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.

IV-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-5. What are your firm's typical sales terms for its U.S.-produced aftermarket brake rotors (e.g., 2/10 net 30 days)? _____. On what basis are your prices of domestic aftermarket brake rotors usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

IV-6. Approximately what share of your firm's sales of its U.S.-produced aftermarket brake rotors 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)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

IV-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 IV.—PRICING AND MARKET FACTORS

IV-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? _____

IV-9. 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 aftermarket brake rotors?

<u>Source</u>	<u>Share of sales,</u> <u>2007</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	_____

IV-10. (a) What is the approximate percentage of the total delivered cost of aftermarket brake rotors 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.

IV-11. What is the geographic market area in the United States served by your firm's aftermarket brake rotors? (check all that apply)

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

PART IV.—PRICING AND MARKET FACTORS

IV-12. Describe the end uses of the aftermarket brake rotors that you manufacture. For each end-use product, what percentage of the total cost is accounted for by aftermarket brake rotors?

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

IV-13. Have there been any changes in the end uses of aftermarket brake rotors since 1997?

No Yes—Please describe.

IV-14. Do you anticipate any changes in terms of the end uses of aftermarket brake rotors in the future?

No Yes—Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART IV.—PRICING AND MARKET FACTORS

IV-15. (a) Please list in order of importance any products that may be substituted for aftermarket brake rotors.

(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 aftermarket brake rotors?

No

Yes-- To what degree do changes in their prices affect the price for aftermarket brake rotors? 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 brake rotor or final end use?

IV-16. Have there been any changes in the number or types of products that can be substituted for aftermarket brake rotors since 1997?

No

Yes—Please explain.

PART IV.—PRICING AND MARKET FACTORS—Continued

IV-17. Do you anticipate any changes in terms of the substitutability of other products for aftermarket brake rotors in the future?

- No Yes—Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-18. To what extent have changes in the prices of raw materials affected your firm's selling prices for aftermarket brake rotors during January 2002-December 2007? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-19. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced aftermarket brake rotors in the U.S. market since 1997?

- No Yes—Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

IV-20. (a) Do you anticipate any changes in terms of the availability of U.S.-produced aftermarket brake rotors in the U.S. market in the future?

- Increase No Change Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART IV.—PRICING AND MARKET FACTORS

IV-21. Has the availability of NONSUBJECT imported aftermarket brake rotors changed since 1997?

- No Yes—Please explain.

IV-22. Describe how easily your firm can shift its sales of aftermarket brake rotors between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting aftermarket brake rotors between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-23. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of aftermarket brake rotors since 1997?

- No Yes—Please describe and quantify if possible.

IV-24. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of aftermarket brake rotors in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- No Yes—Please identify, including the time period.

IV-25. How has the demand within the United States (and outside the United States if known) for aftermarket brake rotors changed since 1997?

- Increased Unchanged Decreased
 Other (describe: _____)

What were the principal factors affecting changes in demand?

PART IV.—PRICING AND MARKET FACTORS

IV-26. Do you anticipate any future changes in the demand for aftermarket brake rotors in the United States and, if known, the rest of the world?

- No Yes—Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-27. Please compare market prices of aftermarket brake rotors in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-28. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss the supply (including production capacity and capacity utilization) and demand for aftermarket brake rotors in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 1997 to the present and forecasts for the future.

IV-29. Are your exports of aftermarket brake rotors subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes—Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1997, or that are expected to occur in the future.

IV-30. Does your firm sell aftermarket brake rotors over the internet?

- No Yes—Please describe, noting the estimated percentage of your firm's total sales of aftermarket brake rotors in 2007 accounted for by internet sales.
