

IMPORTERS' QUESTIONNAIRE
CERTAIN BRAKE DRUMS AND 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 June 23, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its market disruption investigation concerning **certain brake drums and rotors** from China (inv. No. TA-421-03) under section 421(b) of the Trade Act of 1974 (the Act). The information requested in the questionnaire is requested under the authority of section 421(b) of the Act. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported **brake drums or rotors** (as defined in the instruction booklet) from **ANY source** at any time since January 1, 1998? **Report TOTAL imports of ANY brake drums or rotors, whether or not they are sold by your firm to the original equipment market or to the aftermarket or are used internally to manufacture another product.**

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission. The undersigned acknowledges 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. The undersigned understands that the confidential business information that is furnished may be subject to, and may be released under, an administrative protective order issued by the Commission pursuant to section 206.47 of the Commission's Rules of Practice and Procedure. In addition, the confidential business information that is submitted may be included in a confidential version of the report that the Commission transmits to the President and U.S. Trade Representative, should the Commission transmit a confidential version. Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide 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.

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 certain brake drums or rotors from China into the United States or which are engaged in exporting certain brake drums or rotors from China to the United States?

No Yes—List the following information.

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

PART I. GENERAL QUESTIONS—Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain brake drums or rotors?

No Yes—List the following information.

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

I-6. Please indicate the nature of your firm's importing operations on certain brake drums or rotors. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)
 Consignee of the imported product(s) Customs broker or freight forwarder

I-7. If your firm is an importer of record of certain brake drums or rotors but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters certain brake drums or rotors into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes
Bonded warehouses No Yes

I-9. Please indicate whether your firm imports certain brake drums or rotors under the TIB (temporary importation under bond) program.

No Yes

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

No Yes—Please specify. _____

PART II. TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE—CERTAIN BRAKE DRUMS.**—Report your firm's imports and your firm's shipments and inventories of aftermarket brake drums imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined.** Photocopy as many pages as you need.

China

All other sources combined¹

(Quantity in 1,000 units, value in \$1,000)							
Item	Calendar years					January-March	
	1998	1999	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. COMMERCIAL SHIPMENTS TO:							
Automotive parts distributors <i>(quantity)</i>							
Retail outlets <i>(quantity)</i>							
All other firms⁶ <i>(quantity)</i>							

¹ Please identify these sources: _____

² Please 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 1997, 1998, 1999, 2000, 2001, and 2002: _____

⁴ Identify your principal export markets: _____

⁵ Reconciliation of data.--Please 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: _____

⁶ Identify the type(s) of firms: _____

PART II. TRADE AND RELATED INFORMATION—Continued

II-6. **IMPORTS BY SOURCE—CERTAIN BRAKE ROTORS.**—Report your firm's imports and your firm's shipments and inventories of aftermarket brake rotors imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined.** Photocopy as many pages as you need.

China All other sources combined¹

(Quantity in 1,000 units, value in \$1,000)							
Item	Calendar years					January-March	
	1998	1999	2000	2001	2002	2002	2003
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>							
IMPORTS:²							
<i>Quantity of imports</i>							
<i>Value of imports</i>							
U.S. SHIPMENTS:							
Commercial shipments:							
<i>Quantity of commercial shipments</i>							
<i>Value of commercial shipments</i>							
Internal consumption/company transfers:							
<i>Quantity of internal consumption/transfers</i>							
<i>Value³ of internal consumption/transfers</i>							
EXPORT SHIPMENTS:⁴							
<i>Quantity of export shipments</i>							
<i>Value of export shipments</i>							
END-OF-PERIOD INVENTORIES⁵ <i>(quantity)</i>							
U.S. COMMERCIAL SHIPMENTS TO:							
Automotive parts distributors <i>(quantity)</i>							
Retail outlets <i>(quantity)</i>							
All other firms⁶ <i>(quantity)</i>							

¹ Please identify these sources: _____

² Please 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 1997, 1998, 1999, 2000, 2001, and 2002: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**--Please 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: _____

⁶ Identify the type(s) of firms: _____

PART II. TRADE AND RELATED INFORMATION—Continued

II-7. **IMPORTS BY SOURCE—ALL BRAKE DRUMS AND ROTORS.**—Report your firm's imports of the products listed below (see definitions in the instruction booklet). **Report separately for China and for all other sources combined. Photocopy as many pages as you need.**

China

All other sources combined¹

(Quantity in 1,000 units, value in \$1,000)							
Item	Calendar years					January-March	
	1998	1999	2000	2001	2002	2002	2003
AFTERMARKET (NON-OEM) BRAKE DRUMS:^{1 2}							
Quantity of imports							
Value of imports							
AFTERMARKET (NON-OEM) BRAKE ROTORS:^{1 3}							
Quantity of imports							
Value of imports							
Value of commercial shipments							
OEM BRAKE DRUMS:¹							
Quantity of imports							
Value of imports							
OEM BRAKE ROTORS:¹							
Quantity of imports							
Value of imports							
ALL OTHER BRAKE DRUMS:⁴							
Quantity of imports							
Value of imports							
ALL OTHER BRAKE ROTORS:⁴							
Quantity of imports							
Value of imports							
¹ See definitions in instructions booklet. ² If you are completing this page for China, reported quantities and values for these brake drums should equal those reported in section II-5. ³ If you are completing this page for China, reported quantities and values for these brake rotors should equal those reported in section II-6. ⁴ ALL OTHER BRAKE DRUMS AND ROTORS consist of any brake drums and rotors which (1) are NOT made of gray cast iron and (2) do NOT range in diameter from 8 to 16 inches (20.32 to 40.64 centimeters) of weight from 8 to 45 pounds (3.63 to 20.41 kilograms).							

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

II-8. COMPARABILITY OF AFTERMARKET AND OEM BRAKE DRUMS AND ROTORS.--

Please describe the differences and similarities in aftermarket and OEM brake drums and rotors for the following factors: (a) **physical properties**; (b) **manufacturing processes**--where and how they are made; (c) **end uses**; and (d) **channels of distribution**--describe the specific customer requirements and channels of distribution/market situation in which the products are sold. Use additional pages as necessary.

(a) Physical properties:

(b) Manufacturing processes:

(c) End uses:

(d) Channels of distribution:

PART III. PRICING AND MARKET FACTORS -Continued

Section III-A. PRICE DATA -Continued

Product 1 Product 2 Product 3 Product 4
 (Check one box for each page)

(Value in dollars, quantity in units)				
Period of shipment	Value ¹	Quantity	Value ²	Quantity
1998:				
Jan.-Mar.				
Apr.-June				
July-Sept.				
Oct.-Dec.				
1999:				
Jan.-Mar.				
Apr.-June				
July-Sept.				
Oct.-Dec.				
2000:				
Jan.-Mar.				
Apr.-June				
July-Sept.				
Oct.-Dec.				
2001:				
Jan.-Mar.				
Apr.-June				
July-Sept.				
Oct.-Dec.				
2002:				
Jan.-Mar.				
Apr.-June				
July-Sept.				
Oct.-Dec.				
2003:				
Jan.-Mar.				

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, absorbed freight, and the value of returned goods), **f.o.b. your U.S. point of shipment.**

² Net values (i.e., gross sales values less all discounts, allowances, rebates, absorbed freight, and the value of returned goods), **delivered to your U.S. customers' locations.**

PART III. PRICING AND MARKET FACTORS—Continued

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total sales of its imported Chinese certain brake drums and rotors to U.S. customers during January 1998-March 2003. If your responses differ by sales to different types of U.S. customers (wholesale distributors, jobbers, etc.), by specific products that you produce, or by brake drums versus brake rotors, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

Section III-B. PRICING PRACTICES

III-B-1. Please report below your firm's total U.S. sales quantity (in units) of its imported certain brake drums and certain brake rotors from China during January 1998-March 2003 that were on a (1) long-term contract basis (multiple deliveries for more than 12 months after the purchase agreement), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the purchase agreement).

Type of Sale:	Brake drums	Brake rotors
Long-term contracts		
Short-term contracts		
Spot sales		

III-B-2. Please discuss the following provisions of your U.S. sales on a typical long-term contract basis that involved your imported Chinese certain brake drums and rotors.

- (a) What is the average duration of a contract? _____
- (b) How frequently are contracts renegotiated? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) What are the standard quantity requirements, if any? _____
- (f) What is the price premium for sub-minimum shipments? ____ percent

Identify below the top two factors, in descending order, discussed/considered between your firm and its U.S. customers in arriving at a price for a typical long-term contract sale. If your firm uses/issues price lists, please enclose a copy of your most recent price list with your submission.

- 1. _____
- 2. _____

PART III. PRICING AND MARKET FACTORS—Continued

Section III-B. PRICING PRACTICES—Continued

III-B-3. Please discuss the following provisions of your U.S. sales on a typical short-term contract basis that involved your imported Chinese certain brake drums and rotors.

- (a) What is the average duration of a contract? _____
- (b) How frequently are contracts renegotiated? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) What are the standard quantity requirements, if any? _____
- (f) What is the price premium for sub-minimum shipments? ____ percent

Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers in arriving at a price for a typical short-term contract sale. If your firm uses/issues price lists, please enclose a copy of your most recent price list with your submission.

- 1. _____
- 2. _____

III-B-4. Identify below the top two factors, in descending order, discussed/considered between your firm and its U.S. customers in arriving at a price for a typical spot sale. If your firm uses/issues price lists, please enclose a copy of your most recent price list with your submission.

- 1. _____
- 2. _____

III-B-5. What are your firm's typical sales terms for its imported Chinese certain brake drums and rotors shipped to U.S. customers (e.g., 2/10 net 30 days, net 30 days, etc.)

_____?

III-B-6. a) On what basis does your firm typically quote prices of its imported Chinese certain brake drums and rotors to its U.S. customers: f.o.b. plant/warehouse ____ or delivered ____ ? (Check one)

b) If f.o.b., do your customers typically arrange the freight ____ or does your firm arrange the freight ____? (Check one)

c) If your firm arranges freight on its f.o.b. sales, does it typically prepay the freight ____ or send the products freight collect ____? (Check one)

PART III. PRICING AND MARKET FACTORS—Continued

Section III-B. PRICING PRACTICES—Continued

III-B-6. d) Does your firm ever pay freight to your U.S. customers' locations *without charging for this cost*? Yes ____ No ____? (Check one)

If yes--

Please indicate the sales volume (number of units or value in dollars) or other requirement(s) that must be met for your firm to absorb U.S. shipping charges for delivery to your customers' facilities. Also indicate whether such requirements involve purchases of only certain brake drums and rotors or include other products as well (identify any other products).

Please report below the total value (in dollars) of U.S. freight charges that your firm absorbed based on all its U.S. shipments of its imported Chinese certain brake drums and rotors during January 1998-March 2003.

III-B-7. Please describe your firm's discount policy (quantity discounts, annual total volume (quantity or value) based discounts, etc.). Do not include any payment discount covered in question III-B-5. Also indicate whether such discount bases involve purchases of only certain brake drums and rotors or include other products as well (identify any other products).

III-B-8. Please discuss below how your firm's selling prices of its certain brake drums and rotors may differ by type of customer (e.g., wholesale distributor, jobber, etc.), by type of sale (e.g., long-term contracts, short-term contracts, and spot sales), and by any other considerations.

Type of customer: _____

Type of sale: _____

Other: _____

PART III. PRICING AND MARKET FACTORS—Continued

Section III-C. FACTORS AFFECTING PRICING

III-C-1. a) Approximately what share of the total sales quantity (in units) of your firm's domestic shipments of its imported Chinese certain brake drums and its imported Chinese certain rotors occurred within the distances specified below during January 1998-March 2003? Also, for each distance category, approximately what percent of the total net f.o.b sales value of these products was accounted for by U.S.-inland transportation costs and what was the typical transportation mode (truck-T, rail-R, or air-A)?

	<u>Certain brake drums</u>			<u>Certain brake rotors</u>		
	<u>Shipment share</u>	<u>Freight share</u>	<u>Mode</u>	<u>Shipment share</u>	<u>Freight share</u>	<u>Mode</u>
Within 100 miles of your plant/warehouse	_____%	_____%	_____	_____%	_____%	_____
100 to 500 miles from your plant/warehouse	_____%	_____%	_____	_____%	_____%	_____
Over 500 miles from your plant/warehouse	_____%	_____%	_____	_____%	_____%	_____
TOTAL	100 %			100 %		

b) Do U.S. freight-cost shares reported for the longer distances represent a competitive disadvantage for your firm vis-a-vis U.S. producers or other U.S. importers of certain brake drums and rotors? Yes ___ No ___ (Check one) If yes, please discuss the extent of the disadvantage, the geographic area(s) involved, and identify any such firms and the country(ies) of origin of the brake drums and rotors they sell.

c) What is the geographic market area in the United States served by your firm's imported Chinese certain brake drums and rotors? Note any changes in market area since January 1998.

IV-C-2. a) What is the average lead time (in days) between a customer's order and the date of delivery for your firm's U.S. shipments of its imported Chinese certain brake drums and rotors from its U.S. inventory and, if applicable, from production facilities in China?

Shipments from U.S. inventory _____

Shipments from China _____

PART III. PRICING AND MARKET FACTORS—Continued

Section III-C. FACTORS AFFECTING PRICING—Continued

III-C-2. b) Have average lead times changed since January 1998? Yes ____ No ____ (Check one) If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete with the U.S. produced Chinese certain brake drums and rotors.

III-C-3. Does your firm sell its imported Chinese certain brake drums and rotors over the internet?

No Yes

If yes—

Please report the value (in dollars net f.o.b. your U.S. selling location(s)) of your firm's total U.S. sales of its imported Chinese certain brake drum and rotors during January 1998-March 2003 that were accounted for by internet sales. Also explain the impact such sales have had on your U.S. selling prices and quantities during this period.

III-C-4. Have fluctuations in China's currency exchange rate with the U.S. dollar (Chinese yuan/U.S. dollar exchange rate) affected U.S. dollar prices of your imported Chinese certain brake drums and rotors during January 1998-March 2003?

No Yes

If yes—

Please specify the exchange rate changes (in Chinese yuan per U.S. dollar), the resulting change in the U.S. dollar purchase prices of the imported Chinese certain brake drums and rotors, the period(s) when the exchange rate and U.S. dollar prices of the subject imported products changed, and any impact such changes had on the quantity of your U.S. imports of these products. For U.S. sales of the imported Chinese certain brake drums and rotors, discuss separately the impact of exchange rates on your U.S. dollar selling prices of these products to U.S. customers.

PART III. PRICING AND MARKET FACTORS—Continued

Section III-C. FACTORS AFFECTING PRICING—Continued

III-C-4. —Continued

If no—

Please explain the impact of exchange rate changes on factors such as, but not necessarily limited to, profit margins of the foreign producer/exporter or of your importing firm, and why U.S. dollar purchase/sales prices of the subject products were not affected.

Section III-D. SUPPLY FACTORS

III-D-1. How has supply within the United States for certain brake drums and rotors changed since January 1998? Identify principal factors affecting supply changes and the time periods when any such changes occurred.

III-D-2. Have there been any significant changes in the product range or marketing of certain brake drums and rotors in the United States since January 1998?

G No **G** Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on U.S. sales prices and quantities of your imported Chinese certain brake drums and rotors.

IV-D-3. Describe how easily your firm can shift sales of its imported Chinese certain brake drums and rotors between the U.S. market and home/third-country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any foreign-country trade barriers) that would prevent or retard your firm from shifting its Chinese certain brake drums and rotors between the United States and alternative country markets within a 12-month period.

PART III. PRICING AND MARKET FACTORS—Continued

Section III-D. SUPPLY FACTORS—Continued

IV-D-4. Please explain below differences between economy-line and premium-line certain brake drums and rotors sold in the U.S. market. In your discussion, please indicate when such products initially appeared in the U.S. market and identify specific product quality and feature differences, differences in types of vehicles using each type, and any other distinguishing factors between the economy and premium lines of certain brake drums and rotors.

III-D-3. Are there any certain brake drum and rotor products that are produced in the United States that you do not import from China? Yes ____ No ____ If yes, identify these products and explain why you do not import such products from China and identify the use(s) and potential U.S. market in expected annual consumption of the number of such products. Also, identify any certain brake drum and rotor products that you import from China that, although not identically the same, nonetheless compete with such U.S.-produced products.

Section III-E. DEMAND FACTORS

III-E-1. a) Is the U.S. certain brake drum and rotor market subject to business cycles, product cycles, seasonal factors, and/or conditions of competition distinctive to this product industry? If yes, please identify occurrences and the dates of such occurrences since January 1998 and provide estimates of the duration of any such cycles.

b) How has demand for certain brake drums and rotors within the United States and, if known, outside the United States changed since January 1998? Identify the principal factors affecting any such changes.

PART III. PRICING AND MARKET FACTORS—Continued

Section III-E. DEMAND FACTORS—Continued

III-E-2. Please identify the top three U.S. end-use markets for the certain brake drums and rotors that you import from China, and describe the specific certain brake drum and rotor products that your firm imports for each of these markets. Also estimate the percentage (or range of percentages) of total costs to produce each such end use product accounted for by the certain brake drums and rotors.

Substitution in demand refers to products that can, based on market price considerations and consumer/user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product—some consumers/users may require greater price changes than others before they switch among the alternative products.

Discuss substitution in demand between certain brake drums and rotors and alternative (other types of) products (questions III-E-3 through III-E-4).

III-E-3. What alternative products (such as, but not exclusively, OEM brake drums and rotors) may substitute for certain brake drums and rotors in their end uses in the United States, and how frequently does any such substitution occur? For each such alternative product, also discuss the specific end use(s) where substitution occurs.

III-E-4. Have there been any changes in the number or types of alternative products that can be substituted for certain brake drums and rotors in the United States since January 1998?

G No **G** Yes--Please explain.

Discuss substitution in demand among various certain brake drum and rotor products (questions III-E-5 through III-E-6).

III-E-5. What certain brake drum and rotor products substitute for each other in the United States, and how frequently does any such substitution occur? For each such pair of products also discuss the specific end use(s) where such substitution may occur.

PART III. PRICING AND MARKET FACTORS—Continued

Section III-E. DEMAND FACTORS—Continued

III-E-6. Since January 1998, have there been any changes in certain brake drum and rotor products that can substitute for each other in the United States?

G No **G** Yes--Please explain.

III-E-7. Are all certain brake drum and rotor products produced in the United States, imported from China, and imported from other countries used interchangeably (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	China	Other
United States			
China			

¹ For any country-pair producing certain brake drum and rotor products which are *sometimes* or *never* used interchangeably, please explain below the factors that limit or preclude interchangeable use. Also, identify any "other" countries referred to.

PART III. PRICING AND MARKET FACTORS - Continued

Section III-F. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest U.S. customers separately for its imported Chinese certain brake drums and certain brake rotors during January 1998-March 2003. Please also provide the name and telephone number of a contact person and the share of the total value (in dollars net f.o.b. your U.S. selling location(s)) of your firm's total domestic sales of its imported Chinese certain brake drums and certain brake rotors that each of these customers accounted for in 2002. Copy this table to respond separately for certain brake drums and brake rotors (check one box for each page).

Certain brake drums

Certain brake rotors

No.	Customer's name	Street address, 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					