

PURCHASERS' 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 October 28, 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 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from James Fetzer (708-5403).

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

Has your firm purchased **outboard engines** (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2001?

- 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

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

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

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

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
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. A) 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

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

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

I-3. Please provide the following information regarding your firm's corporate/legal structure.

a) Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

| Firm name | Address | Extent of ownership | Date |
|-----------|---------|---------------------|------|
| | | | |
| | | | |

b) Does your firm own or have any related U.S. firms which are engaged in manufacturing outboard engines or boats that use outboard engines (use additional pages as necessary)?

No Yes--List the following information.

| Firm name | Address | Extent of ownership/ affiliation | Date of ownership/ affiliation |
|-----------|---------|-------------------------------------|-----------------------------------|
| | | | |
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PART I.--GENERAL QUESTIONS--Continued

I-3. c) Does your firm have any related firms, either domestic or foreign, which are engaged in importing outboard engines 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.

| Firm name | Address | Extent of ownership/ affiliation | Date of ownership/ affiliation |
|-----------|---------|-------------------------------------|-----------------------------------|
| | | | |
| | | | |

d) Does your firm or any affiliated firm produce, have the capability to produce, or have any plans to produce outboard engines in other countries?

No Yes--Please provide the following information, using additional pages as necessary:

| Country | Firm name | Production start date | | Affiliation/level of investment | Outboard engines produced in 2003 (Quantity) |
|---------|-----------|-----------------------|---------|---------------------------------|---|
| | | Actual | Planned | | |
| | | | | | |
| | | | | | |
| | | | | | |

e) Please describe any significant changes in the above corporate/legal structure since January 1, 2001 (use additional pages as necessary).

PART II.--PURCHASES

II-1. Please identify the complete outboard engine types (model year and horsepower) that your firm purchased since January 1, 2001, by source. CHECK ALL THAT APPLY, using additional pages as necessary.

| Model year | Horse power | 2-stroke, carbureted | 2-stroke, EFI | 2-stroke, direct injection | 4-stroke, carbureted | 4-stroke, EFI |
|--|-------------|----------------------|---------------|----------------------------|----------------------|---------------|
| Purchases of U.S.-produced product: | | | | | | |
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| Purchases of product produced in Japan: | | | | | | |
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| Purchases of product produced in other countries: | | | | | | |
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PART II. PURCHASES--Continued

II-2. **PURCHASE DATA.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of complete outboard engines. Report based on delivery date, not order date.

| <i>(Quantity in units, value in \$1,000)</i> | | | | | |
|--|----------------|------|------|-------------------|------|
| Item | Calendar years | | | January-September | |
| | 2001 | 2002 | 2003 | 2003 | 2004 |
| PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES: | | | | | |
| 2-stroke, carbureted-- | | | | | |
| Quantity | | | | | |
| Value | | | | | |
| 2-stroke, EFI-- | | | | | |
| Quantity | | | | | |
| Value | | | | | |
| 2-stroke, direct injection | | | | | |
| Quantity | | | | | |
| Value | | | | | |
| 4-stroke, carbureted | | | | | |
| Quantity | | | | | |
| Value | | | | | |
| 4-stroke, EFI | | | | | |
| Quantity | | | | | |
| Value | | | | | |
| PURCHASES OF PRODUCT PRODUCED IN JAPAN: | | | | | |
| 2-stroke, carbureted-- | | | | | |
| Quantity | | | | | |
| Value | | | | | |
| 2-stroke, EFI-- | | | | | |
| Quantity | | | | | |
| Value | | | | | |
| 2-stroke, direct injection | | | | | |
| Quantity | | | | | |
| Value | | | | | |
| 4-stroke, carbureted | | | | | |
| Quantity | | | | | |
| Value | | | | | |
| 4-stroke, EFI | | | | | |
| Quantity | | | | | |
| Value | | | | | |
| --Continued on next page. | | | | | |

PART II.--PURCHASES

II-2. **PURCHASE DATA.**—*Continued*

| <i>(Quantity in units, value in \$1,000)</i> | | | | |
|--|------|------|------|--------------------|
| Item | 2001 | 2002 | 2003 | Jan.-Sept. 2004 |
| PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:¹ | | | | |
| 2-stroke, carbureted-- | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| 2-stroke, EFI-- | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| 2-stroke, direct injection | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| 4-stroke, carbureted | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| 4-stroke, EFI | | | | |
| <i>Quantity</i> | | | | |
| <i>Value</i> | | | | |
| ¹ Please identify these countries: _____ | | | | |

II-3. If the relative shares of your firm's total purchases of outboard engines from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

| Country | Increase/decrease | Reason |
|---------|-------------------|--------|
| | | |
| | | |
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| | | |

PART II. PURCHASES--Continued

II-4. If your firm has purchased outboard engines from only one country, please explain the reasons for doing so.

II-5. a) Did the OMC bankruptcy have any effect on your firm's purchases of outboard engines?

No Yes--Please describe:

b) Did your firm increase its relative share of purchases of imported outboard engines as a result of the OMC bankruptcy?

No Yes--Please describe how your firm attempted to secure new suppliers, identifying time periods, product types, and suppliers:

c) Did any new supplier secure contract terms that differed significantly from terms of sale previously experienced by your company, including, *e.g.* exclusive or quasi-exclusive supply contracts or multi-year contracts?

No Yes--Please provide details as to what these terms were and who supplied them.

d) Do you have any contracts with a supplier that require that all (or virtually all) of your purchases be from that single supplier?

No Yes--Please identify the supplier and the portion of your purchases that is guaranteed to the supplier.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of outboard engines (check all that apply, noting the specific end uses if known)?

- OEM/BOAT BUILDER, RELATED TO ENGINE MANUFACTURER (_____)
- OEM/BOAT BUILDER, UNRELATED (_____)
- DEALER/DISTRIBUTOR, RELATED TO ENGINE MANUFACTURER (_____)
- DEALER/DISTRIBUTOR, UNRELATED (_____)
- INDEPENDENT BUYING GROUP (_____)
- Other (_____)

III-2. If your firm is an **outboard engine dealer**, please respond to the following questions:

a) What are the major types of consumers to which you sell outboard engines?

b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase outboard engines?

c) What percent (by quantity) of the boats that you sold during 2003, were packaged with an engine from the boat builder? _____ percent.

Who makes the decision to package an outboard engine with a boat? Please explain, using additional pages as necessary.

d) If your firm is related to an outboard engine manufacturer, do you have the option to purchase outboard engines from other unrelated suppliers?

- No Yes--Please explain.

e) For the period from January 1, 2003 through September 30, 2004, what proportion of your complete outboard engine purchases were purchased from unrelated suppliers? _____

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-3. If your firm is a **boat builder**, please respond to the following questions:

a) List in order of quantity of outboard engines consumed, the top 3 boat types for which your firm purchases outboard engines as a component part. Please indicate what percentage of the total cost is accounted for by outboard engines.

| <u>Boat type</u> | <u>Percent of cost accounted for by outboard engines</u> |
|---------------------------------------|--|
| <u>Bass/fresh water fishing boats</u> | <u>_____</u> |
| <u>Center console boats</u> | <u>_____</u> |
| <u>Fish 'n ski boats</u> | <u>_____</u> |
| <u>Deck boats</u> | <u>_____</u> |
| <u>Pontoon boats</u> | <u>_____</u> |
| <u>Saltwater fishing boats</u> | <u>_____</u> |
| <u>Performance boats</u> | <u>_____</u> |
| <u>Runabouts</u> | <u>_____</u> |
| <u>Utility boats</u> | <u>_____</u> |
| <u>Walk-around boats</u> | <u>_____</u> |
| <u>Jon boats</u> | <u>_____</u> |
| <u>Inflatable boats</u> | <u>_____</u> |
| <u>Single haul pleasure boats</u> | <u>_____</u> |
| <u>_____</u> | <u>_____</u> |
| <u>_____</u> | <u>_____</u> |
| <u>_____</u> | <u>_____</u> |

b) What percent (by quantity) of the boats manufactured or sold by your company during 2003, are pre-rigged or rigged for a specific outboard engine make? _____ percent.
Please describe the process by which you determine which boats will be pre-rigged:

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-3. c) What percent (by quantity) of the boats that you manufactured during 2003, were packaged with an outboard engine? _____ percent.

Who makes the decision to package an engine with a boat? Please explain, using additional pages as necessary.

d) If your firm is related to an outboard engine manufacturer, do you have the option to purchase outboard engines from other unrelated suppliers?

No Yes--Please explain.

e) For the period from January 1, 2003 through September 30, 2004, what proportion (based on value) of your complete outboard engine purchases were purchased from unrelated suppliers? _____

III-4. a) If your firm is a **boat builder**, has the demand for your firm's boats incorporating outboard engines changed since January 1, 2001?

Increased Unchanged Decreased Other (explain below)

b) Has this had any effect on your firm's demand for outboard engines?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-5. How have your relative demand for outboard engines changed by engine technology over since January 1, 2001?

2-stroke, carbureted Increased Unchanged Decreased Other

2-stroke, EFI Increased Unchanged Decreased Other

2-stroke, DI Increased Unchanged Decreased Other

4-stroke, carbureted Increased Unchanged Decreased Other

4-stroke, EFI Increased Unchanged Decreased Other

To what degree have stricter emission regulations and/or other factors contributed to such changes?

III-6. a) Please list in order of importance any products that may be substituted for outboard engines.

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

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

c) Have changes in the prices of these products affected the price for outboard engines?

No Yes--Please explain.

III-7. Are you aware whether the outboard engines you purchase are U.S.-produced or imported?

Powerheads: Always Usually Sometimes Never

Complete outboard engines:: Always Usually Sometimes Never

III-8. Do you know the manufacturer of the outboard engines that you purchase?

Powerheads: Always Usually Sometimes Never

Complete outboard engines:: Always Usually Sometimes Never

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-9. To your knowledge, are your buyers aware of and/or interested in the country of origin of the outboard engines you supply them?

Powerheads: Always Usually Sometimes Never

Complete outboard engines:: Always Usually Sometimes Never

III-10. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

No Yes--Please explain.

III-11. How many suppliers do you generally contact before making a purchase?

III-12. During negotiations, does your firm typically negotiate price with suppliers for:

One engine model Multiple engine models Entire product line Other

Please explain.

III-13. a) Please provide a description of the negotiation process for each long-term contract or purchase agreement that your firm sought and/or had in effect during model years 2001 to 2005, using additional pages as necessary.

b) Are there distinctive contract/agreement terms between U.S. and Japanese suppliers? Between outboard engine types?

No Yes--Please explain and provide a summary of the provisions of your different supply agreements, using additional pages as necessary.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-13. c) Have your outboard engine suppliers changed their pricing policies and/or contract terms during the period of investigation?

- No Yes--Please explain, including a list of changes, and using additional pages as necessary.

d) Do you have multiyear contracts with any of your suppliers?

- No Yes--Please explain, identify suppliers with whom you have multiyear contracts, and state whether pricing terms are fixed over the multi-year term or are renegotiated during the contract term. If pricing terms are renegotiated, indicate the frequency of such renegotiations.

III-14. a) Have you changed suppliers since January 1, 2001?

- No Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

b) Have you shifted relative volumes among suppliers since January 1, 2001?

- No Yes--Please list the suppliers, indicate whether you increased or decreased relative volumes with respect to each supplier, the amount of such increase or decrease, and give the reasons for the change.

III-15. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- No Yes--Please identify the firms.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-16. Do you require your suppliers to become certified or prequalified with respect to the quality, horsepower, or other performance characteristic of the outboard engines they sell to your firm?

- No Yes-- ____ percent of purchases (value) in 2003 Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

III-17. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-18. Since January 1, 2001, have any domestic or foreign producers failed in their attempts to certify or qualify their outboard engines with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-19. For the factors listed below, please rate each in terms of its importance in your purchase decision for outboard engines.

| | VERY IMPORTANT | SOMEWHAT IMPORTANT | NOT IMPORTANT |
|--|---------------------------|-------------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum qty requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Performance | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-20. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase outboard engines for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-21. What characteristics does your firm consider when determining the quality of outboard engines?

III-22. How often does your firm purchase the product that is offered at the lowest price?

Always Usually Sometimes Never

III-23. Please list the names of any firms you considered price leaders in the outboard engine market during January 2001-September 2004. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-24. Please describe how the above firm(s) exhibited price leadership.

III-25. Do any suppliers offer a more complete product range of outboard engines compared to other suppliers?

No Yes--Please names the firms and explain.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-28. a) Based on your firm's experience, indicate which type of outboard engine is deemed to be superior in the following performance characteristics. Does this vary by application (boat line/model)?

No Yes--Please copy this page and report for each application.

2-stroke, direct injection COMPARED TO 4-stroke

APPLICATION (Boat line/model): _____

| | SUPERIOR | COMPARABLE | INFERIOR |
|----------------------------------|--------------------------|--------------------------|--------------------------|
| Acceleration | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Durability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Ease of operation | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Environmental friendliness | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Fuel Economy | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Low weight | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Ease of maintenance | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quietness of engine | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Speed | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-28. b) Based on your firm's experience, indicate which type of outboard engine is deemed to be superior in the following performance characteristics. Does this vary by application (boat line/model)?

No Yes--Please copy this page and report for each application.

2-stroke, carbureted or EFI COMPARED TO 4-stroke, carbureted or EFI

APPLICATION (Boat line/model): _____

| | SUPERIOR | COMPARABLE | INFERIOR |
|----------------------------------|--------------------------|--------------------------|--------------------------|
| Acceleration | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Durability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Ease of operation | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Environmental friendliness | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Fuel Economy | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Low weight | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Ease of maintenance | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quietness of engine | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Speed | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-29. Report, as indicated below, returns of outboard engines under warranty produced in the United States and Japan. Please report outboard engines returned for repair and those which were not repairable separately.

FOR REPAIR **NOT REPAIRABLE**

| (Quantity in units, value in \$1,000) | | | | | |
|--|----------------|------|------|-------------------|------|
| Item | Calendar years | | | January-September | |
| | 2001 | 2002 | 2003 | 2003 | 2004 |
| RETURNS OF PRODUCT PRODUCED IN THE UNITED STATES: | | | | | |
| 2-stroke, carbureted-- | | | | | |
| Repairable | | | | | |
| Not repairable | | | | | |
| 2-stroke, EFI-- | | | | | |
| Repairable | | | | | |
| Not repairable | | | | | |
| 2-stroke, direct injection | | | | | |
| Repairable | | | | | |
| Not repairable | | | | | |
| 4-stroke, carbureted | | | | | |
| Repairable | | | | | |
| Not repairable | | | | | |
| 4-stroke, EFI | | | | | |
| Repairable | | | | | |
| Not repairable | | | | | |
| RETURNS OF PRODUCT PRODUCED IN JAPAN: | | | | | |
| 2-stroke, carbureted-- | | | | | |
| Repairable | | | | | |
| Not repairable | | | | | |
| 2-stroke, EFI-- | | | | | |
| Repairable | | | | | |
| Not repairable | | | | | |
| 2-stroke, direct injection | | | | | |
| Repairable | | | | | |
| Not repairable | | | | | |
| 4-stroke, carbureted | | | | | |
| Repairable | | | | | |
| Not repairable | | | | | |
| 4-stroke, EFI | | | | | |
| Repairable | | | | | |
| Not repairable | | | | | |

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-30. **DISCOUNTS/ALLOWANCES.**--Report below all of the discounts, allowances, rebates, prepaid freight, incentives, reimbursements, bonuses, payments, and other potential reductions in price that you received from 2003. Complete a separate page for each firm you purchased from in 2003. If you were not able to quantify a potential reduction in net price that was received, please explain in an attachment. **COPY THIS PAGE AS NECESSARY.**

Firm: _____ 2003 Quantity: _____ 2003 Value (\$1,000) _____

| Item | Received from sellers | |
|--|-----------------------|-----------------|
| | Yes/No | Value (\$1,000) |
| Base/standard discount | | |
| Quantity discount | | |
| Early order discount | | |
| Early payment discount | | |
| Delayed payment discount | | |
| Registration discount | | |
| Free freight discount | | |
| Fall order discount | | |
| Annual order discount | | |
| Performance rebate | | |
| Coop accrual rebates | | |
| Retail sales bonus | | |
| Advance scheduling | | |
| Warranty registration | | |
| End-customer rebate | | |
| Special program rebate | | |
| Cash/free interest | | |
| Financing discounts | | |
| Cash grants | | |
| Free flooring discount | | |
| Loyalty discount | | |
| All other discounts ¹ | | |
| All other rebates ¹ | | |
| Signing bonuses | | |
| Market development or promotional funding | | |
| Improvements | | |
| All other incentives ¹ | | |
| Other payments/transactions not directly related to the sale of outboard engines or accessories ¹ | | |
| ¹ Specify those received in an attachment. | | |

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

IV-1. Please indicate the countries of origin for outboard engines for which your firm has actual marketing/pricing knowledge.

- United States
- Japan
- Other countries (Please specify _____)

IV-2. Are outboard engines produced in the United States and in 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 "O" to indicate *no familiarity* with products from a specified country-pair.¹

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

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

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-3. Do you or your customers ever specifically order outboard engines from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why outboard engines from these countries are preferred over product from other countries (please note the specific products in your response).

IV-4. Are certain types/sizes of outboard engines available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the type/size.

IV-5. If you purchased outboard engines from one source although a comparable product (in terms of engine technology, horsepower and features) was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-6. For the factors listed below, please rate how outboard engines produced in each country you identified in your response to the first question in Part IV compare with outboard engines produced in each of the other countries you identified (including the United States and both Japan and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate outboard engines from one country superior or inferior to outboard engines from another.

| _____ compared to _____ (specify country) (specify country) | SUPERIOR | COMPARABLE | INFERIOR |
|--|--------------------------|--------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Lower price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum qty requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Performance | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Lower U.S. transportation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-7. a) How often do domestically produced outboard engines meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

b) How often do imported outboard engines meet minimum quality specifications for your uses or your customers' uses?

Japan _____ Always Usually Sometimes Rarely or never

Country_____ Always Usually Sometimes Rarely or never

Country_____ Always Usually Sometimes Rarely or never

PART V.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's five largest suppliers of outboard engines purchased during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of outboard engines that each of these suppliers accounted for in 2003.

| No. | Supplier's name | Street address (<u>not</u> P.O. box), city, state, and zip code | Contact person | Area code and telephone number | Share of 2003 pur- chases (%) |
|------------|------------------------|--|-----------------------|---|--|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |