U.S. IMPORTERS' QUESTIONNAIRE

MOBILE ACCESS EQUIPMENT FROM CHINA

This questionnaire must be received by the Commission by March 12, 2021

See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing and antidumping duty investigations concerning mobile access equipment ("MAE") from China (Inv. Nos. 701-TA-665 and 731-TA-1557 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

Name of firm

City									
Website_				_	p				
Has your firn	imported MA	E (as defined on ne	ext page) from a	any coun	ntry at an	y time since .	January 1,	2018?	
□ NO	(Sign the cer	ification below and p	promptly return o	nly this p	age of the	e questionnair	e to the Con	nmission)	
☐ YES	(Complete a	parts of the questio	nnaire, and returr	n the enti	ire questi	onnaire to the	Commission	n)	
following li	nk: <u>https://c</u>	ropbox.usitc.gov,	<u>/oinv/</u> . (PIN: N	MAEQ)					
		n supplied in resp d that the informa	-	question		-			
ledge and belief of sof this certifical nation provided in the nation on the undersigned, ackeding or other properties, and evaluation at x 3; or (ii) by U	nd understantion I also go this question same or simila nowledge the oceedings man oping or main ns relating to.	d that the informa ant consent for t naire and through	nonse to this quition submitted the Commission nout this proceed in respond used: (i) by the sof this or a reports on the contract personnel, and contract personnel.	questional is subjection, and in eding in onse to the Colorest operations.	ect to au ts emplo any oth this req mmission roceedin	dit and verification of the control of the commission of the commi	ication by partract performation of the contraction of the contraction of the contraction of the contraction including the contraction of the cont	the Commersonnel, to dings con and through diffices, and vestigation ling under	ission. By to use the ducted by thout this d contract as, audits,
ledge and belief of sof this certifical nation provided in the nation on the undersigned, ackeding or other properties, and evaluation at x 3; or (ii) by U	nd understantion I also ganthis questions ame or simile the coceedings made or maires relating to the coceedings made or maires relating to the coceedings appropries and the coceedings or maires relating to the coceedings appropries and the coceedings appropries	d that the information to the consent for the consent for the condition of the condition of the condition of the programs, put the condition of the programs, put employees and condition the condition of the con	nonse to this quition submitted the Commission nout this proceed that the proceed in responding the proceed in	questional is subjection, and in eding in onse to the Colorest operations.	ect to au ts emplo any oth this req mmission roceedin	dit and verification of the control of the commission of the commi	ication by partract performation of the contraction of the contraction of the contraction of the contraction including the contraction of the cont	the Commersonnel, to dings con and through diffices, and vestigation ling under	ission. By to use the ducted by thout this d contract as, audits,

PART I.—GENERAL INFORMATION

Background.--This proceeding was instituted in response to petitions filed on February 26, 2021, by the Coalition of American Manufacturers of Mobile Access Equipment. The Coalition is comprised of JLG Industries, Inc., Hagerstown, MD, and Terex Corporation, Redmond, WA. Countervailing and antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes an affirmative determination of subsidization and dumping. Questionnaires and other information pertinent to this proceeding are available at https://www.usitc.gov/investigations/701731/2021/mobile_access_equipment_and_subassemblies_chima/preliminary.htm

<u>Mobile access equipment ("MAE")</u> covered by these investigations consists of certain mobile access equipment, which consists primarily of boom lifts, scissor lifts, and material telehandlers, and subassemblies thereof. Mobile access equipment combines a mobile (self-propelled or towed) chassis, with a direct, mechanically connected device for lifting persons, tools and/or materials, capable of reaching a working height of ten feet or more, and a coupler that provides an attachment point for the lifting device, in addition to other components. The scope of these investigations covers mobile access equipment and subassemblies thereof whether finished or unfinished, whether assembled or unassembled, and whether the equipment contains any additional features that provide for functions beyond the primary lifting function.

Subject merchandise includes, but is not limited to, the following subassemblies:

- scissor arm assemblies, or scissor arm sections, for connection to chassis and platform
 assemblies, including pin assemblies that connect sections into scissor arm assemblies and
 actuators powering arm assemblies to extend and retract, and which may or may not include
 blocks that allow sliding of end sections in relation to frame and platform, hydraulic hoses,
 and/or electrical cables;
- boom assemblies, or boom sections, for connection to the boom turntable or chassis assemblies
 and to platform assemblies or the lifting device, including telescoping sections where the
 smallest section (tube) can be nested in the next larger section (tube) and can slide out for
 extension and/or articulated sections joined by pins, and which may or may not include pins,
 hydraulic cylinders, hydraulic hoses and/or electrical cables;
- chassis assemblies, for connection to scissor arm assemblies or boom assemblies and/or boom turntable assemblies, including chassis frame or frame sections, and which may or may not include axles, wheel end components, steering cylinders, engine assembly, transmission, drive shafts, tires and wheels, crawler tracks and wheels, fuel tank, hydraulic oil tank, and/or battery assemblies; and/or
- boom turntable assemblies, for connection to chassis assemblies and boom assemblies, including turntable frame, and which may or may not include engine assembly, slewing rings, fuel tank, hydraulic oil tank, battery assemblies, counterweight, and/or hood (enclosure).

Importation of any of these subassemblies, whether assembled or unassembled, constitutes unfinished mobile access equipment for purposes of this investigation.

Processing of finished and unfinished mobile access equipment and subassemblies such as trimming, cutting, grinding, notching, punching, slitting, drilling, welding, joining, bolting, bending, beveling, riveting, minor fabrication, galvanizing, painting, coating, finishing, assembly, or any other processing either in the country of manufacture of the in-scope product or in a third country does not remove the product from the scope. Inclusion of other components not identified as comprising the finished or unfinished mobile access equipment does not remove the product from the scope.

The scope excludes forklifts, mobile self-propelled cranes and motor vehicles that incorporate a scissor arm assembly or boom assembly. Forklifts are material handling vehicles with a working attachment, usually a fork, lifted along a vertical guide rail with the operator seated or standing on the chassis behind the vertical mast. Self-propelled cranes are intended to solely handle loads suspended on ropes, cables and/or chains and have winches mounted on or near the base of the boom with ropes, cables and/or chains managed along the boom structure. The scope also excludes motor vehicles (defined as a vehicle driven or drawn by mechanical power and manufactured primarily for use on public streets, roads, and highways, but does not include a vehicle operated only on a rail line pursuant to 49 U.S.C. § 30102(a)(7)) that incorporate a scissor arm assembly or boom assembly.

MAE is currently imported under statistical reporting numbers 8427.10.8020, 8427.10.8030, 8427.10.8070, 8427.10.8095, 8427.20.8020, and 8427.20.8090 of the Harmonized Tariff Schedule of the United States (HTSUS). Parts of certain MAE are typically imported under HTSUS statistical reporting number 8431.20.0000 of the HTSUS. The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

<u>Importer</u>.--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing MAE (as defined above) into the United States from a foreign manufacturer or through its selling agent.

Reporting of information.--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

<u>Confidentiality</u>.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

<u>Verification</u>.--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

<u>Release of information</u>.--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection

with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

<u>Valid number error messages.</u>--If you are completing this form in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from Kristina Lara (202-205-3386, kristina.lara@usitc.gov).

<u>D-GRIDS tool.</u>--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macroenabled MS Excel file available for download from the Commission's generic questionnaires webpage (https://www.usitc.gov/trade_remedy/question.htm) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is *optional*. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDs tool are available within the D-GRIDs tool itself.

I-1. <u>OMB statistics</u>.--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-2a. <u>Establishments covered</u>.--Provide the name and address of establishment(s) covered by this questionnaire.

<u> Establishment</u>	Each facility of a fift	n involved in the	e <u>importation</u> of	IVIAE, INCIUUIN	g auxiliary
facilities operated	in conjunction with	(whether or not	t physically separ	rate from) suc	h facilities.

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I-2b.	<u>Stock symbol information.</u> If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol:					
I-2c.	<u>External counsel.</u> — If your firm or parent firm is represented by external counsel in relation this proceeding, please specify the name of the law firm and the lead attorney(s).					
	Law firm:					
	Lead attorney(s):					
I-3.		n owned, in whole or in part, by any -List the following information, rela				
	Firm name	Country	Extent of ownership (percent)			
I-4.	foreign, that are engage engaged in exporting M	ortersDoes your firm have any related in importing MAE from China into AE from China to the United States? -List the following information.	the United States or that are			
	Firm name	Country	Affiliation			
		Country	7.111141511			

•	MAE (Preliminary)		F
Related producersDo		related firms, either domes	itic or foreign, that
□ No □ Yes	List the following info	rmation.	
Firm name	Country		Affiliation
Importing operations. More than one answer		ture of your firm's importin	ng operations of M
	Takes title to the	Consignee of the	Customs broke
Importer of record		_	
-	imported product(s)	_	nsignee, please list to contact).
ConsigneeIf your firm	imported product(s)	imported products(s) rd of MAE but is not the co	nsignee, please list to contact).
ConsigneeIf your firm	imported product(s) n is an importer of reco	imported products(s) rd of MAE but is not the co	nsignee, please list to contact). Contact person and phone
ConsigneeIf your firm	imported product(s) n is an importer of reco	imported products(s) rd of MAE but is not the co	nsignee, please list to contact). Contact pers and phone
ConsigneeIf your firm	imported product(s) n is an importer of reco	imported products(s) rd of MAE but is not the co	nsignee, please list to contact). Contact pers and phone

I-8. <u>FTZ, TIB, or bonded warehouses</u>.--Please indicate whether your firm enters MAE into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports MAE under the TIB (temporary importation under bond) program.

"Foreign trade zone" is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designated as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

"Bonded warehouse" is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

"Temporary Importation under Bond ("TIB") program" is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States (HTS).

Item	No	Yes
Foreign trade zones		
Bonded warehouses		
Temporary importation under bond		

I-9. Other trade actions.--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No	Yes	If yes, Yes-Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Kristina Lara (202-205-3386, kristina.lara@usitc.gov). **Supply all data requested on a calendar-year** basis.

II-1.		nation Please identify the responsible aff may contact that individual regard	e individual and the manner by which ing the confidential information submitted
	Name		7
	Title		
	Email		
	Telephone		

II-2a. <u>Changes in operations.</u>--Please indicate whether your firm has experienced any of the following changes in relation to the importation of MAE since January 1, 2018.

(check as many as appropriate)		(If checked, please describe the nature, date(s), and significance of any such reported changes as well as the business reasons for them; leave completely blank if not applicable)
	Office/warehouse openings	
	Office/warehouse closings	
	Relocations	
	Expansions	
	Acquisitions	
	Consolidations	
	Prolonged shutdowns or importation curtailments	
	Revised labor agreements	
	Other (e.g., technology)	

II-2b.	COVID-19 pandemic.—Since January 1, 2020, has the COVID-19 pandemic or have any
	government actions taken to contain the spread of the COVID-19 virus resulted in changes in
	relation to your firm's supply chain arrangements, importation, shipments, and employment
	relating to MAE?

No	If yes, describe these changes including a separate discussion of the (a) supply chain impact, (b) importation and shipment impact, and (c) employment impact of the COVID-19 pandemic.

II-3a. <u>Arranged imports</u>.--Has your firm imported or arranged for the importation of MAE for delivery after **December 31, 2020**?

"Arranged imports" are imports for which your firm has placed an order with a foreign supplier for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

"Unit" – For purposes of this questionnaire, a unit can be either a complete unit of MAE imported in fully assembled form; a set of imported subassembly parts intended for assembly into a complete unit of MAE; or a subassembly (see page 2) imported for individual use or sale.

No	Yes	
		If yes, fill out the table below.

	Period				
Source	Jan-Mar 2021	Apr-Jun 2021	Jul-Sept 2021	Oct-Dec 2021	
	Quantity (in units)				
China					
All other sources					

U.S. Importers' Questionnaire - MAE (Preliminary	U.S.	.Importers'	Questionnai	re - MAE	(Preliminary
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II-3b.	Imports in the 12-month period preceding the petitionHas your firm imported MAE from any
	source between February 1, 2020 and January 31, 2021 (i.e., the last eleven months in 2020 and
	the first month in 2021 combined)?

No	Yes	
		If yes, report the quantity of such imports below by source.

Quantity (in units)				
Source	February 1, 2020 through January 31, 2021			
China				
All other sources				

II-4.	Reasons for importing if producer If your firm also produces MAE in the United States, please
	indicate the reasons for importing this product. If your firm's reasons differ by source, please
	elaborate.

Definitions

"Unit" – For purposes of this questionnaire, a unit can be either a complete unit of MAE imported in fully assembled form; a set of imported subassembly parts intended for assembly into a complete unit of MAE; or a subassembly (see page 2) imported for individual use or sale.

"Imports" –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty).

"Import quantities" —Quantities reported should be net of returns.

"Import values" — Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

"Commercial U.S. shipments"— Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

"Internal consumption" – Product consumed internally by your firm. Such transactions are valued at fair market value.

"Transfers to related firms" – Shipments made to related firms. Such transactions are valued at fair market value.

"Related firm" —A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

"Export shipments"— Shipments to destinations outside the United States, including shipments to related firms.

"Inventories" -- Finished goods inventory, not raw materials or work in progress.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

II-5a. <u>U.S. imports from China</u>.—Report your firm's imports and your firm's shipments and inventories of MAE imported from China by your firm during the specified periods.

China

(Quantity (<i>in units</i>), val	ue (<i>in \$1,000</i>)	
	Calendar year		
Item	2018	2019	2020
Beginning-of-period inventories (quantity) (A)			
Imports: ¹ Quantity (B)			
Value (C)			
U.S. shipments: Commercial shipments: Quantity (D)			
Value (E)			
Internal consumption: ² Quantity (F)			
Value ² (G)			
Transfers to related firms: ² Quantity (H)			
Value² (I)			
Export shipments: ³ Quantity (J)			
Value (K)			
End-of-period inventories (quantity) (L)			
¹ Please identify the foreign producers, it ² Internal consumption and transfers to basis for valuing these transactions in your the data provided above in this table shoul please report your U.S. shipments as intern MAE to use. Do not report your fleet of MA ³ Identify your firm's principal export ma	related firms must be val records, please specify t d be based on fair marke al consumption based on E in the line for inventor	hat basis (e.g., cost, cost plus t value. If your firm is a renta n the first period of time in w	s, etc.): However, al services provider of MAE,

II-5a. U.S. imports from China.—Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

	Calendar year			
Reconciliation	2018	2019	2020	
A + B - D - F - H - J - L = should equal				
zero ("0") or provide an explanation.1	0	0	0	

¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.

II-5b. Channels of distribution: China.--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from China by channel of distribution during the specified periods.

China

	Calendar year			
Item	2018	2019	2020	
		Quantity (in units)		
Channels of distribution: U.S. shipments:				
To construction companies and other end users (including rental companies, who may also act as retailers) (M)				
To distributors, dealers, and other retailers (N)				

<u>RECONCILIATION OF CHANNELS.</u>--Please ensure that the quantities reported for channels of distribution (i.e., lines M and N) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

		Calendar year	
Reconciliation item	2018	2019	2020
M + N - D - F - H = zero ("0"), if not			
revise.	0	0	0

II-5c. <u>U.S. imports by product type: China.</u>--Report your firm's U.S. imports from China by product type during the specified periods.

"Finished MAE" – A complete MAE unit (whether assembled or unassembled).

"Subassembly" – A component of an MAE unit. Please see page 2 for a complete description of the specified subassemblies below.

China

	Calendar year			
ltem	2018	2019	2020	
U.S. imports:				
Finished MAE:				
Quantity in units (O)				
Quantity in pounds (P)				
Value <i>in \$1,000</i> (Q)				
Subassemblies:1				
Scissor arm subassemblies or				
sections:				
Quantity in units (R)				
Quantity in pounds (S)				
Value <i>in \$1,000</i> (T)				
Boom subassemblies or sections:				
Quantity in units (U)				
Quantity in pounds (V)				
Value <i>in \$1,000</i> (W)				
Chassis subassemblies:				
Quantity in units (X)				
Quantity in pounds (Y)				
Value <i>in \$1,000</i> (Z)				
Boom turntable subassemblies:				
Quantity in units (AA)				
Quantity in pounds (AB)				
Value <i>in \$1,000</i> (AC)				
All other subassemblies: ²				
Quantity in units (AD)				
Quantity in pounds (AE)				
Value <i>in \$1,000</i> (AF)				
¹ Does your firm assemble imported subassembli	es into finished MAE in	the U.S.? No YesPlea	se describe the assembly	
process and what the subassemblies are being as	ssembled into: .			
² Please describe these other subassemblies:				

II-5c. <u>U.S. imports by product type: China</u>.--*Continued*

<u>RECONCILIATION OF IMPORTS.</u>—Please ensure that the quantities (in units) and values reported for U.S. imports in this question (i.e., lines O through AF) in each time period equal the quantity and values reported for U.S. imports in previous question II-5a (i.e., lines B and C) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

	Calendar year			
Reconciliation	2018	2019	2020	
Quantity: $O + R + U + X + AA + AD - B =$ zero ("0"), if not revise	0	0	0	
Value : Q + T + W + Z + AC + AF - C = zero, ("0"), if not revise.	0	0	0	

II-5d. <u>End uses of subassemblies: China.</u>—If your firm imports subassemblies from China, please describe their end uses (e.g., are they used to repair or refurbish existing MAE, or are they assembled into new units of MAE?):

China

Please report your firm's 2020 U.S. shipments of MAE subassemblies from China by the end uses indicated below:

Quantity (units)			
Item	Calendar Year 2020		
U.S. imports of subassemblies:			
used in own firm's OEM manufacturing operations (AG)			
used in own firm's refurbishing/replacement operations (AH)			
sold to OEM manufacturers (AI)			
sold as subassemblies to refurbishment/replacement market (AJ)			

<u>RECONCILIATION OF SUBASSEMBLIES.</u>--Please ensure that the quantities reported for U.S. imports of MAE subassemblies in 2020 by end use (i.e., lines AG through AJ) equal the quantities reported for U.S. imports of subassemblies in 2020 reported in part "c" of this question (i.e., lines R, U, X, AA, and AD). If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year 2020
Quantity: $AG + AH + AI + AJ - R - U - X - AA - AD = zero ("0"),$	
if not revise.	0

II-6a. <u>U.S. imports from All other sources</u>.–Report your firm's imports and your firm's shipments and inventories of MAE imported from all other sources by your firm during the specified periods.

All other sources

(list sources:	

-	Quantity (in units), v	alue (<i>in \$1,000</i>)		
	Calendar year			
ltem	2018	2019	2020	
Beginning-of-period inventories (quantity) (A)				
Imports:1				
Quantity (B)				
Value (C)				
U.S. shipments: Commercial shipments: Quantity (D)				
Value (E)				
Internal consumption: ² Quantity (F)				
Value² (G)				
Transfers to related firms: ² Quantity (H)				
Value² (I)				
Export shipments: ³ Quantity (J)				
Value (K)				
End-of-period inventories (quantity) (L)				
¹ Please identify the foreign produce ² Internal consumption and transfers basis for valuing these transactions in y the data provided above in this table sh please report your U.S. shipments as in	s to related firms must be vour records, please specify nould be based on fair mar ternal consumption based	y that basis (e.g., cost, cost plo ket value. If your firm is a ren on the first period of time in	us, <i>etc.</i>): However, tal services provider of MAE,	

MAE to use. Do not report your fleet of MAE in the line for inventories.

³ Identify your firm's principal export markets:

II-6a. Imports from all other sources.—Continued

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

	Calendar year			
Reconciliation	2018	2019	2020	
A + B - D - F - H - J - L = should equal				
zero ("0") or provide an explanation.1	0	0	0	

¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.

II-6b. <u>Channels of distribution: All other sources</u>.--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from all other sources by channel of distribution during the specified periods.

All other sources

	Calendar year		
Item	2018	2019	2020
		Quantity (in units)	
Channels of distribution: U.S. shipments: To construction companies and other end users (including rental companies, who may also act as retailers) (M)			
To distributors, dealers, and other retailers (N)			

<u>RECONCILIATION OF CHANNELS.</u>--Please ensure that the quantities reported for channels of distribution (i.e., lines M and N) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

	Calendar year			
Reconciliation item	2018	2019	2020	
M + N - D - F - H = zero ("0"), if not				
revise.	0	0	0	

II-6c. <u>U.S. imports by product type: All other sources.</u>—Report your firm's U.S. imports from all other sources by product type during the specified periods.

"Finished MAE" – A complete MAE unit (whether assembled or unassembled).

"Subassembly" – A component of an MAE unit. Please see page 2 for a complete description of the specified subassemblies below.

All other sources

	Calendar year			
Item	2018	2019	2020	
U.S. imports:				
Finished MAE:				
Quantity in units (O)				
Quantity in pounds (P)				
Value <i>in \$1,000</i> (Q)				
Subassemblies:1				
Scissor arm subassemblies or				
sections:				
Quantity in units (R)				
Quantity in pounds (S)				
Value <i>in \$1,000</i> (T)				
Boom subassemblies or sections:				
Quantity in units (U)				
Quantity in pounds (V)				
Value <i>in \$1,000</i> (W)				
Chassis subassemblies:				
Quantity in units (X)				
Quantity in pounds (Y)				
Value <i>in \$1,000</i> (Z)				
Boom turntable subassemblies:				
Quantity in units (AA)				
Quantity in pounds (AB)				
Value <i>in \$1,000</i> (AC)				
All other subassemblies:2				
Quantity in units (AD)				
Quantity in pounds (AE)				
Value <i>in \$1,000</i> (AF)				
¹ Does your firm assemble imported subassemblies		e U.S.? No YesPlea	se describe the assemb	
process and what the subassemblies are being ass	embled into: .			

II-6c. <u>U.S. imports by product type: All other sources.</u>--Continued

<u>RECONCILIATION OF IMPORTS.</u>—Please ensure that the quantities (in units) and values reported for U.S. imports in this question (i.e., lines O through AF) in each time period equal the quantity and values reported for U.S. shipments in previous question II-6a (i.e., lines B and C) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

	Calendar year			
Reconciliation	2018	2019	2020	
Quantity : O + R + U + X + AA + AD – B =				
zero ("0"), if not revise	0	0	0	
Value : $Q + T + W + Z + AC + AF - C = zero$,				
("0"), if not revise.	0	0	0	

II-6d. <u>End uses of subassemblies: All other sources.</u>—If your firm imports subassemblies from all other sources, please describe their end uses (e.g., are they used to repair or refurbish existing MAE, or are they assembled into new units of MAE?):

All other sources

Please report your firm's 2020 U.S. shipments of MAE subassemblies from all other sources by the end uses indicated below:

Quantity (units)			
Item	Calendar Year 2020		
U.S. imports of subassemblies:			
used in own firm's OEM manufacturing operations (AG)			
used in own firm's refurbishing/replacement operations (AH)			
sold to OEM manufacturers (AI)			
sold as subassemblies to refurbishment/replacement market (AJ)			

<u>RECONCILIATION OF SUBASSEMBLIES.</u>--Please ensure that the quantities reported for U.S. imports of MAE subassemblies in 2020 by end use (i.e., lines AG through AJ) equal the quantities reported for U.S. imports of subassemblies in 2020 reported in part "c" of this question (i.e., lines R, U, X, AA, and AD). If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar year 2020
Quantity: $AG + AH + AI + AJ - R - U - X - AA - AD = zero ("0"),$	
if not revise.	0

"Finished product(s)" - Co	•	•
	MAE unit and become	es of MAE that need to be further attached lift ready.
(a) Are there uses for the product(s)	unfinished product(s)	other than for the production of the finish
No	Yes	If yesPlease describe these uses.
No	Yes	If yesPlease describe how they are separate and distinct.
		If you Diagon describe how they are
No	Yes	
product(s) and finishe	d products(s)?	teristics and functions of the unfinished
		teristics and functions of the unfinished If yesPlease describe these differen
product(s) and finishe	d products(s)?	
product(s) and finishe	Yes	
product(s) and finishe No (d) Is there a significant d	Yes	If yesPlease describe these different of the service of the serv
No (d) Is there a significant d finished product(s)?	Yes ifference in the cost of	If yesPlease describe these different representation of the second of
No (d) Is there a significant d finished product(s)? No (e) Would you describe the significant describes t	Yes ifference in the cost of the processes used to the cost of th	If yesPlease describe these different revalue between unfinished product(s) and If yesPlease describe these different
No (d) Is there a significant d finished product(s)? No (e) Would you describe the significant describes the significant describes described as the significant described des	Yes ifference in the cost of the processes used to the cost of th	If yesPlease describe these different revalue between unfinished product(s) and If yesPlease describe these different ransform the unfinished product(s) into the

U.S. Importers' Questionnaire - MAE (Preliminar

Range of AUVsWhat is the range of per g	ross unit value for	the different MAF and
subassembly types used or sold by your firm		
Туре	Unit value (dollars)	Description of the produ
Complete unit of MAE:		
Highest per unit value MAE product used or sold by your firm		
Highest volume MAE product used or sold by your firm		
Lowest per unit value MAE product used or sold by your firm		
Subassembly of MAE:		
Highest per unit value MAE subassembly product used or sold by your firm		
Highest volume MAE subassembly product used or sold by your firm		
Lowest per unit value MAE subassembly product used or sold by your firm		
Other explanationsIf your firm would like for which a narrative response box was not explanation in the space provided below. Pl firm had in providing the data in this section the MS Word questionnaire.	provided, please i ease also use this	note the question number and space to highlight any issues

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Natalia King (202-205-2049, Natalia.King@usitc.gov).

III-1.	<u>Contact information</u> Please identify the responsible individual and the manner by which
	Commission staff may contact that individual regarding the confidential information submitted
	in part III.

Name	
Title	
Email	
Telephone	

PRICE DATA

- III-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2018 of the following products your firm imported from China:
 - **Product 1.--** Battery-powered scissor lift, with electric or hydraulic drive, with 18'-20' platform height elevation and 500 lb. to 600 lb. maximum lift capacity
 - **Product 2.--** Diesel-powered four- or all-wheel drive articulating boom lift, with 44'-46' platform height elevation and 500 lb. to 1000 lb. maximum lift capacity
 - **Product 3.--** Diesel-powered four- or all-wheel drive telescoping boom lift, with 64'-67' platform height elevation including jib option and 500 lb. to 1000 lb. maximum lift capacity
 - **Product 4.--** Diesel-powered four- or all-wheel drive material telehandler, with 53'-57' maximum lift height and 10,000-lb. maximum lift capacity

Please note that values should be <u>f.o.b.</u>, <u>U.S.</u> point of shipment and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates).

During January 2018-December 2020, did your firm import from China and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

YesPlease complete the following pricing data table as appropriate.
NoSkip to question III-3.

Product 3: Product 4:

III-2a. <u>Price data</u>.--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

China

Report data in *units* and actual dollars (not 1,000s).

		(Quan	tity <i>in units,</i> v	value <i>in do</i>	llars)			
Product 1			Product 2		Product 3		Product 4	
Period of shipment	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2018:								
January-March								
April-June								
July-September								
October-December								
2019:								
January-March								
April-June								
July-September								
October-December								
2020:								
January-March								
April-June								
July-September								
October-December								
¹ Net values (i.e., gross sa firm's U.S. point of shipment. ² Pricing product definition NoteIf your firm's product description of your firm's product	Please subtract ons are provided loes not exactly	any discound on the first	ts, rebates, and page of Part III. oduct specificat	returns from	the quarter in w	thich the sale	occurred.	
Product 1:								
Product 2:								

III-2b.	Price data checklistPlease check that the pricing data in question III-2(a) has been correctly
	reported.

Are the price data reported above:			
In actual dollars (<i>not</i> \$1,000) and units?			
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?			
Net of all discounts and rebates?			
Have discounts, rebates, and returns been credited to the quarter in which the sale occurred?			
Quantities do not exceed commercial shipments in question II-7 in each year?			
Explanation(s) for any boxes not checked:			
Pricing data methodologyPlease describe the method and the kinds of documents/rethat were used to compile your price data.	ecords		

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

U.S. Importers	' Questionnaire -	MAE	(Preliminary)
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III-3.	Price setting How does your firm determine the prices that it charges for sales of MAE (<i>check</i>
	all that apply)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe

III-4. <u>Discount policy</u>.--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe

III-5. **Pricing terms.**--On what basis are your firm's prices of imported MAE from China usually quoted *(check one)*?

Delivered	F.o.b.	If f.o.b., specify point

III-6. <u>Contract versus spot.</u>--Approximately what share of your firm's sales of MAE imported from China in 2020 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

	Type of sale					
ltem	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)	Spot sales (for a single delivery)	Total (shoul sum to 100.0%	d o
Share of 2020 sales	%	%	%	%	0.0	%

III-7. <u>Contract provisions.</u>--Please fill out the table regarding your firm's typical sales contracts for MAE imported from China (or check "not applicable" if your firm does not sell on a short-term, annual and/or long-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	No. of days		365	
Price renegotiation	Yes			
(during contract period)	No			
	Quantity			
Fixed quantity and/or price	Price			
3.1.5, 5.1 p.1.50	Both			
Indexed to raw	Yes			
material costs ¹	No			
Not applicab	Not applicable			
¹ Please identify the in	dexes used:	·		

III-8. <u>Lead times.</u>--What is your firm's share of sales of MAE imported from China from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of MAE?

Source	Share of 2020 sales	Lead time (Average number of days)
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

(a) Who generally arranges the transportation to your firm's customers' locations? Your firm Purchaser (check one)							
(b)	When your firm sells MAE imported from China, from value Point of importation Storage facility (check one,		oped?				
(c) Indicate the approximate percentage of your firm's sales of MAE imported from China that are delivered the following distances from your firm's U.S. point of shipment.							
			F				
	Distance from your firm's U.S. point of shipment	Share					
	Distance from your firm's U.S. point of shipment Within 100 miles	Share %					
	Within 100 miles	%					
	Within 100 miles 101 to 1,000 miles	%					

Geographic area	China
NortheastCT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
MidwestIL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
Southeast.—AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
Central Southwest.—AR, LA, OK, and TX.	
Mountains.—AZ, CO, ID, MT, NV, NM, UT, and WY.	
Pacific Coast.–CA, OR, and WA.	
Other.—All other markets in the United States not previously listed, including AK, HI, PR, and VI.	

III-11.	Inland transportation costs.—What is the approximate percentage of the	ne cost of MAE imported
	from China that is accounted for by U.S. inland transportation costs?	percent.

III-12. **End uses.**--List the end uses of the MAE that your firm imports. For each end-use product or service, what percentage of the <u>total cost</u> is accounted for by MAE and other inputs?

	Share of total cost of service according	Total	
			(should sum to
End-use product	MAE	Other inputs	100.0% across)
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

∐ N	lo	YesP	lease fill ou	t the tab	le.		
	E	nd use in v	which this	На		anges in the pri	ce of this substitute
Substitute		End use in which this substitute is used			No Yes	Exp	olanation
1.							
2.							
3.							
	wn) for MA factors tha	E has chai	nged since I ected these	lanuary : changes	1, 201 in de	8. Explain any t mand.	de of the United rends and describe
Market	Overall increase	No change	Overall decrease	Fluctua no clea			nation and factors
nin the United States							
de the United States							

U.S. Im	porters' Qu	uestionnaiı	re - MAE (Prelimin	ary)	Page 29
III-15.		_	lave there been ar nce January 1, 201	ny significant changes in the product range, produ 18?	ct mix or
	No	Yes	If yes, please des	cribe.	
III-16.	(a) Is the	MAE mark	ket subject to busii	ness cycles and/or other conditions of competition	n
	Check all	that apply	<i>j</i> .	Please describe.	
		No		Skip to next question.	
			ness cycles (e.g. business)		
	Yes-Other distinctive conditions of competition				
			e been any change ary 1, 2018?	es in the business cycles or conditions of competit	ion for
	No	Yes	If yes, describe	e.	
III-17.	January 1, declining	, 2018 (exa to accept r	amples include place new customers or	used, declined, or been unable to supply MAE sind cing customers on allocation or "controlled order renew existing customers, delivering less than the eet timely shipment commitments, etc.)?	entry,"
	No	Yes	If yes, please des	cribe.	
		•			

III-18. Raw materials.--How have MAE raw material prices changed since January 1, 2018?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for MAE.

III-19. <u>Interchangeability.--</u>Is MAE produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Other countries
United States		
China		
	r producing MAE that is sometimes or ne plain the factors that limit or preclude in	-

III-20. Factors other than price.--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between MAE produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Other countries	
United States			
China			
For any country-pair for which factors other than price are <i>always</i> or <i>frequently</i> a significant factor in your firm's sales of MAE, identify the country-pair and relevant factors and report the advantages			

or disadvantages imparted by such factors:

III-21a. <u>Customer identification – finished MAE.</u>--List the names and contact information for your firm's 5 largest U.S. customers for finished or completed MAE since January 1, 2018. Indicate the share of the quantity of your firm's total shipments of MAE (completed and subassembly shipments) that each of these customers accounted for in 2020.

Customer's name of finished MAE		Contact person	Email	Telephone	City	State	Share of total 2020 sales (%)
1							
2							
3							
4							
5							

III-21b. <u>Customer identification – subassemblies of MAE</u>.--List the names and contact information for your firm's 5 largest U.S. customers for subassemblies of MAE since January 1, 2018. Indicate the share of the quantity of your firm's total shipments of MAE (completed and subassembly shipments) that each of these customers accounted for in 2020.

	stomer's name subassemblies	Contact person	Email	Telephone	City	State	Share of total 2020 sales (%)
1							
2							
3							
4							
5							

III-22.	Other explanationsIf your firm would like to further explain a response to a question in Part III for which a narrative response box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

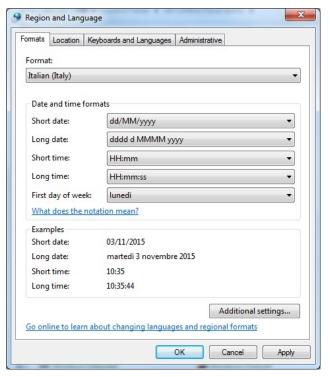
Correcting valid number error messages.—If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. This issues stem from your computer number formatting setting (e.g., not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (,) delineate multiples of 1000 and periods (.) delineate fractions less than one. Many EU countries use the reverse where multiples of 1000 are delineated with periods (.) and fractions less than one are delineated with commas (,). The U.S. International Trade Commission's questionnaires are setup in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU number formatting, we believe this may cause this issue.

The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete the questionnaire.

To temporarily change your computer's number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (e.g. "Italian (Italy)") to "English (United States)" (see screen shots below)

When you do this the number "twelve million dollars and thirty five cents" would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the questionnaire. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.





HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a "fillable" form in MS Word format on the Commission's website at:

https://www.usitc.gov/investigations/701731/2021/mobile access equipment and su bassemblies china/preliminary.htm

Please do not attempt to modify the format or permissions of the questionnaire document. Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

• <u>Upload via Secure Drop Box</u>.—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission's secure upload facility:

Web address: https://dropbox.usitc.gov/oinv/ Pin: MAEQ

• E-mail.—E-mail the MS Word questionnaire to Kristina.Lara@usitc.gov; include a scanned copy of the signed certification page (page 1). Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm's nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.

If your firm did not import this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

Parties to this proceeding.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission's Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7).