

## U.S. IMPORTERS' QUESTIONNAIRE

### MOBILE ACCESS EQUIPMENT FROM CHINA

This questionnaire must be received by the Commission by **September 7, 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 certain mobile access equipment and subassemblies thereof ("MAE") from China (Inv. Nos. 701-TA-665 and 731-TA-1557 (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 firm's possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Website \_\_\_\_\_

Has your firm imported MAE (as defined on next page) from any country at any time since January 1, 2018?

☐

**NO**

(Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)

☐

**YES**

(Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)

Return questionnaire via the U.S. International Trade Commission **Drop Box** by clicking on the following link: <https://dropbox.usitc.gov/oinv/>. (PIN: **MAEQ**)

#### 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 means of 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 proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.*

*I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Email address

**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\\_chi\\_na/final.htm](https://www.usitc.gov/investigations/701731/2021/mobile_access_equipment_and_subassemblies_chi_na/final.htm).

**MAE** 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 lifting device (e.g., scissor arms, boom assemblies) for mechanically 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. These assemblies include: (1) Pin assemblies that connect sections to form scissor arm assemblies, and (2) actuators that power the arm assemblies to extend and retract. These assemblies may or may not also include blocks that allow sliding of end sections in relation to frame and platform, hydraulic hoses, electrical cables, and/or other components;
- boom assemblies, or boom sections, for connection to the boom turntable, or to the chassis assembly, or to a platform assembly or to a lifting device. Boom assemblies include telescoping sections where the smallest section (or tube) can be nested in the next larger section (or tube) and can slide out for extension and/or articulated sections joined by pins. These assemblies may or may not include pins, hydraulic cylinders, hydraulic hoses, electrical cables, and/or other components;
- chassis assemblies, for connection to scissor arm assemblies, or to boom assemblies, or to boom turntable assemblies. Chassis assemblies include: (1) Chassis frames, and (2) frame sections. Chassis assemblies 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 tanks, battery assemblies, and/or other components;
- boom turntable assemblies, for connection to chassis assemblies, or to boom assemblies. Boom turntable assemblies include turntable frames. Boom turntable assemblies may or may not include engine assembly, slewing rings, fuel tank, hydraulic oil tank, battery assemblies, counterweights, hoods (enclosures), and/or other components.

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

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, vertical mast lifts, 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. Vertical mast lifts are person and material lifting vehicles with a working attachment, usually a platform, lifted along a vertical guide rail with an operator standing on the platform. Mobile self-propelled cranes are material handling vehicles with a boom attachment for lifting loads of tools or materials that are suspended on ropes, cables, and/or chains, and which contain 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. The scope further excludes vehicles driven or drawn by mechanical power operated only on a rail line that incorporate a scissor arm assembly or boom assembly. The scope also excludes: (1) Rail line vehicles, defined as vehicles with hi-rail gear or track wheels, and a fixed (nontelescopic) main boom, which perform operations on rail lines, such as laying rails, setting ties, or other rail maintenance jobs; and (2) certain rail line vehicle subassemblies, defined as chassis subassemblies and boom turntable subassemblies for rail line vehicles with a fixed (non-telescopic) main boom.

Certain mobile access equipment subject to these investigations is typically classifiable under subheadings 8427.10.8020, 8427.10.8030, 8427.10.8070, 8427.10.8095, 8427.20.8020, 8427.20.8090, 8427.90.0020 and 8427.90.0090 of the Harmonized Tariff Schedule of the United States (HTSUS). Parts of certain mobile access equipment are typically classifiable under subheading 8431.20.0000 of the HTSUS. While the HTSUS subheadings are provided for convenience and customs purposes only, the written description of the merchandise under investigation is dispositive.

**Importer.**--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.

**Confidentiality.**--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.

**Verification.**--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.

**Release of information.**--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.

**Valid number error messages.**--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 Alejandro Orozco (202-205-3177, [Alejandro.Orozco@usitc.gov](mailto:Alejandro.Orozco@usitc.gov)).

**D-GRIDS tool.**--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 macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage ([https://www.usitc.gov/trade\\_remedy/question.htm](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. **OMB statistics.**--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. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire.

**"Establishment"**--Each facility of a firm involved in the importation of MAE, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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I-2b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: \_\_\_\_\_.

I-2c. **External counsel.**-- If your firm or parent firm is represented by external counsel in relation to this proceeding, please specify the name of the law firm and the lead attorney(s).

Law firm:	
Lead attorney(s):	

I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

☐ No                      ☐ Yes--List the following information, relating to the ultimate parent/owner.

Firm name	Country	Extent of ownership (percent)

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing MAE from China into the United States or that are engaged in exporting MAE from China to the United States?

☐ No                      ☐ Yes--List the following information.

Firm name	Country	Affiliation

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of MAE?

☐ No                      ☐ Yes--List the following information.

Firm name	Country	Affiliation

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations of MAE. More than one answer may be applicable.

Importer of record	Takes title to the imported product(s)	Consignee of the imported products(s)	Customs broker or freight forwarder
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-7. **Consignee.**--If your firm is an importer of record of MAE but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

Firm name	Address	Contact person and phone number

- I-8. **FTZ, TIB, or bonded warehouses.**--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	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<input type="checkbox"/>	<input type="checkbox"/>
Temporary importation under bond	<input type="checkbox"/>	<input type="checkbox"/>

- 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.
<input type="checkbox"/>	<input type="checkbox"/>	

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

Further information on this part of the questionnaire can be obtained from **Alejandro Orozco (202-205-3177, [Alejandro.Orozco@usitc.gov](mailto:Alejandro.Orozco@usitc.gov))**. Supply all data requested on a calendar-year basis.

- II-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	

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

<i>(check as many as appropriate)</i>		<i>(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)</i>
<input type="checkbox"/>	Office/warehouse openings	
<input type="checkbox"/>	Office/warehouse closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or importation curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	Other (e.g., technology)	



**II-2b. COVID-19 pandemic.--**

- (i) 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 your firm's supply chain arrangements, importation, employment, and shipments relating to MAE?

<b>No</b>	<b>Yes</b>	<b>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.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

- (ii) Has your firm experienced a reversal of the adverse impact of the COVID-19 pandemic to your firm's supply chain arrangements, importation, employment, and shipments relating to MAE?

<b>No</b>	<b>Yes</b>	<b>If yes, when did the reversal begin? Are operations back to pre-pandemic normal? What are your expectations of how these market developments might evolve in the foreseeable future as the United States recovers from COVID-19 pandemic?</b>
<input type="checkbox"/>	<input type="checkbox"/>	

- II-3a. **Arranged imports: Telehandlers.**--Has your firm imported or arranged for the importation of telehandlers for delivery after **June 30, 2021**?

**"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.

**"Telehandler"** – Finished telehandlers and any telehandler-specific subassemblies.

No	Yes	If yes, fill out the tables below.
<input type="checkbox"/>	<input type="checkbox"/>	

Source	Period			
	Jul-Sept 2021	Oct-Dec 2021	Jan-Mar 2022	Apr-Jun 2022
	Quantity ( <i>in pounds</i> )			
China				
Canada				
Mexico				
All other sources				

- II-3b. **Arranged imports: All other MAE.**--Has your firm imported or arranged for the importation of all other MAE for delivery after **June 30, 2021**?

**"All other MAE"** – All finished MAE, except telehandlers, and all MAE subassemblies, except telehandler-specific subassemblies.

No	Yes	If yes, fill out the tables below.
<input type="checkbox"/>	<input type="checkbox"/>	

Source	Period			
	Jul-Sept 2021	Oct-Dec 2021	Jan-Mar 2022	Apr-Jun 2022
	Quantity ( <i>in pounds</i> )			
China				
Canada				
Mexico				
All other sources				

- II-3c. **Imports in the 12-month period preceding the petition.**--Has 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)

<b>No</b>	<b>Yes</b>	<b>If yes, report the quantity of such imports below by source.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

Source	February 1, 2020 through January 31, 2021	
	Telehandlers	All other MAE
	Quantity (in pounds)	
China		
Canada		
Mexico		
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.

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**Definitions**

***“Telehandler”*** – Finished telehandlers and any telehandler-specific subassemblies.

***“All other MAE”*** – All finished MAE, except telehandlers, and all MAE subassemblies, except telehandler-specific subassemblies.

***“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.

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

*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.S. imports from China: Telehandlers.**—Report your firm's imports and your firm's shipments and inventories of telehandlers imported from China by your firm during the specified periods.

## China – Telehandlers

Quantity (in pounds), value (in \$1,000)					
Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> Quantity (B)					
Value (C)					
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)					
Value (E)					
<b>Internal consumption:</b> <sup>2</sup> Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup> Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup> Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_. However, the data provided above in this table should be based on fair market value. If your firm is a rental services provider of MAE, please report your U.S. shipments as internal consumption based on the first period of time in which you put your imported MAE to use. Do not report your fleet of MAE in the line for inventories.

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

II-5a. **U.S. imports from China: Telehandlers.**—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.

Reconciliation	Calendar year			January-June	
	2018	2019	2020	2020	2021
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> 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 (Telehandlers).**—Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of telehandler imports from China by channel of distribution during the specified periods.

## China – Telehandlers

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Quantity (in pounds)</b>					
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
To construction companies and other end users (including rental companies, who may also act as retailers) (M)					
To distributors, dealers, and other retailers (N)					

**RECONCILIATION OF CHANNELS.**—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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
M + N – D – F – H = zero ("0"), if not revise.	0	0	0	0	0

- II-5c. **U.S. shipments by product type: China (Telehandlers).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers of related firms) of telehandler imports from China by product type during the specified periods.

**"Finished telehandler"** – A finished telehandler unit (whether assembled or unassembled).

**"Telehandler subassembly"** – A component of a telehandler unit. Please see page 2 for a complete description of the specified subassemblies below.

## China – Telehandlers

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>U.S. shipments:</b>					
<b><u>Finished telehandlers:</u></b>					
Quantity in units (O)					
Quantity in pounds (P)					
Value in \$1,000 (Q)					
<b><u>Telehandler subassemblies:</u></b>					
<b>Chassis subassemblies:</b>					
Quantity in units (R)					
Quantity in pounds (S)					
Value in \$1,000 (T)					
<b>All other subassemblies:<sup>1</sup></b>					
Quantity in units (U)					
Quantity in pounds (V)					
Value in \$1,000 (W)					
<sup>1</sup> Please describe these other subassemblies: .					

**RECONCILIATION OF U.S. SHIPMENTS.**—Please ensure that the quantities (in pounds) and values reported for U.S. shipments in this question (i.e., lines O through W) in each time period equal the quantities and values reported for U.S. shipments in previous question II-5a (i.e., lines D through I) 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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Quantity:</b> P + S + V – D – F – H = zero ("0"), if not revise	0	0	0	0	0
<b>Value:</b> Q + T + W – E – G – I = zero, ("0"), if not revise.	0	0	0	0	0

- II-5d. **End uses of subassemblies: China (Telehandlers).**--If your firm imports telehandler subassemblies from China, please describe their end uses (e.g., are they used to repair or refurbish existing telehandlers, or are they assembled into new telehandler units?):

## China – Telehandlers

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

Quantity (in pounds)	
Item	Calendar Year 2020
<b>U.S. shipments of telehandler subassemblies:</b>	
used in own firm's OEM manufacturing operations (X) <sup>1</sup>	
used in own firm's refurbishing/replacement operations (Y)	
sold to OEM manufacturers (Z)	
sold as subassemblies to refurbishment/replacement market (AA)	
<sup>1</sup> Is your firm performing activities beyond assembly of the imported subassemblies being used for your firm's OEM manufacturing operations? <input type="checkbox"/> No <input type="checkbox"/> Yes--Please describe activities beyond assembly: .	

**RECONCILIATION OF TELEHANDLER SUBASSEMBLIES.**--Please ensure that the quantities reported for U.S. shipments of telehandler subassemblies in 2020 by end use (i.e., lines X through AA) equal the quantities (pounds) reported for U.S. imports of telehandler subassemblies in 2020 reported in part "c" of this question (i.e., lines S and V). 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
<b>Quantity:</b> $X + Y + Z + AA - S - V = \text{zero ("0")}$ , if not revise.	0



- II-6a. **U.S. imports from China: All other MAE.**—Report your firm's imports and your firm's shipments and inventories of all other MAE (i.e., all finished MAEs and associated subassemblies except telehandlers and telehandler associated subassemblies reported earlier) imported from China by your firm during the specified periods.

## China – All other MAE

Quantity (in pounds), value (in \$1,000)					
Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> Quantity (B)					
Value (C)					
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)					
Value (E)					
<b>Internal consumption:</b> <sup>2</sup> Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup> Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup> Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_. However, the data provided above in this table should be based on fair market value. If your firm is a rental services provider of MAE, please report your U.S. shipments as internal consumption based on the first period of time in which you put your imported MAE to use. Do not report your fleet of MAE in the line for inventories.

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

II-6a. **U.S. imports from China: All other MAE.**—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.

Reconciliation	Calendar year			January-June	
	2018	2019	2020	2020	2021
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

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

## China – All other MAE

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Quantity (in pounds)</b>					
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
To construction companies and other end users (including rental companies, who may also act as retailers) (M)					
To distributors, dealers, and other retailers (N)					

**RECONCILIATION OF CHANNELS.**—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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
M + N – D – F – H = zero ("0"), if not revise.	0	0	0	0	0

- II-6c. **U.S. shipments by product type: China (All other MAE).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers of related firms) of all other MAE imports from China by product type during the specified periods.

**"Finished MAE"** – A finished MAE unit, with the exception of a finished telehandler unit (whether assembled or unassembled).

**"MAE subassembly"** – A component of an MAE unit, with the exception of a telehandler unit component. Please see page 2 for a complete description of the specified subassemblies below.

## China – All other MAE

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>U.S. shipments:</b>					
<b>Finished MAE:</b>					
<b>Scissor lift:</b>					
Quantity <i>in units</i> (O)					
Quantity <i>in pounds</i> (P)					
Value <i>in \$1,000</i> (Q)					
<b>Boom lift:</b>					
Quantity <i>in units</i> (R)					
Quantity <i>in pounds</i> (S)					
Value <i>in \$1,000</i> (T)					
<b>All other finished MAE:<sup>1</sup></b>					
Quantity <i>in units</i> (U)					
Quantity <i>in pounds</i> (V)					
Value <i>in \$1,000</i> (W)					

Table continued on next page.

II-6c. **U.S. shipments by product type: China (All other MAE).**--Continued**China – All other MAE**

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>U.S. shipments:</b>					
<b>MAE subassemblies:</b>					
<b>Scissor arm subassemblies or sections:</b>					
Quantity <i>in units</i> (X)					
Quantity <i>in pounds</i> (Y)					
Value <i>in \$1,000</i> (Z)					
<b>Boom subassemblies or sections:</b>					
Quantity <i>in units</i> (AA)					
Quantity <i>in pounds</i> (AB)					
Value <i>in \$1,000</i> (AC)					
<b>Chassis subassemblies:</b>					
Quantity <i>in units</i> (AD)					
Quantity <i>in pounds</i> (AE)					
Value <i>in \$1,000</i> (AF)					
<b>Boom turntable subassemblies:</b>					
Quantity <i>in units</i> (AG)					
Quantity <i>in pounds</i> (AH)					
Value <i>in \$1,000</i> (AI)					
<b>All other subassemblies:<sup>2</sup></b>					
Quantity <i>in units</i> (AJ)					
Quantity <i>in pounds</i> (AK)					
Value <i>in \$1,000</i> (AL)					
<sup>1</sup> Please describe these other finished MAE: .					
<sup>2</sup> Please describe these other subassemblies: .					

II-6c. **U.S. shipments by product type: China (All other MAE).--Continued**

**RECONCILIATION OF U.S. SHIPMENTS.**—Please ensure that the quantities (in pounds) and values reported for U.S. shipments in this question (i.e., lines O through AL) in each time period equal the quantity and values reported for U.S. shipments in previous question II-5a (i.e., lines D through I) 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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Quantity:</b> P + S + V + Y + AB + AE + AH + AK + – D – F – H = zero (“0”), if not revise	0	0	0	0	0
<b>Value:</b> Q + T + W + Z + AC + AF + AI + AL – E – G – I = zero, (“0”), if not revise.	0	0	0	0	0

- II-6d. **End uses of subassemblies: China (All other MAE).**--If your firm imports all other MAE 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 – All other MAE

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

Quantity (in pounds)	
Item	Calendar Year 2020
<b>U.S. shipments of all other MAE subassemblies:</b>	
used in own firm's OEM manufacturing operations (AM) <sup>1</sup>	
used in own firm's refurbishing/replacement operations (AN)	
sold to OEM manufacturers (AO)	
sold as subassemblies to refurbishment/replacement market (AP)	
<sup>1</sup> Is your firm performing activities beyond assembly of the imported subassemblies being used for your firm's OEM manufacturing operations? <input type="checkbox"/> No <input type="checkbox"/> Yes--Please describe activities beyond assembly: .	

**RECONCILIATION OF SUBASSEMBLIES.**--Please ensure that the quantities reported for U.S. shipments of all other MAE subassemblies in 2020 by end use (i.e., lines AM through AP) equal the quantities (pounds) reported for U.S. imports of subassemblies in 2020 reported in part "c" of this question (i.e., lines Y, AB, AE, AH, and AK). 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
<b>Quantity:</b> $AM + AN + AO + AP - Y - AB - AE - AH - AK = \text{zero ("0")}$ , if not revise.	0

- II-7a. **U.S. imports from Canada: Telehandlers.**—Report your firm's imports and your firm's shipments and inventories of telehandlers imported from Canada by your firm during the specified periods.

## Canada – Telehandlers

Quantity (in pounds), value (in \$1,000)					
Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup>					
Quantity (B)					
Value (C)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity (D)					
Value (E)					
<b>Internal consumption:</b> <sup>2</sup>					
Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup>					
Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup>					
Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_. However, the data provided above in this table should be based on fair market value. If your firm is a rental services provider of MAE, please report your U.S. shipments as internal consumption based on the first period of time in which you put your imported MAE to use. Do not report your fleet of MAE in the line for inventories.

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

II-7a. **U.S. imports from Canada: Telehandlers.**—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.

Reconciliation	Calendar year			January-June	
	2018	2019	2020	2020	2021
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-7b. **Channels of distribution: Canada (Telehandlers).**—Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of telehandler imports from Canada by channel of distribution during the specified periods.

## Canada – Telehandlers

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Quantity (in pounds)</b>					
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
To construction companies and other end users (including rental companies, who may also act as retailers) (M)					
To distributors, dealers, and other retailers (N)					

**RECONCILIATION OF CHANNELS.**—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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
M + N – D – F – H = zero ("0"), if not revise.	0	0	0	0	0



- II-7c. **U.S. shipments by product type: Canada (Telehandlers).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers of related firms) of telehandler imports from Canada by product type during the specified periods.

**"Finished telehandler"** – A finished telehandler unit (whether assembled or unassembled).

**"Telehandler subassembly"** – A component of a telehandler unit. Please see page 2 for a complete description of the specified subassemblies below.

## Canada – Telehandlers

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>U.S. shipments:</b>					
<b><u>Finished telehandlers:</u></b>					
Quantity in units (O)					
Quantity in pounds (P)					
Value in \$1,000 (Q)					
<b><u>Telehandler subassemblies:</u></b>					
<b>Chassis subassemblies:</b>					
Quantity in units (R)					
Quantity in pounds (S)					
Value in \$1,000 (T)					
<b>All other subassemblies:<sup>1</sup></b>					
Quantity in units (U)					
Quantity in pounds (V)					
Value in \$1,000 (W)					
<sup>1</sup> Please describe these other subassemblies: .					

**RECONCILIATION OF U.S. SHIPMENTS.**—Please ensure that the quantities (in pounds) and values reported for U.S. shipments in this question (i.e., lines O through W) in each time period equal the quantities and values reported for U.S. shipments in previous question II-5a (i.e., lines D through I) 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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Quantity:</b> $P + S + V - D - F - H =$ zero ("0"), if not revise	0	0	0	0	0
<b>Value:</b> $Q + T + W - E - G - I =$ zero, ("0"), if not revise.	0	0	0	0	0

- II-7d. **End uses of subassemblies: Canada (Telehandlers).**--If your firm imports telehandler subassemblies from Canada, please describe their end uses (e.g., are they used to repair or refurbish existing telehandlers, or are they assembled into new telehandler units?):

## Canada – Telehandlers

--

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

Quantity (in pounds)	
Item	Calendar Year 2020
<b>U.S. shipments of telehandler subassemblies:</b>	
used in own firm's OEM manufacturing operations (X) <sup>1</sup>	
used in own firm's refurbishing/replacement operations (Y)	
sold to OEM manufacturers (Z)	
sold as subassemblies to refurbishment/replacement market (AA)	
<sup>1</sup> Is your firm performing activities beyond assembly of the imported subassemblies being used for your firm's OEM manufacturing operations? <input type="checkbox"/> No <input type="checkbox"/> Yes--Please describe activities beyond assembly: 	

**RECONCILIATION OF TELEHANDLER SUBASSEMBLIES.**--Please ensure that the quantities reported for U.S. shipments of telehandler subassemblies in 2020 by end use (i.e., lines X through AA) equal the quantities (pounds) reported for U.S. imports of telehandler subassemblies in 2020 reported in part "c" of this question (i.e., lines S and V). 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
<b>Quantity:</b> $X + Y + Z + AA - S - V = \text{zero ("0")}$ , if not revise.	0

- II-8a. **U.S. imports from Canada: All other MAE.**—Report your firm's imports and your firm's shipments and inventories of all other MAE (i.e., all finished MAEs and associated subassemblies except telehandlers and telehandler associated subassemblies reported earlier) imported from Canada by your firm during the specified periods.

## Canada – All other MAE

Quantity (in pounds), value (in \$1,000)					
Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> Quantity (B)					
Value (C)					
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)					
Value (E)					
<b>Internal consumption:</b> <sup>2</sup> Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup> Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup> Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					
<p><sup>1</sup> Please identify the foreign producers, if known: ____.</p> <p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value. If your firm is a rental services provider of MAE, please report your U.S. shipments as internal consumption based on the first period of time in which you put your imported MAE to use. Do not report your fleet of MAE in the line for inventories.</p> <p><sup>3</sup> Identify your firm's principal export markets: _____.</p>					

II-8a. **U.S. imports from Canada: All other MAE**—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.

Reconciliation	Calendar year			January-June	
	2018	2019	2020	2020	2021
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-8b. **Channels of distribution: Canada (All other MAE)** Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of all other MAE imports from Canada by channel of distribution during the specified periods.

## Canada – All other MAE

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
	<b>Quantity (in pounds)</b>				
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
To construction companies and other end users (including rental companies, who may also act as retailers) (M)					
To distributors, dealers, and other retailers (N)					

**RECONCILIATION OF CHANNELS.**--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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
M + N – D – F – H = zero ("0"), if not revise.	0	0	0	0	0

- II-8c. **U.S. shipments by product type: Canada (All other MAE).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers of related firms) of all other MAE imports from Canada by product type during the specified periods.

**"Finished MAE"** – A finished MAE unit, with the exception of a finished telehandler unit (whether assembled or unassembled).

**"MAE subassembly"** – A component of an MAE unit, with the exception of a telehandler unit component. Please see page 2 for a complete description of the specified subassemblies below.

## Canada – All other MAE

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>U.S. shipments:</b>					
<b>Finished MAE:</b>					
<b>Scissor lift:</b>					
Quantity in units (O)					
Quantity in pounds (P)					
Value in \$1,000 (Q)					
<b>Boom lift:</b>					
Quantity in units (R)					
Quantity in pounds (S)					
Value in \$1,000 (T)					
<b>All other finished MAE:<sup>1</sup></b>					
Quantity in units (U)					
Quantity in pounds (V)					
Value in \$1,000 (W)					

Table continued on next page.

II-8c. **U.S. shipments by product type: Canada (All other MAE).**--Continued**Canada – All other MAE**

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>U.S. shipments:</b>					
<b>MAE subassemblies:</b>					
<b>Scissor arm subassemblies or sections:</b>					
Quantity <i>in units</i> (X)					
Quantity <i>in pounds</i> (Y)					
Value <i>in \$1,000</i> (Z)					
<b>Boom subassemblies or sections:</b>					
Quantity <i>in units</i> (AA)					
Quantity <i>in pounds</i> (AB)					
Value <i>in \$1,000</i> (AC)					
<b>Chassis subassemblies:</b>					
Quantity <i>in units</i> (AD)					
Quantity <i>in pounds</i> (AE)					
Value <i>in \$1,000</i> (AF)					
<b>Boom turntable subassemblies:</b>					
Quantity <i>in units</i> (AG)					
Quantity <i>in pounds</i> (AH)					
Value <i>in \$1,000</i> (AI)					
<b>All other subassemblies:<sup>2</sup></b>					
Quantity <i>in units</i> (AJ)					
Quantity <i>in pounds</i> (AK)					
Value <i>in \$1,000</i> (AL)					
<sup>1</sup> Please describe these other finished MAE: .					
<sup>2</sup> Please describe these other subassemblies: .					

II-8c. **U.S. shipments by product type: Canada (All other MAE).--Continued**

**RECONCILIATION OF U.S. SHIPMENTS.**—Please ensure that the quantities (in pounds) and values reported for U.S. shipments in this question (i.e., lines O through AL) in each time period equal the quantity and values reported for U.S. shipments in previous question II-5a (i.e., lines D through I) 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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Quantity:</b> $P + S + V + Y + AB + AE + AH + AK + -D - F - H = \text{zero ("0")}$ , if not revise	0	0	0	0	0
<b>Value:</b> $Q + T + W + Z + AC + AF + AI + AL - E - G - I = \text{zero, ("0")}$ , if not revise.	0	0	0	0	0

- II-8d. **End uses of subassemblies: Canada (All other MAE).**--If your firm imports all other MAE subassemblies from Canada, 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?):

## Canada – All other MAE

--

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

Quantity (in pounds)	
Item	Calendar Year 2020
<b>U.S. shipments of all other MAE subassemblies:</b>	
used in own firm's OEM manufacturing operations (AM) <sup>1</sup>	
used in own firm's refurbishing/replacement operations (AN)	
sold to OEM manufacturers (AO)	
sold as subassemblies to refurbishment/replacement market (AP)	
<sup>1</sup> Is your firm performing activities beyond assembly of the imported subassemblies being used for your firm's OEM manufacturing operations? <input type="checkbox"/> No <input type="checkbox"/> Yes--Please describe activities beyond assembly: .	

**RECONCILIATION OF SUBASSEMBLIES.**--Please ensure that the quantities reported for U.S. shipments of all other MAE subassemblies in 2020 by end use (i.e., lines AM through AP) equal the quantities (pounds) reported for U.S. imports of subassemblies in 2020 reported in part "c" of this question (i.e., lines Y, AB, AE, AH, and AK). 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
<b>Quantity:</b> AM + AN + AO + AP – Y – AB – AE – AH – AK = zero ("0"), if not revise.	0



- II-9a. **U.S. imports from Mexico: Telehandlers.**--Report your firm's imports and your firm's shipments and inventories of telehandlers imported from Mexico by your firm during the specified periods.

## Mexico – Telehandlers

Quantity (in pounds), value (in \$1,000)					
Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> Quantity (B)					
Value (C)					
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)					
Value (E)					
<b>Internal consumption:</b> <sup>2</sup> Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup> Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup> Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_. However, the data provided above in this table should be based on fair market value. If your firm is a rental services provider of MAE, please report your U.S. shipments as internal consumption based on the first period of time in which you put your imported MAE to use. Do not report your fleet of MAE in the line for inventories.

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

II-9a. **U.S. imports from Mexico: Telehandlers.**—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.

Reconciliation	Calendar year			January-June	
	2018	2019	2020	2020	2021
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-9b. **Channels of distribution: Mexico (Telehandlers).**—Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of telehandler imports from Mexico by channel of distribution during the specified periods.

## Mexico – Telehandlers

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Quantity (in pounds)</b>					
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
To construction companies and other end users (including rental companies, who may also act as retailers) (M)					
To distributors, dealers, and other retailers (N)					

**RECONCILIATION OF CHANNELS.**—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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
M + N – D – F – H = zero ("0"), if not revise.	0	0	0	0	0

- II-9c. **U.S. shipments by product type: Mexico (Telehandlers).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers of related firms) of telehandler imports from Mexico by product type during the specified periods.

**"Finished telehandler"** – A finished telehandler unit (whether assembled or unassembled).

**"Telehandler subassembly"** – A component of a telehandler unit. Please see page 2 for a complete description of the specified subassemblies below.

## Mexico – Telehandlers

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>U.S. shipments:</b>					
<b><u>Finished telehandlers:</u></b>					
Quantity in units (O)					
Quantity in pounds (P)					
Value in \$1,000 (Q)					
<b><u>Telehandler subassemblies:</u></b>					
<b>Chassis subassemblies:</b>					
Quantity in units (R)					
Quantity in pounds (S)					
Value in \$1,000 (T)					
<b>All other subassemblies:<sup>1</sup></b>					
Quantity in units (U)					
Quantity in pounds (V)					
Value in \$1,000 (W)					
<sup>1</sup> Please describe these other subassemblies: .					

**RECONCILIATION OF U.S. SHIPMENTS.**—Please ensure that the quantities (in pounds) and values reported for U.S. shipments in this question (i.e., lines O through W) in each time period equal the quantities and values reported for U.S. shipments in previous question II-5a (i.e., lines D through I) 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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Quantity:</b> $P + S + V - D - F - H =$ zero ("0"), if not revise	0	0	0	0	0
<b>Value:</b> $Q + T + W - E - G - I =$ zero, ("0"), if not revise.	0	0	0	0	0

- II-9d. **End uses of subassemblies: Mexico (Telehandlers).**--If your firm imports telehandler subassemblies from Mexico, please describe their end uses (e.g., are they used to repair or refurbish existing telehandlers, or are they assembled into new telehandler units?):

## Mexico – Telehandlers

--

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

Quantity (in pounds)	
Item	Calendar Year 2020
<b>U.S. shipments of telehandler subassemblies:</b>	
used in own firm's OEM manufacturing operations (X) <sup>1</sup>	
used in own firm's refurbishing/replacement operations (Y)	
sold to OEM manufacturers (Z)	
sold as subassemblies to refurbishment/replacement market (AA)	
<sup>1</sup> Is your firm performing activities beyond assembly of the imported subassemblies being used for your firm's OEM manufacturing operations? <input type="checkbox"/> No <input type="checkbox"/> Yes--Please describe activities beyond assembly: .	

**RECONCILIATION OF TELEHANDLER SUBASSEMBLIES.**--Please ensure that the quantities reported for U.S. shipments of telehandler subassemblies in 2020 by end use (i.e., lines X through AA) equal the quantities (pounds) reported for U.S. imports of telehandler subassemblies in 2020 reported in part "c" of this question (i.e., lines S and V). 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
<b>Quantity:</b> $X + Y + Z + AA - S - V = \text{zero ("0")}$ , if not revise.	0

- II-10a. **U.S. imports from Mexico: All other MAE.**—Report your firm's imports and your firm's shipments and inventories of all other MAE (i.e., all finished MAEs and associated subassemblies except telehandlers and telehandler associated subassemblies reported earlier) imported from Mexico by your firm during the specified periods.

## Mexico – All other MAE

Quantity (in pounds), value (in \$1,000)					
Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> Quantity (B)					
Value (C)					
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)					
Value (E)					
<b>Internal consumption:</b> <sup>2</sup> Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup> Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup> Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					
<p><sup>1</sup> Please identify the foreign producers, if known: ____.</p> <p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value. If your firm is a rental services provider of MAE, please report your U.S. shipments as internal consumption based on the first period of time in which you put your imported MAE to use. Do not report your fleet of MAE in the line for inventories.</p> <p><sup>3</sup> Identify your firm's principal export markets: _____.</p>					

II-10a. **U.S. imports from Mexico: All other MAE**—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.

Reconciliation	Calendar year			January-June	
	2018	2019	2020	2020	2021
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-10b. **Channels of distribution: Mexico (All other MAE)** Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of all other MAE imports from Mexico by channel of distribution during the specified periods.

## Mexico – All other MAE

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Quantity (in pounds)</b>					
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
To construction companies and other end users (including rental companies, who may also act as retailers) (M)					
To distributors, dealers, and other retailers (N)					

**RECONCILIATION OF CHANNELS.**--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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
M + N – D – F – H = zero ("0"), if not revise.	0	0	0	0	0

- II-10c. **U.S. shipments by product type: Mexico (All other MAE).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers of related firms) of all other MAE imports from Mexico by product type during the specified periods.

**"Finished MAE"** – A finished MAE unit, with the exception of a finished telehandler unit (whether assembled or unassembled).

**"MAE subassembly"** – A component of an MAE unit, with the exception of a telehandler unit component. Please see page 2 for a complete description of the specified subassemblies below.

## Mexico – All other MAE

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>U.S. shipments:</b>					
<b>Finished MAE:</b>					
<b>Scissor lift:</b>					
Quantity in units (O)					
Quantity in pounds (P)					
Value in \$1,000 (Q)					
<b>Boom lift:</b>					
Quantity in units (R)					
Quantity in pounds (S)					
Value in \$1,000 (T)					
<b>All other finished MAE:<sup>1</sup></b>					
Quantity in units (U)					
Quantity in pounds (V)					
Value in \$1,000 (W)					

Table continued on next page.

II-10c. **U.S. shipments by product type: Mexico (All other MAE).**--Continued**Mexico – All other MAE**

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>U.S. shipments:</b>					
<b>MAE subassemblies:</b>					
<b>Scissor arm subassemblies or sections:</b>					
Quantity <i>in units</i> (X)					
Quantity <i>in pounds</i> (Y)					
Value <i>in \$1,000</i> (Z)					
<b>Boom subassemblies or sections:</b>					
Quantity <i>in units</i> (AA)					
Quantity <i>in pounds</i> (AB)					
Value <i>in \$1,000</i> (AC)					
<b>Chassis subassemblies:</b>					
Quantity <i>in units</i> (AD)					
Quantity <i>in pounds</i> (AE)					
Value <i>in \$1,000</i> (AF)					
<b>Boom turntable subassemblies:</b>					
Quantity <i>in units</i> (AG)					
Quantity <i>in pounds</i> (AH)					
Value <i>in \$1,000</i> (AI)					
<b>All other subassemblies:<sup>2</sup></b>					
Quantity <i>in units</i> (AJ)					
Quantity <i>in pounds</i> (AK)					
Value <i>in \$1,000</i> (AL)					
<sup>1</sup> Please describe these other finished MAE: .					
<sup>2</sup> Please describe these other subassemblies: .					



II-10c. **U.S. shipments by product type: Mexico (All other MAE).--Continued**

**RECONCILIATION OF U.S. SHIPMENTS.**—Please ensure that the quantities (in pounds) and values reported for U.S. shipments in this question (i.e., lines O through AL) in each time period equal the quantity and values reported for U.S. shipments in previous question II-5a (i.e., lines D through I) 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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Quantity:</b> $P + S + V + Y + AB + AE + AH + AK + -D - F - H = \text{zero ("0")}$ , if not revise	0	0	0	0	0
<b>Value:</b> $Q + T + W + Z + AC + AF + AI + AL - E - G - I = \text{zero, ("0")}$ , if not revise.	0	0	0	0	0

- II-10d. **End uses of subassemblies: Mexico (All other MAE).**--If your firm imports all other MAE subassemblies from Mexico, 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?):

## Mexico – All other MAE

--

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

Quantity (in pounds)	
Item	Calendar Year 2020
<b>U.S. shipments of all other MAE subassemblies:</b>	
used in own firm's OEM manufacturing operations (AM) <sup>1</sup>	
used in own firm's refurbishing/replacement operations (AN)	
sold to OEM manufacturers (AO)	
sold as subassemblies to refurbishment/replacement market (AP)	
<sup>1</sup> Is your firm performing activities beyond assembly of the imported subassemblies being used for your firm's OEM manufacturing operations? <input type="checkbox"/> No <input type="checkbox"/> Yes--Please describe activities beyond assembly: .	

**RECONCILIATION OF SUBASSEMBLIES.**--Please ensure that the quantities reported for U.S. shipments of all other MAE subassemblies in 2020 by end use (i.e., lines AM through AP) equal the quantities (pounds) reported for U.S. imports of subassemblies in 2020 reported in part "c" of this question (i.e., lines Y, AB, AE, AH, and AK). 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
<b>Quantity:</b> $AM + AN + AO + AP - Y - AB - AE - AH - AK = \text{zero ("0")}$ , if not revise.	0

- II-11a. **U.S. imports from All other sources: Telehandlers.**—Report your firm's imports and your firm's shipments and inventories of telehandlers imported from all other sources by your firm during the specified periods.

## All other sources – Telehandlers

(list sources: \_\_\_\_\_)

Quantity (in pounds), value (in \$1,000)					
Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> Quantity (B)					
Value (C)					
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)					
Value (E)					
<b>Internal consumption:</b> <sup>2</sup> Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup> Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup> Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_. However, the data provided above in this table should be based on fair market value. If your firm is a rental services provider of MAE, please report your U.S. shipments as internal consumption based on the first period of time in which you put your imported MAE to use. Do not report your fleet of MAE in the line for inventories.

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

II-11a. **U.S. imports from All other sources: Telehandlers.**—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.

Reconciliation	Calendar year			January-June	
	2018	2019	2020	2020	2021
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-11b. **Channels of distribution: All other sources (Telehandlers).**—Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of telehandler imports from all other sources by channel of distribution during the specified periods.

## All other sources – Telehandlers

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
	Quantity (in pounds)				
<b>Channels of distribution:</b> <b>U.S. shipments:</b> To construction companies and other end users (including rental companies, who may also act as retailers) (M)					
To distributors, dealers, and other retailers (N)					

**RECONCILIATION OF CHANNELS.**—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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
M + N – D – F – H = zero ("0"), if not revise.	0	0	0	0	0

- II-11c. **U.S. shipments by product type: All other sources (Telehandlers).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers of related firms) of telehandler imports from all other sources by product type during the specified periods.

**"Finished telehandler"** – A finished telehandler unit (whether assembled or unassembled).

**"Telehandler subassembly"** – A component of a telehandler unit. Please see page 2 for a complete description of the specified subassemblies below.

## All other sources – Telehandlers

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>U.S. shipments:</b>					
<b>Finished telehandlers:</b>					
Quantity in units (O)					
Quantity in pounds (P)					
Value in \$1,000 (Q)					
<b>Telehandler subassemblies:</b>					
<b>Chassis subassemblies:</b>					
Quantity in units (R)					
Quantity in pounds (S)					
Value in \$1,000 (T)					
<b>All other subassemblies:<sup>1</sup></b>					
Quantity in units (U)					
Quantity in pounds (V)					
Value in \$1,000 (W)					
<sup>1</sup> Please describe these other subassemblies: .					

**RECONCILIATION OF IMPORTS.**—Please ensure that the quantities (in pounds) and values reported for U.S. shipments in this question (i.e., lines O through W) in each time period equal the quantities and values reported for U.S. shipments in previous question II-5a (i.e., lines D through I) 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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Quantity:</b> $P + S + V - D - F - H = \text{zero}$ ("0"), if not revise	0	0	0	0	0
<b>Value:</b> $Q + T + W - E - G - I = \text{zero}$ , ("0"), if not revise.	0	0	0	0	0

- II-11d. **End uses of subassemblies: All other sources (Telehandlers).**--If your firm imports telehandler subassemblies from all other sources, please describe their end uses (e.g., are they used to repair or refurbish existing telehandlers, or are they assembled into new telehandler units?):

## All other sources – Telehandlers

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

Quantity (in pounds)	
Item	Calendar Year 2020
<b>U.S. shipments of telehandler subassemblies:</b>	
used in own firm's OEM manufacturing operations (X) <sup>1</sup>	
used in own firm's refurbishing/replacement operations (Y)	
sold to OEM manufacturers (Z)	
sold as subassemblies to refurbishment/replacement market (AA)	
<sup>1</sup> Is your firm performing activities beyond assembly of the imported subassemblies being used for your firm's OEM manufacturing operations? <input type="checkbox"/> No <input type="checkbox"/> Yes--Please describe activities beyond assembly: .	

**RECONCILIATION OF TELEHANDLER SUBASSEMBLIES.**--Please ensure that the quantities reported for U.S. shipments of telehandler subassemblies in 2020 by end use (i.e., lines X through AA) equal the quantities (pounds) reported for U.S. imports of telehandler subassemblies in 2020 reported in part "c" of this question (i.e., lines S and V). 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
<b>Quantity:</b> $X + Y + Z + AA - S - V = \text{zero ("0")}$ , if not revise.	0

- II-12a. **U.S. imports from All other sources: All other MAE.**—Report your firm's imports and your firm's shipments and inventories of all other MAE (i.e., all finished MAEs and associated subassemblies except telehandlers and telehandler associated subassemblies reported earlier) imported from all other sources by your firm during the specified periods.

## All other sources – All other MAE

(list sources: \_\_\_\_\_)

Quantity (in pounds), value (in \$1,000)					
Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> Quantity (B)					
Value (C)					
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)					
Value (E)					
<b>Internal consumption:</b> <sup>2</sup> Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup> Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup> Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_. However, the data provided above in this table should be based on fair market value. If your firm is a rental services provider of MAE, please report your U.S. shipments as internal consumption based on the first period of time in which you put your imported MAE to use. Do not report your fleet of MAE in the line for inventories.

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

II-12a. **U.S. imports from All other sources: All other MAE.**—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.

Reconciliation	Calendar year			January-June	
	2018	2019	2020	2020	2021
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-12b. **Channels of distribution: All other sources (All other MAE)** Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of all other MAE imports from all other sources by channel of distribution during the specified periods.

## All other sources – All other MAE

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
	<b>Quantity (in pounds)</b>				
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
To construction companies and other end users (including rental companies, who may also act as retailers) (M)					
To distributors, dealers, and other retailers (N)					

**RECONCILIATION OF CHANNELS.**—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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
M + N – D – F – H = zero ("0"), if not revise.	0	0	0	0	0



- II-12c. **U.S. shipments by product type: All other sources (All other MAE).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers of related firms) of all other MAE imports from all other sources by product type during the specified periods.

**"Finished MAE"** – A finished MAE unit, with the exception of a finished telehandler unit (whether assembled or unassembled).

**"MAE subassembly"** – A component of an MAE unit, with the exception of a telehandler unit component. Please see page 2 for a complete description of the specified subassemblies below.

### All other sources – All other MAE

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>U.S. shipments:</b>					
<b>Finished MAE:</b>					
<b>Scissor lift:</b>					
Quantity in units (O)					
Quantity in pounds (P)					
Value in \$1,000 (Q)					
<b>Boom lift:</b>					
Quantity in units (R)					
Quantity in pounds (S)					
Value in \$1,000 (T)					
<b>All other finished MAE:<sup>1</sup></b>					
Quantity in units (U)					
Quantity in pounds (V)					
Value in \$1,000 (W)					

Table continued on next page.

II-12c. **U.S. shipments by product type: All other sources (All other MAE).**--Continued**All other sources – All other MAE**

Item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>U.S. shipments:</b>					
<b>MAE subassemblies:</b>					
<b>Scissor arm subassemblies or sections:</b>					
Quantity <i>in units</i> (X)					
Quantity <i>in pounds</i> (Y)					
Value <i>in \$1,000</i> (Z)					
<b>Boom subassemblies or sections:</b>					
Quantity <i>in units</i> (AA)					
Quantity <i>in pounds</i> (AB)					
Value <i>in \$1,000</i> (AC)					
<b>Chassis subassemblies:</b>					
Quantity <i>in units</i> (AD)					
Quantity <i>in pounds</i> (AE)					
Value <i>in \$1,000</i> (AF)					
<b>Boom turntable subassemblies:</b>					
Quantity <i>in units</i> (AG)					
Quantity <i>in pounds</i> (AH)					
Value <i>in \$1,000</i> (AI)					
<b>All other subassemblies:<sup>2</sup></b>					
Quantity <i>in units</i> (AJ)					
Quantity <i>in pounds</i> (AK)					
Value <i>in \$1,000</i> (AL)					
<sup>1</sup> Please describe these other finished MAE: .					
<sup>2</sup> Please describe these other subassemblies: .					

II-12c. **U.S. shipments by product type: All other sources (All other MAE).--Continued**

**RECONCILIATION OF U.S. SHIPMENTS.**—Please ensure that the quantities (in pounds) and values reported for U.S. shipments in this question (i.e., lines O through AL) in each time period equal the quantity and values reported for U.S. shipments in previous question II-5a (i.e., lines D through I) 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.

Reconciliation item	Calendar year			January-June	
	2018	2019	2020	2020	2021
<b>Quantity:</b> $P + S + V + Y + AB + AE + AH + AK + -D - F - H = \text{zero ("0")}$ , if not revise	0	0	0	0	0
<b>Value:</b> $Q + T + W + Z + AC + AF + AI + AL - E - G - I = \text{zero, ("0")}$ , if not revise.	0	0	0	0	0

- II-12d. **End uses of subassemblies: All other sources (All other MAE).**--If your firm imports all other MAE 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 – All other MAE

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

Quantity (in pounds)	
Item	Calendar Year 2020
<b>U.S. shipments of all other MAE subassemblies:</b>	
used in own firm's OEM manufacturing operations (AM) <sup>1</sup>	
used in own firm's refurbishing/replacement operations (AN)	
sold to OEM manufacturers (AO)	
sold as subassemblies to refurbishment/replacement market (AP)	
<sup>1</sup> Is your firm performing activities beyond assembly of the imported subassemblies being used for your firm's OEM manufacturing operations? <input type="checkbox"/> No <input type="checkbox"/> Yes--Please describe activities beyond assembly: .	

**RECONCILIATION OF SUBASSEMBLIES.**--Please ensure that the quantities reported for U.S. shipments of all other MAE subassemblies in 2020 by end use (i.e., lines AM through AP) equal the quantities (pounds) reported for U.S. imports of subassemblies in 2020 reported in part "c" of this question (i.e., lines Y, AB, AE, AH, and AK). 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
<b>Quantity:</b> AM + AN + AO + AP – Y – AB – AE – AH – AK = zero ("0"), if not revise.	0

- II-13. **Semi-finished product analysis.**--Please answer the following questions regarding the differences and similarities in unfinished product(s) and finished product(s) in this proceeding as defined below. If your firm's response differs by type of MAE (i.e., telehandlers vs. all other MAE), please describe the differences in the relevant form field.

**"Finished product(s)"** - Finished MAE that is ready for use.

**"Unfinished product(s)"** - In-scope subassemblies of MAE that need to be further attached to form a finished MAE unit and become lift ready.

- (a) Are there uses for the unfinished product(s) other than for the production of the finished product(s)?

No	Yes	If yes--Please describe these uses.
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Is the market for unfinished product(s) separate and distinct from the market for finished product(s)?

No	Yes	If yes--Please describe how they are separate and distinct.
<input type="checkbox"/>	<input type="checkbox"/>	

- (c) Are there differences in the physical characteristics and functions of the unfinished product(s) and finished products(s)?

No	Yes	If yes--Please describe these differences.
<input type="checkbox"/>	<input type="checkbox"/>	

- (d) Is there a significant difference in the cost or value between unfinished product(s) and finished product(s)?

No	Yes	If yes--Please describe these differences.
<input type="checkbox"/>	<input type="checkbox"/>	

- (e) Would you describe the processes used to transform the unfinished product(s) into the finished product(s) as significant and particularly labor or capital intensive?

No	Yes	If yes--Please describe the labor or capital intensity of the conversion process.
<input type="checkbox"/>	<input type="checkbox"/>	

II-14. **Comparability of telehandlers and all other MAE.**-- For each of the following indicate whether listed products are: fully comparable or the same, *i.e.*, have no differentiation between them; mostly comparable or similar; somewhat comparable or similar; never or not-at-all comparable or similar; or no familiarity with products.

F: fully comparable or the same, *i.e.*, have no differentiation between them;

M: mostly comparable or similar;

S: somewhat comparable or similar;

N: never or not-at-all comparable or similar; or

O: no familiarity with products.

(a) **Physical Characteristics and End Uses.**--The differences and similarities in the physical characteristics and end uses.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>physical characteristics and uses</u> :
Telehandlers vs all other MAE		

(b) **Interchangeability.**--The ability to substitute the products in the same application.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>interchangeability</u> :
Telehandlers vs all other MAE		

II-14. **Comparability of telehandlers and all other MAE.**--Continued

- F: fully comparable or the same, *i.e.*, have no differentiation between them;  
M: mostly comparable or similar;  
S: somewhat comparable or similar;  
N: never or not-at-all comparable or similar; or  
O: no familiarity with products.

- (c) **Channels of distribution.**--Channels of distribution/market situation through which the products are sold (*i.e.*, sold direct to end users, through wholesaler/distributors, etc.).

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>channels of distribution</u> :
Telehandlers vs all other MAE		

- (d) **Manufacturing facilities, production processes, and production employees.**--Whether manufactured in the same facilities, from the same inputs, on the same machinery and equipment, and using the same employees.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>manufacturing facilities, production processes, and production employees</u> :
Telehandlers vs all other MAE		

- (e) **Customer and producer perceptions.**--Perceptions as to the differences and/or similarities in the market (*e.g.*, sales/marketing practices).

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>customer and product perceptions</u> :
Telehandlers vs all other MAE		

- (f) **Price.**--Whether prices are comparable or differ between the products.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>price</u> :
Telehandlers vs all other MAE		

- II-15. **Transfers to related firms.**--If your firm reported transfers to related firms in any of the data tables in part II, please identify the firm(s) and indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary) and whether the transfers were priced at market value or by a non-market formula.

--

- II-16. **Range of AUVs.**--What is the range of per gross unit value for the different MAE and subassembly types imported, purchased, or produced by your firm since January 1, 2018?

Type	Unit value (dollars)	Description of the product.
<b>Finished unit of MAE:</b>		
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		
<b>Subassembly of MAE:</b>		
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		



- II-17. **Finishing in the United States.**--Does your firm assemble or manufacture finished MAE in the United States using subassemblies imported separately?

No	Yes	If yes— <b><u>DOWNLOAD AND COMPLETE A U.S. PRODUCERS' QUESTIONNAIRE RELATED TO YOUR FIRM'S ASSEMBLY AND MANUFACTURING OPERATIONS IN THE UNITED STATES</u></b>
<input type="checkbox"/>	<input type="checkbox"/>	

- II-18. **Other explanations.**--If your firm would like to further explain a response to a question in Part II 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.

--

**PART III.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from **Andrew Knipe (202-205-2390, [Andrew.Knipe@usitc.gov](mailto:Andrew.Knipe@usitc.gov))**.

- III-1. **Contact information.**--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, Canada, and/or Mexico:

**Product 1.**-- Battery-powered scissor lift, with electric or hydraulic drive, with 12'-14' platform height elevation and 500 lb. to 600 lb. maximum lift capacity

**Product 2.**-- 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 3.**-- Battery-powered scissor lift, with electric or hydraulic drive, with 38'-42' platform height elevation and a width of less than 50 inches

**Product 4.**-- 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 5.**-- 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 6.**-- 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 f.o.b., U.S. 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-June 2021, did your firm import from China, Canada, and/or Mexico and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question III-3.

- III-2a. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm. **Only report data for your firm's sales of MAE that were finished/ready-to-assemble units at the time of importation. Do not report data for finished MAE that were manufactured (assembled or finished) in the United States from subassemblies imported separately.**

## China

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

(Quantity in units, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2020:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2021:</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

III-2a. Price data.--*Continued*.

## China

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

(Quantity in units, value in dollars)						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2020:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2021:</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 4:

Product 5:

Product 6:

- III-2b. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Canada and sold by your firm. **Only report data for your firm's sales of MAE that were finished/ready-to-assemble units at the time of importation. Do not report data for finished MAE that were manufactured (assembled or finished) in the United States from subassemblies imported separately.**

## Canada

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

(Quantity in units, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2020:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2021:</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

III-2b. Price data.--*Continued*.

## Canada

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

(Quantity in units, value in dollars)						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2020:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2021:</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 4:

Product 5:

Product 6:

- III-2c. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Mexico and sold by your firm. **Only report data for your firm's sales of MAE that were finished/ready-to-assemble units at the time of importation. Do not report data for finished MAE that were manufactured (assembled or finished) in the United States from subassemblies imported separately.**

## Mexico

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

(Quantity in units, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2020:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2021:</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

III-2c. Price data.--Continued.**Mexico**Report data in units (not pounds) and actual dollars (not 1,000s).

(Quantity in units, value in dollars)						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2020:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2021:</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 4:

Product 5:

Product 6:



III-2d. **Price data checklist.**--Please check that the pricing data in question III-2(a) has been correctly reported.

Are the price data reported above:	✓ if Yes
In actual dollars ( <b>not</b> \$1,000)?	<input type="checkbox"/>
In units ( <b>not</b> pounds)?	<input type="checkbox"/>
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have discounts, rebates, and returns been credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Data reported is for finished product only, and not also subassemblies?	<input type="checkbox"/>
Quantities do not exceed commercial shipments in question II-7 in each year?	<input type="checkbox"/>
Explanation(s) for any boxes not checked:	

III-2e. **Pricing data methodology.**--Please describe the method and the kinds of documents/records that were used to compile your price data.

--

*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.*

- III-3. **Price setting.**--How does your firm determine the prices that it charges for sales of MAE (*check 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
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

Quantity discounts	Annual total volume discounts	Discounts for trade-ins	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- 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
<input type="checkbox"/>	<input type="checkbox"/>	

- III-6. **Contract versus spot.**--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?

Item	Type of sale				Total (should sum to 100.0%)
	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)	
Share of 2020 sales	%	%	%	%	0.0 %

- III-7. **Contract provisions.**--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 (during contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	Quantity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Both	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indexed to raw material costs <sup>1</sup>	Yes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<sup>1</sup> Please identify the indexes used: _____.				

- III-8. **Lead times.**--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	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

III-9. **Shipping information.**—

- (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 where is it shipped?  
☐ Point of importation    ☐ Storage facility (*check one*)
- (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.

Distance from your firm's U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (should sum to 100.0%)	0.0 %

- III-10. **Geographical shipments.**—In which U.S. geographic market area(s) has your firm sold MAE imported from subject countries since January 1, 2018 (check all that apply)?

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

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

**III-12. Substitutes.—**

(a) Can other products be substituted for **telehandlers**?

☐ No

☐ Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for telehandlers?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

(b) Can other products be substituted for **all other MAE**?

☐ No

☐ Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for all other MAE?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for MAE has changed since January 1, 2018. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
<b>Within the U.S.—</b>					
Overall in-scope MAE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Telehandlers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other MAE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the U.S.—</b>					
Overall in-scope MAE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Telehandlers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other MAE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of MAE since January 1, 2018?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

**III-15. Conditions of competition.—**

- (a) Is the MAE market subject to business cycles and/or other conditions of competition distinctive to MAE?

<b>Check all that apply.</b>	<b>Please describe. If different for different types of MAE, please explain.</b>
<input type="checkbox"/> <b>No</b>	Skip to next question.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

- (b) If yes, have there been any changes in the business cycles or conditions of competition for MAE since January 1, 2018?

<b>No</b>	<b>Yes</b>	<b>If yes, describe. If different for different types of MAE, please explain.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

**III-16. Supply constraints.--**

- (a) Has your firm refused, declined, or been unable to supply at any time between January 1, 2018 and February 26, 2021 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, impact from changes in operations listed in II-2a, COVID-19, etc.)?

<b>No</b>	<b>Yes</b>	<b>If yes, please describe, including the reason, timing, and duration of the constraint. If different for different types of MAE, please explain.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Has your firm experienced any supply constraints since the petition was filed on February 26, 2021?

<b>No</b>	<b>Yes</b>	<b>If yes, please describe, including the reason, timing, and duration of the constraint. If different for different types of MAE, please explain.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Raw materials**.--

(a) How have MAE raw material costs changed since January 1, 2018?

<b>Factor</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explain, noting how raw material price changes have affected your firm's selling prices for MAE.</b>
Cost of raw materials	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) How did the imposition of tariffs under section 232 on imported steel/aluminum products impact raw material costs for MAE?

<b>Factor</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>
Cost of raw materials after section 232 tariffs imposed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) How did the imposition of tariffs under section 232 on imported steel/aluminum products impact your firm's sales price for MAE?

<b>Factor</b>	<b>Overall Increase</b>	<b>No change</b>	<b>Overall Decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explanation</b>
Prices for MAE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	



III-18. **Impact of section 301 tariffs.**-- Did the imposition of tariffs on Chinese-origin products under section 301 have an impact on the MAE market in the United States?

<b>Yes— Please indicate the impact in the table below.</b>	<b>No</b>	<b>Don't know</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<b>Factor</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explain, noting how the imposition of tariffs under section 301 affected each factor of the #abbrproduct market in the United States.</b>
Supply of U.S.-produced MAE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Supply of MAE imported from China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Supply of MAE imported from other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Prices for MAE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Overall U.S. demand for MAE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Raw material costs for MAE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**III-19. Interchangeability.—**

- (a) Are **telehandlers** 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 O 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

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

Country-pair	China	Canada	Mexico	Other countries
United States				
China				
Canada				
Mexico				
For any country-pair producing thermal paper that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:				

- (a) Are **all other MAE** produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

Country-pair	China	Canada	Mexico	Other countries
United States				
China				
Canada				
Mexico				
For any country-pair producing thermal paper that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:				

**III-20. Factors other than price.—**

- (a) Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between **telehandlers** 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 O 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

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

Country-pair	China	Canada	Mexico	Other countries
United States				
China				
Canada				
Mexico				
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 purchases of MAE, identify the country-pair and relevant factors and report the advantages or disadvantages imparted by such factors:				

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

Country-pair	China	Canada	Mexico	Other countries
United States				
China				
Canada				
Mexico				
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 purchases of MAE, identify the country-pair and relevant factors and report the advantages or disadvantages imparted by such factors:				

III-21. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for MAE since January 1, 2018. Indicate the share of the quantity of your firm's U.S. shipments of MAE that each of these customers accounted for in 2020.

	<b>Customer's name</b>	<b>City</b>	<b>State</b>	<b>Share of 2020 sales (%)</b>
<b>1</b>				
<b>2</b>				
<b>3</b>				
<b>4</b>				
<b>5</b>				
<b>6</b>				
<b>7</b>				
<b>8</b>				
<b>9</b>				
<b>10</b>				

III-22. **Other explanations.**--If 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.

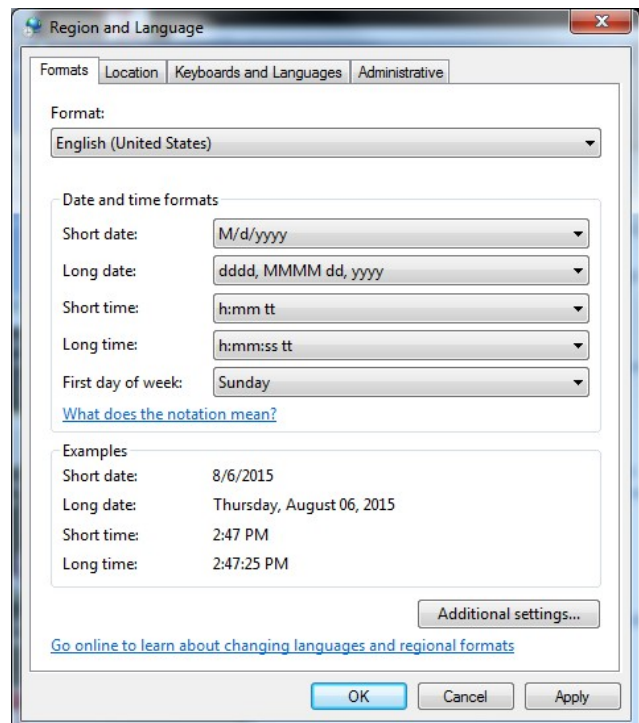
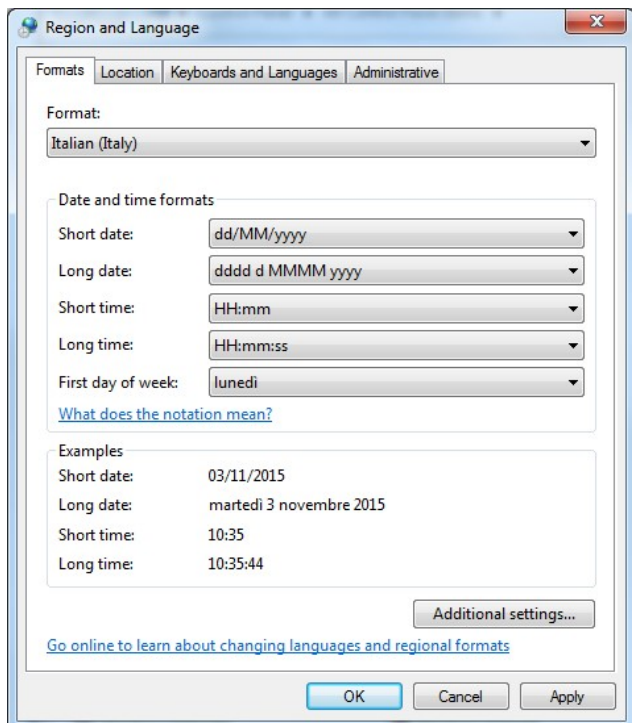
**Correcting valid number error messages.**--If you are completing this questionnaire in a country that uses periods (".") to delineate multiples of 1000 (i.e., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in the numeric form fields. This issue stems from your computer's number formatting setting (i.e., 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 and other 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 set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU or other country 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 USITC importer questionnaire form. When you finish reporting the data then you can close the questionnaire and switch back to Italy (or your country) 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\\_sussemblies\\_china/final.htm](https://www.usitc.gov/investigations/701731/2021/mobile_access_equipment_and_sussemblies_china/final.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.

- **Upload via Secure Drop Box.**—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 [Alejandro.Orozco@usitc.gov](mailto:Alejandro.Orozco@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).