

PRODUCERS' QUESTIONNAIRE
CERTAIN STEEL WIRE GARMENT HANGERS FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than December 12, 2002

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its market disruption investigation concerning **certain steel wire garment hangers** from China (inv. No. TA-421-2) under section 421(b) of the Trade Act of 1974 (the Act). The information requested in the questionnaire is requested under the authority of section 421(b) of the Act. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

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

Has your firm produced **certain steel wire garment hangers** (as defined in the instruction booklet) at any time since January 1, 1997?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission. The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements. The undersigned understands that the confidential business information that is furnished may be subject to, and may be released under, an administrative protective order issued by the Commission pursuant to section 206.47 of the Commission's Rules of Practice and Procedure. In addition, the confidential business information that is submitted may be included in a confidential version of the report that the Commission transmits to the President and the U.S. Trade Representative, should the Commission transmit a confidential version. Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

Name and Title of Authorized Official

Signature of Authorized Official

Date

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Phone

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Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 35 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

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

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

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of certain steel wire garment hangers?

No Yes--List the following information.

Product

Basis for allocation of capacity data

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce certain steel wire garment hangers ?

No Yes--List the following information.

Product

Basis for allocation of employment data

II-6. Since January 1, 1997, has your firm been involved in a toll agreement (see definition in the instruction booklet) with another firm regarding the production of certain steel wire garment hangers?

No Yes--Name firm(s) involved and identify tolling operations performed:

II-7. Does your firm produce certain steel wire garment hangers in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 1997, has your firm imported certain steel wire garment hangers ?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-9. Report your firm's U.S. shipments of the below-listed types of garment hangers that were produced by your firm's U.S. establishment(s) in 2001.

Type of hanger	<i>Quantity in 1,000 units</i>	<i>Value in \$1,000</i>
Certain steel wire garment hangers: Shirt hangers		
Suit hangers		
Strut hangers		
Caped hangers		
Drapery hangers		
Uniform rental hangers		
Other certain steel wire garment hangers ¹		
Subtotal ²		
Other steel wire garment hangers ³		
Wooden garment hangers		
Plastic garment hangers		
Aluminum garment hangers		
Other garment hangers ⁴		
TOTAL		

⁽¹⁾ Describe: _____

⁽²⁾ The quantity and value reported here should equal total U.S. shipments (i.e., commercial shipments **plus** internal consumption **plus** transfers to related firms) as reported on the next page (i.e., question II-10).

⁽³⁾ Describe: _____

⁽⁴⁾ Describe: _____

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

II-10. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain steel wire garment hangers in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 units, value in \$1,000)</i>							
Item	Calendar years					January-September	
	1997	1998	1999	2000	2001	2001	2002
AVERAGE PRODUCTION CAPACITY (<i>quantity</i>)							
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)							
PRODUCTION (<i>quantity</i>)							
U.S. SHIPMENTS:							
Commercial shipments:							
<i>Quantity</i> of commercial shipments							
<i>Value</i> of commercial shipments							
Internal consumption:							
<i>Quantity</i> of internal consumption							
<i>Value</i> ¹ of internal consumption							
Transfers to related firms:							
<i>Quantity</i> of transfers to related firms							
<i>Value</i> ¹ of transfers to related firms							
EXPORT SHIPMENTS:²							
<i>Quantity</i> of export shipments							
<i>Value</i> of export shipments							
END-OF-PERIOD INVENTORIES³ (<i>quantity</i>)							
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)							
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)							
AVERAGE NUMBER OF PRWs							
HOURS WORKED BY PRWs (<i>1,000 hours</i>)							
WAGES PAID TO PRWs (<i>value</i>)							
<p>¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1997, 1998, 1999, 2000, and 2001 below:</p>							
<p>² Identify your principal export markets: _____</p>							
<p>³ <u>Reconciliation of data</u>--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>							
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>							

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

II-11. Other than direct imports, has your firm otherwise purchased certain steel wire garment hangers since January 1, 1997? (See definitions in the instruction booklet.)

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

<i>(Quantity in 1,000 units, value in \$1,000)</i>							
Item	Calendar years					January-September	
	1997	1998	1999	2000	2001	2001	2002
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--							
CHINA:							
<i>Quantity</i>							
<i>Value</i>							
ALL OTHER COUNTRIES:							
<i>Quantity</i>							
<i>Value</i>							
PURCHASES FROM DOMESTIC PRODUCERS:²							
<i>Quantity</i>							
<i>Value</i>							
PURCHASES FROM OTHER SOURCES:²							
<i>Quantity</i>							
<i>Value</i>							
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/> <hr/>							
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/> <hr/>							

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432; e-mail: cyost@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

III-2. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the periods for which data are being reported, explain below:

III-3. Accounting basis.--The financial records of your firm are prepared on the basis of:

GAAP Tax Cash Other (specify) _____

III-4. Reports and statements.--To assist us in reconciling your questionnaire response with your audited financial statements, please provide a photocopy of the page(s) for each year from your company's SEC form 10-K, audited annual report, or other annual report that you are using to compile the reconciliation of financial and shipment data for certain steel wire garment hangers.

If your company is not a reporting company (i.e., does not file reports with the SEC), please provide a photocopy of the page(s) for each year from your company's internal profit-and-loss or other internal reports on product operations which indicate the cost of production of certain steel wire garment hangers.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced certain steel wire garment hangers, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. **Operations on certain steel wire garment hangers.**--Report the revenue and related cost information requested below on the certain steel wire garment hanger operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your five most recently completed fiscal years in chronological order from left to right, and for the specified calendar interim periods.

(Quantity in 1,000 units, value in \$1,000)							
Item	Fiscal years ended--					January-September	
	_____	_____	_____	_____	_____	2001	2002
Net sales quantities:²							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales quantities							
Net sales values:²							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales values							
Cost of goods sold (including internal consumption and transfers to related firms):							
Raw materials							
Direct labor							
Tolling costs							
Other factory costs							
Total cost of goods sold							
Gross profit or (loss)							
Selling, general, and administrative (SG&A) expenses:							
Selling expenses							
General and administrative expenses							
Total SG&A expenses							
Operating income or (loss)							
Other income and expenses:							
Interest expense							
All other expense items							
All other income items							
All other income or expenses, net							
Net income or (loss) before income taxes							
Depreciation/amortization included above							

¹ Include only sales (whether domestic or export) or associated tolling revenue, as appropriate, and costs related to your U.S. manufacturing operations.

² Less discounts, returns, and allowances. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-7. For the cost of goods sold (the sum of raw materials, direct labor, and other factory costs) that your firm reported in III-6, report the variable and fixed costs in percent for your most recent full fiscal year:

Variable costs: _____ percent
 Fixed costs: _____ percent
 Total costs of goods sold: _____ 100.0 percent

III-8. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on certain steel wire garment hangers, and the values of the property, plant, and equipment used in the production of certain steel wire garment hangers. Provide data for your five most recently completed fiscal years in chronological order from left to right, and for the specified calendar interim periods.

(Value in \$1,000)							
Item	Fiscal years ended--					January-September	
	_____	_____	_____	_____	_____	2001	2002
Capital expenditures							
Research and development expenditures							
Property, plant, and equipment:							
Original cost							
Book value							

III-9. Since January 1, 1997, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain steel wire garment hangers from China?

No Yes--My firm has experienced actual negative effects as follows:

Cancellation or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify) _____

III-10. Does your firm anticipate any negative impact of imports of certain steel wire garment hangers from China?

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from John Benedetto (jbenedetto@usitc.gov or 202-205-3270).

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

Company contact: _____

Name and title

Phone No.

E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following steel wire garment hangers during January 1997-September 2002:

Product 1.--18-inch white shirt hangers

Product 2.--13 gauge / 16-inch plain caped hangers

Product 3.--13 gauge / 16-inch stock print caped hangers

Product 4.--14 ½ gauge / 16-inch plain caped hangers

Product 5.--14 ½ gauge / 16-inch stock print caped hangers

Product 6.-- 14 ½ gauge / 16-inch strut hangers

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates).

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm.

Product 1 Product 2 Product 3 Product 4 Product 5 Product 6

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	F.o.b. value
1997:		
January-March		
April-June		
July-September		
October-December		
1998:		
January-March		
April-June		
July-September		
October-December		
1999:		
January-March		
April-June		
July-September		
October-December		
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
¹ If your product does not exactly meet the product specifications but is competitive with the specified steel wire garment hangers, provide a description of your product: <hr/> <hr/>		

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of certain steel wire garment hangers (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-3. What are your firm's typical sales terms for its U.S.-produced certain steel wire garment hangers (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic certain steel wire garment hangers usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced certain steel wire garment hangers are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain steel wire garment hangers?

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-6. What is the approximate percentage of the total delivered cost of certain steel wire garment hangers that is accounted for by U.S. inland transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

IV-B-7. What is the geographic market area in the United States served by your firm's certain steel wire garment hangers?

IV-B-8. What other products may be substitutes for certain steel wire garment hangers?

IV-B-9. How has the demand within the United States (and outside the United States if known) for certain steel wire garment hangers changed since January 1, 1997? What were the principal factors affecting changes in demand?

IV-B-10. Have there been any significant changes in the product range or marketing of certain steel wire garment hangers in the past five years?

No Yes--Please describe.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-11. Does your firm sell certain steel wire garment hangers over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of certain steel wire garment hangers in 2001 accounted for by internet sales.

IV-B-12. Are the U.S.-produced and imported certain steel wire garment hangers from China used interchangeably (i.e., can they physically be used in the same applications)?

- Yes No--Please explain.

IV-B-13. Are the U.S.-produced and NONSUBJECT imported certain steel wire garment hangers (i.e., products imported from countries not subject to this investigation) generally used interchangeably?

- Yes No--Please explain, by country.

IV-B-14. Are NONSUBJECT imported certain steel wire garment hangers and imported certain steel wire garment hangers from China used interchangeably?

- Yes No--Please explain, by country.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-15. Are there any differences in product characteristics or sales conditions between U.S.-produced certain steel wire garment hangers and certain steel wire garment hangers imported from China that are a significant factor in your firm's sales of certain steel wire garment hangers?

- No Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the imported products (e.g., quality, availability, transportation network, product range, technical support, etc.).
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IV-B-16. Are there any differences in product characteristics or sales conditions between U.S.-produced certain steel wire garment hangers and NONSUBJECT imported certain steel wire garment hangers that are a significant factor in your firm's sales of certain steel wire garment hangers?

- No Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the nonsubject imported products, by country of origin.
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IV-B-17. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported certain steel wire garment hangers and imported certain steel wire garment hangers from China that are a significant factor in your firm's sales of certain steel wire garment hangers?

- No Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported products vis-a-vis the imported products from China.
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PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for certain steel wire garment hangers during January 1997-September 2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain steel wire garment hangers that each of these customers accounted for in 2001.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2001 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

Since January 1, 1997: Did your firm lose sales of steel wire garment hangers to imports of these products from China?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific steel wire garment hanger product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported steel wire garment hangers
- The accepted price quotation of the imported steel wire garment hangers (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (units)	Rejected U.S. price (total value--dollars)	Country of origin	Accepted import price (total value--dollars)

