UNITED STATES INTERNATIONAL TRADE COMMISSION

PLANT HANGERS

Report to the President
on Investigation No. TA-201-15
Under Section 201 of the Trade Act of 1974

USITC Publication 797
Washington, D. C.
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UNITED STATES INTERNATIONAL TRADE COMMISSION

COMMISSIONERS

Daniel Minchew, Chairman
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Catherine Bedell
Italo H. Ablondi

Kenneth R. Mason, Secretary to the Commission

This report was principally prepared by

Dan Leahy, Textiles Division
Catherine Meleky, Office of Economic Research

assisted by

Anita Miller, Office of Economic Research
Gail Rushman, Textiles Division
Thomas Donnelly, Accounting Division
William Gearhart, Office of the General Counsel

John MacHatton and Eugene DeBor
Senior Investigators

Address all communications to
United States International Trade Commission
Washington, D. C. 20436

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Note.--Information which would disclose confidential operations of individual concerns may not be published and therefore has been deleted from this report. Deletions are indicated by asterisks.

REPORT TO THE PRESIDENT

U.S. International Trade Commission,
December 22, 1976.

To the President:

In accordance with section 201(d)(1) of the Trade Act of 1974 (88 stat. 1978), the U.S. International Trade Commission herein reports the results of an investigation made under section 201(b)(1) of that act, relating to "plant hangers."

The investigation to which this report relates was undertaken to determine whether--

> plant hangers, of wood; of vegetable fibers, of wool, or of manmade fibers; of iron or steel or of copper; or of leather or of shell; all the foregoing of the types provided for in items 206.95 and 206.98; 365.78, 365.82, 365.86, 366.79, 366.84, 367.30, and 367.60; 653.95, 654.00, and 654.05; and 741.50, 791.90, and 792.50 of the Tariff Schedules of the United States (TSUS),

are being imported into the United States in such increased quantities as to be a substantial cause of serious injury, or the threat thereof, to the domestic industry producing an article like or directly competitive with the imported article.

The investigation was instituted by the Commission on its own motion on June 22, 1976, in view of submissions received from the firm of Knots To You, Inc., Van Nuys, Calif., and others. Notice of the institution of the investigation and the public hearings was published in the Federal Register of July 2, 1976 (41 F.R. 27449). 1/

1/ Item 741.50 of the Tariff Schedules of the United States was added to the scope of the investigation on August 23, 1976. Notice of the amendment of the scope of the investigation was published in the Federal Register of August 26, 1976 (41 F.R. 36091).

Hearings were held on August 24, 1976, in Los Angeles, Calif., and on August 31, 1976, in Washington, D.C. All interested parties were afforded an opportunity to be present, to produce evidence, and to be heard. A transcript of the hearings and copies of briefs submitted by interested parties in connection with the investigation are attached. 1/

The information for this report was obtained from fieldwork, from responses to questionnaires sent to domestic manufacturers, retailers, and importers, and from the Commission's files, other Government agencies, and evidence presented at the hearings and in briefs filed by interested parties.

Determination of the Commission

On the basis of its investigation, the Commission determines that plant hangers of wood; of vegetable fibers, of wool, or of fibers; of iron or steel or of copper; or of leather or of shell; provided for in items 206.95 and 206.98; 365.78, 365.82, 365.86, 366.79, 366.84, 367.30, and 367.60; 653.95, 654.00, and 654.05; and 741.50, 791.90, and 792.50 of the Tariff Schedules of the United States, are not being imported into the United States in such increased quantities as to be a substantial cause of serious injury, or the threat thereof, to the domestic industry producing an article like or directly competitive with the imported article.

1/ Attached to the original report sent to the President, and available for inspection at the U.S. International Trade Commission, except for material submitted in confidence.

Views of the Commission

After considering a complaint received from the firm of Knots to You, Inc., Van Nuys, Calif., and other submissions, the United States International Trade Commission upon its own motion, on June 22, 1976, instituted an investigation under section 201(b) of the Trade Act of 1974 (Trade Act) to determine whether--

> plant hangers, of wood; of vegetable fibers, of wool, or of manmade fibers; of iron or steel or of copper; or of leather or of shell, provided for in items 206.95 and 206.98; 365.78, 365.82, 365.86, 366.79, 366.84, 367.30 and 367.60; 653.95, 654.00, and 654.05; and 741.50, 791.90, and 792.50 of the Tariff Schedules of the United States

are being imported into the United States in such increased quantities as to be a substantial cause of serious injury, or the threat thereof, to the domestic industry producing an article like or directly competitive with the imported article. The Trade Act requires that each of the following conditions be met before an affirmative determination of eligibility of an industry for relief from imports can be made in this investigation:

> (1) Imports of the articles concerned must be entering into the United States in increased quantities;
>
> (2) the domestic industry producing articles like or directly competitive with the imported articles must be experiencing serious injury, or the threat thereof; and
>
> (3) the increased imports of the articles concerned must be a substantial cause of the serious injury, or the threat thereof, to the domestic industry producing articles like or directly competitive with the imported articles.

Determination

On the basis of the evidence obtained by the Commission in this investigation, we have determined that the plant hangers described above are not being imported into the United States in such increased quantities as to be a substantial cause of serious injury or the threat thereof to the domestic industry producing like or directly competitive products.

Domestic industry

In considering whether increased imports are a substantial cause of serious injury, or the threat thereof, to the domestic industry, it is first appropriate to determine what is "the domestic industry" which may be suffering the requisite injury. The Trade Act does not expressly define the term "domestic industry," but rather provides guidelines and permits the Commission to use its best judgment within those guidelines and the relevant economic factors in a given case.

In this investigation several possible industries or combinations thereof might be included in the definition of the scope of the domestic industry. One such industry is that which produces textile plant hangers. A second industry is that which produces nontextile plant hangers, and a third industry is that which produces hanging planters. The definition of the scope of the industry could be limited to textile plant hangers or it could include, in addition to textile plant hangers, nontextile plant hangers only or both nontextile plant hangers and hanging planters. Whatever the definition, however, the Commission's determination would not be affected. For purposes of this opinion, the data relied upon is mainly with respect to textile plant hangers since textile-plant-hanger manufacturers account for approximately 75 percent of U.S. production of plant hangers. Trends in any of the possible industries essentially parallel those of the textile-plant-hanger industry.

<u>Increased imports are not a substantial cause of serious injury, or the threat thereof, to the domestic industry</u>

Textile-plant-hanger imports first entered the United States in significant volume in 1972. Imports of these articles increased from 13,000 pieces in that year to about 21 million pieces in 1975 and continued to increase in the first 6 months of 1976 as compared with the same period of 1975. However, estimates of imports for the full year 1976 show a decrease to an estimated 10 million pieces. Many major importers reduced their orders in the second half of 1976 to negligible or nil amounts. Notwithstanding the increase in imports during the period 1972-75, there is no indication that the domestic industry producing like or directly competitive products was being seriously injured by imports at any time during this period. Since plant hangers were introduced into the U.S. market in volume as recently as 1972 and there were no substantial imports prior to that time, it is not surprising that imports have increased substantially.

Prior to 1972, there were no firms primarily involved in the production of textile plant hangers. In 1972, three firms began producing textile plant hangers in large quantities. The number of manufacturers producing in significant quantities increased steadily to 22 in 1975.

Although five firms ceased production in 1976, their output in 1975 accounted for less than 3 percent of total U.S. production. Textile-plant-hanger production by reporting firms increased from less than 100,000 pieces in 1972 to 2.5 million pieces in 1975, and was 15 percent higher during January-June 1976 than it had been during the same period of 1975.

Of the 11 manufacturers of textile hangers for which profit and loss data are available, both total sales and profits increased without interruption during 1972-75. Net operating profits or losses for reporting firms rose from a small loss in 1972 to a profit of $417,000 in 1975. In addition, the ratio of net profits to net sales was 24 percent higher in 1975 than it had been in 1974 and also represented a great improvement over the loss reported for 1972. After 1972, only one individual firm for which data are available experienced a loss in any year.

Evidence obtained from responses by textile-plant-hanger manufacturers to the Commission's questionnaires indicates that the total number of workers employed by these manufacturers increased steadily from 1972 to 1975. Total man-hours worked by production and related workers producing textile plant hangers in these firms also increased without interruption from 1972 to 1975. In the first 6 months of 1976, the average total number of employees producing textile plant hangers was greater than the average number so employed in the corresponding period in 1975. Total man-hours worked on textile plant hangers by production and related workers for reporting firms also increased in the first 6 months of 1976 over the total they worked in the corresponding period of 1975.

In short, the domestic industry producing textile plant hangers has experienced a period of tremendous growth since its beginnings in 1972. The number of firms has increased, production and employment have increased, and the profitability of the reporting firms has improved. On the basis of these factors we have determined that increased imports are not a substantial cause of serious injury to the domestic industry.

With respect to the last half of 1976 and the future, there is no evidence that increased imports are a substantial cause of threat of serious injury to the domestic industry. Although U.S. manufacturers' shipments by reporting firms dropped slightly in the first 6 months of 1976 from what they were in the corresponding period of 1975, no evidence has been presented by producers of textile plant hangers that indicates that increased imports are a substantial cause of a threat of serious injury to the domestic industry.

Many factors may have led to the decline in shipments by the domestic industry. However, the major reason is a decline in U.S. consumption, as evidenced by the movement of almost all new supply (both imported and domestically produced hangers) into inventories. In the first 6 months of 1976, importers' inventories increased to 74 percent of imports and domestic manufacturers' inventories increased to 22 percent of production, compared with 28 and 8 percent, respectively, for the corresponding period in 1975. If any threat of serious injury does exist, increased imports are not a substantial cause of it, as they must be if the relevant industry is to receive relief.

Conclusion

As a result of the foregoing considerations, the Commission has concluded that increased imports of plant hangers are not a substantial cause of serious injury or the threat thereof to the domestic industry producing like or directly competitive products.

INFORMATION OBTAINED IN THE INVESTIGATION

Introduction

In view of submissions received from the firm of Knots To You, Inc., Van Nuys, California, and others, the United States International Trade Commission upon its own motion, on June 22, 1976, instituted an investigation under section 201(b) of the Trade Act of 1974 to determine whether plant hangers, of wood; of vegetable fibers, of wool, or of manmade fibers; of iron or steel or of copper; or of leather or of shell are being imported into the United States in such increased quantities as to be a substantial cause of serious injury, or the threat thereof, to the domestic industry producing an article like or directly competitive with the imported article. The foregoing articles are provided for in items 206.95 and 206.98; 1/ 365.78, 365.82, 365.86, 366.79, 366.84, 367.30, and 367.60; 653.95, 654.00, and 654.05; and 741.50, 2/ 791.90, and 792.50, respectively, of the Tariff Schedules of the United States.

Notice of the institution of the investigation and of the public hearings was published in the Federal Register of July 2, 1976, (41 F.R. 27449). Hearings were held on August 24, 1976, in Los Angeles, Calif., and on August 31, 1976, in Washington, D.C. All interested parties were afforded an opportunity to be present, to provide evidence, and to be heard.

The information for this report was obtained at the public hearings, from written briefs submitted by interested parties, through field visits

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1/ Items 206.95 and 206.98 have been found not to include imports of the type under investigation and will not be covered in this report.

2/ Item 741.50 of the Tariff Schedules of the United States was added to the scope of the investigation on August 23, 1976. Notice of Amendment of scope of investigation was published in the Federal Register of Aug. 26, 1976 (41 F.R. 36091).

and interviews by members of the Commission's staff with manufacturers, wholesalers, importers, retailers, and customs officials, from other Federal agencies, and from responses to questionnaires sent to domestic producers, importers, and purchasers.

The report contains, in addition to basic import and tariff data, information and data pertaining to U.S. production, sales, consumption, and prices of both plant hangers and hanging planters. Plant hangers, constructed of textile and of nontextile materials, are devices used to suspend potted plants; hanging planters, on the other hand, are complete units consisting of both the container for the plant and the device for suspending the container. Plant hangers are generally discussed throughout this report; hanging planters are discussed only in the final section.

Plant Hangers

Description and Uses

All plant hangers by definition provide consumers with a means of suspending a container which in turn holds a plant. The hanger may be designed as a sling or cradle or be attached directly to the plant container. Use of plant hangers as complements in the interior design of both homes and offices, however, has stimulated the creation and marketing of an endless flow of new styles, each intended to be different from all the rest on the basis of some unique aesthetic quality. Thus, consumers may pay less than a dollar for the simplest form of plant hanger to as much as several hundred dollars for one of unusual design, knotting, and ornamentation.

The term "macrame," referring to threads or cords knotted into geometrical patterns, generally applies to plant hangers of textile materials (hereafter called textile hangers) and relates to approximately 75 percent of the market. These hangers can be very ornate, reflect substantial handwork, be constructed of jute or other vegetable fibers, and be ornamented with beads or stones. Other textile hangers may reflect a simpler arrangement of knots, sufficient only to form a cradle and hold the plant container. These less expensive hangers have been made of most of the various textile materials but increasingly of acrylic fiber; ornamentation, if any, is usually limited to a fringe at the bottom of the hanger.

The other major group of hangers consists of those constructed of metal, wooden beads, or shells (hereafter called nontextile hangers). The function of these hangers is exactly the same as that of the textile hangers, and in many cases the designs are quite similar to macrame. These products account for about 25 percent of the total plant-hanger market, and approximately 92 percent of them are imported.

Nontextile hangers can also be made of plastic, leather, bamboo, glass beads, and other varieties of materials, but all of these types claim an insignificant share of the total hanger market.

U.S. Producers

Textile hangers

The production of the textile plant hanger involves inputs of raw material and hand labor, with little or no automation. The small amount of machinery involved is used for yarn preparation, with all knots being tied by hand. Given this fact, production of a plant hanger can be undertaken by anyone with the funds to purchase yarn and the ability to tie a knot. The majority of firms have been engaged in production for less than 2 years. Many firms that are now industry leaders were started in the owners' homes and garages. This is especially true in California, where the first commercial domestic production began about 1972. In order to evaluate the potential capacity of domestic producers properly, the following classifications have been made.

Manufacturers.--For the purposes of this report, manufacturers are firms that have production facilities, warehousing space, employees engaged directly in production, and the capacity to produce in volume. Presently there are 22 known plant-hanger manufacturers in the United States. Table 1 shows distribution of production, by States, in 1975.

Table 1.--Textile hangers: Distribution of U.S. production, by manufacturers and by States, 1975

State	Number of manufac-turers	Production	Share of total production
		Pieces	Percent
California-------------------	1/ 14	1,847,330	76
South Carolina---------------	***	***	***
Texas------------------------	***	***	***
Oklahoma---------------------	***	***	***
New Jersey-------------------	***	***	***
Minnesota--------------------	***	***	***
Washington-------------------	***	***	***
Illinois---------------------	***	***	***
Arizona----------------------	***	***	***
Total------------------------	22	2,439,830	100

1/ Includes 5 manufacturers that did not have significant production in 1975.
2/ Less than 0.5 percent.

Source: Compiled by the U.S. International Trade Commmission from data submitted by U.S. manufacturers.

The possibility exists that there are other companies that would fall within our definition of manufacturers but that have not been identified. The firms that have been identified and have responded to our questionnaire are believed to account for well over 90 percent of total U.S. production by manufacturers.

The major cost inputs for domestic manufacturers are raw materials and labor. Textile hangers are constructed of jute, cotton, sisal, other vegetable fibers, or manmade fibers. Jute is imported and obtained from two sources. The primary source is imported cordage purchased domestically. The less important source is cordage imported as fiber and then spun in a domestic mill. The availability of raw material has a strong influence on the types of designs and fibers used. Labor needs are primarily provided by contract, although all manufacturers have a few full-time employees who engage in designing and limited production. The work is usually done by housewives, students, the handicapped, and other semiskilled workers. Payment of employees is made on a piecework basis. Industry sources claim the average employee makes $2.50 per hour with more advanced workers making as much as $5 to $6 per hour.

Craftspeople and hobbyists.--The ease of assembling textile hangers and their recent popularity have encouraged craftspeople and hobbyists to produce these items for personal use and commercial markets. Craft associations and manufacturers of hobby supplies collect no specific data on the production of textile hangers. However, conversations with representatives of the crafts industry have revealed several trends. Craftspeople, particularly potters and weavers, began producing textile hangers in the late sixties. Textile hangers constitute a major source of income for a number of craftspeople or part-time hobbyists, since hangers can be produced and sold quickly. Between 1971 and 1973, hobby supply manufacturers introduced to the retail market prepackaged kits to make individual hangers. While production of hangers apparently rose over the succeeding years, crafts association sources suggest production may have leveled off or declined since 1974. Hobby supply manufacturers have not experienced this trend as strongly as crafts association representatives. Individuals who want to produce hangers may be purchasing kits rather than the necessary raw materials, thus contributing to the crafts association representatives' belief that a declining market exists. In addition, the abundance of inexpensive textile hangers on the market is often cited as a factor in the decreased production by these individuals. Those persons selling intricate, ornate hangers are experiencing less market resistance.

The quantity of textile hangers sold in any given year by craftspeople and hobbyists cannot be accurately estimated, although most hangers produced by them are sold commercially. It is evident that many thousands of individual craftspeople and hobbyists have made and sold hangers at some time in the past 8 years. Quantities of kits sold by any one manufacturer vary according to the size of the firm. Yet, most firms stated that hanger kits constitute a small percentage of their total production and that they keep no records of such a specific and small product. Kit manufacturers sell to wholesalers that assemble the kits themselves, to retail hobby shops or discount chains, or through mail-order catalogs directly to the consumer. Individual craftspeople sell their finished hangers in galleries, retail shops, or at craft shows.

The vast majority of hangers produced by craftspeople or hobbyists from raw materials or kits are of textile materials and often incorporate macrame knotting techniques and beads or other ornaments. Kits are usually sold at retail for $5 to $12 a piece; finished hangers are usually sold at retail for $1 to $50 a piece.

Nontextile hangers

In addition to textile hangers, there is domestic production of wood, leather, plastic, and metal hangers, which accounted for almost 25 percent of domestic plant-hanger output in 1975. Very few firms are exclusively involved in the production of these types of hangers. Rather, these items are produced by a few firms to supplement their output of textile hangers or other products. Testimony of domestic manufacturers at the Los Angeles public hearing indicates that they believe such items are not representative of the output of their industry and the industry should be defined as one producing only textile hangers. They reported that their hangers sold in styles that were unique to textile hangers and for which other types of hangers could not be substituted.

U.S. Importers

Importers of textile plant hangers consist of two types: U.S. companies that obtain raw materials and send those materials to Mexico to be assembled and returned to the U.S. company and U.S. firms that directly import the finished plant hanger. The advantage of engaging in the first type of operation comes from the lower labor wage in Mexico. 1/ U.S. firms that directly import the finished plant hanger can be further divided into general importers, which import plant hangers as a part of a diverse group of products, and those firms which deal strictly in plant-related products. More than 100 firms have been identified as importers with well over 90 percent of these in the general-importer category.

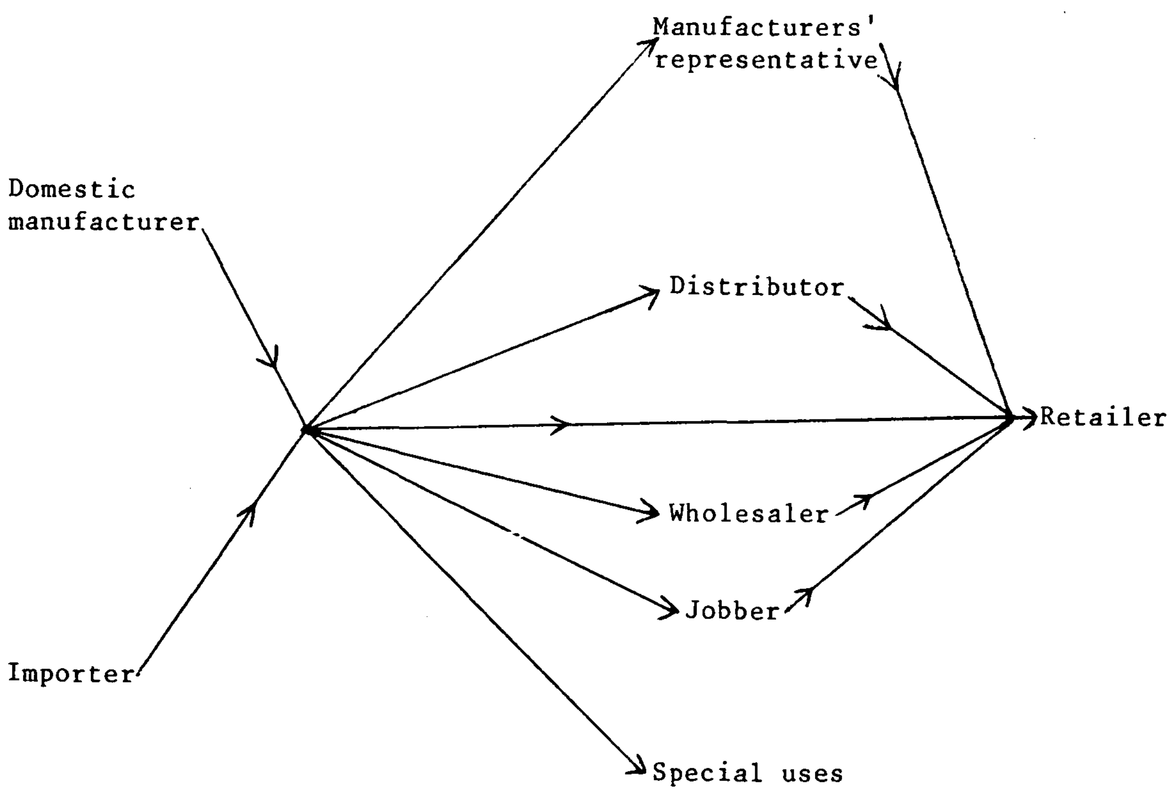
1/ Item 807.00 of the Tariff Schedules of the United States allows that imported articles assembled in foreign countries from components that have been manufactured in the United States are subject to duty upon the full value of the imported product less the value of the U.S. fabricated components contained therein. Customs officials state that the raw materials shipped by U.S. plant-hanger manufacturers are not fabricated components. Therefore, plant hangers are not treated as 807.00 items.

Channels of Distribution

The channels of distribution for the U.S. manufacturer and the importer of plant hangers are nearly identical. As shown in the figure below, U.S. manufacturers or importers may market their goods to distributors, wholesalers, jobbers, other manufacturers (e.g., manufacturers of flower pots), directly to retail chains, or through manufacturers' representatives who act as wholesalers.

Plant hangers are marketed in individual plastic bags, with wooden or metal stands provided with a minimum order or with no packaging. Discounts may be given for minimum orders.

Plant hangers: Principal distribution channels for marketing



U.S. Tariff Treatment

Textile hangers

Imported textile hangers are classified for tariff purposes under items 365.78, 365.82, 365.86, 366.79, 366.84, 367.30, and 367.60 of the Tariff Schedules of the United States (TSUS). Each TSUS item is a "basket" category containing not only textile hangers, but placemats, curtains, drapes, tablecloths, napkins, towels, scarves, runners, doilies, centerpieces, antimacassars, furniture slipcovers, and other like furnishings.

Table 2 shows the rates of duty applicable to textile hangers in effect on December 31, 1967, on January 1 of the years 1968-72, and on January 1, 1976. Except for nonornamented hangers of manmade fibers, the column 1 rates of duty, which apply to imports from most market economies, including the Philippines 1/ and the Republic of China, as of January 1, 1976, ranged from 6.5 percent ad valorem for nonornamented hangers of vegetable fibers except cotton to 30 percent ad valorem for ornamented hangers of cotton. The rate of duty for nonornamented hangers of manmade fiber is 25 cents per pound plus 17 percent ad valorem. These rates of duty reflect reductions from the 1967 rate, pursuant to the Kennedy Round of trade negotiations.

1/ Products of the Philippine Republic, as defined in subdivision (c)(iv) of general headnote 3, entered into the customs territory of the United States on or before July 3, 1974, were subject to fractional parts of the rates in col. 1 of the schedules. During calendar years 1971 through 1973, such products were subject to a rate which was 80 percent of the applicable col. 1 rate. Products entered after Jan. 1, 1974, were subject to the full applicable col. 1 rate.

Table 2.--Textile hangers: U.S. rates of duty under the TSUS in effect on Dec. 31, 1967, rates pursuant to the Kennedy Round of trade negotiations, and col. 1 and col. 2 rates as of Jan. 1, 1976

TSUS item	Description	Dec. 31, 1967, col. 1 rate	Col. 1 rate of duty pursuant to the Kennedy Round as of Jan. 1--					Jan. 1, 1976	
			1968	1969	1970	1971	1972	Col. 1 rate	Col. 2 rate
	Net furnishings, whether or not ornamented; and other furnishings, ornamented:								
365.78	Of cotton, other than machine-embroidered curtains and drapes.	50% ad val.	46% ad val.	42% ad val.	38% ad val.	34% ad val.	30% ad val.	30% ad val.	90% ad val.
365.82	Of vegetable fibers, except cotton, other than damask tablecloths and napkins.	40%	36%	32%	28%	24%	20%	20%	90%
365.86	Of wool or of manmade fibers.	41.5%	38%	34%	29.5%	25%	21%	21%	90%
	Other furnishings, not ornamented:								
366.79	Of cotton, other than damask or plain woven 100-percent cotton.	20%	19%	18%	17%	16%	15%	15%	40%
366.84	Of vegetable fibers (except cotton), of other than knit, pile, or tufted construction, other than damask.	13.5%	12%	10.5%	9%	8%	6.5%	6.5%	40%
367.30	Of wool, other than knit, pile, tufted, or nonwoven construction.	32%	28.5%	25.5%	22%	19%	16%	16%	50%
367.60	Of manmade fibers, other than knit, pile, or tufted construction, other than glass.	25¢ per lb. + 30%	25¢ per lb. + 27%	25¢ per lb. + 24.5%	25¢ per lb. + 22%	25¢ per lb. + 19.5%	25¢ per lb. + 17%	25¢ per lb. + 17%	45¢ per lb. + 65%

Statistical data on imports of plant hangers are not readily available, as the seven-digit TSUSA items also include numerous other articles. A further complication is presented by the number of changes made in statistical breakouts, with the resultant loss of statistical comparability from one year to the next. Table 3 shows changes in statistical breakouts since the Kennedy Round of trade negotiations.

Table 3.--Changes in TSUSA item numbers for textile hangers, 1963-76

Current TSUSA No.	Date established	Former TSUSA No.	Date established
365.7835	Jan. 1, 1975	365.7830 (pt.)	Dec. 7, 1965
365.8620	Jan. 1, 1976	365.8530	Jan. 1, 1975
365.8650	Jan. 1, 1976	365.8570	Jan. 1, 1975
366.7930	Jan. 1, 1975	366.7900 (pt.)	Aug. 31, 1963
367.3030	Jan. 1, 1975	367.3000 (pt.)	Aug. 31, 1963
367.6030	Jan. 1, 1975	367.6000 (pt.)	Aug. 31, 1963

As a result of these changes, import statistics for TSUSA items 365.7830, 366.7900, 367.3000, and 367.6000 contain wall hangings, but items 365.7835, 366.7930, 367.3030, and 367.6030, which superseded those numbers after December 31, 1974, do not.

Imports under TSUS items 365.78, 365.86, 366.79, 367.30, and 367.60, covering articles of cotton, wool, and manmade fibers, are subject to quota restrictions under the provisions of the Arrangement Regarding International Trade in Textiles, usually referred to as the Multifiber Textile Agreement (MFA). Imports of vegetable fiber hangers, except cotton, are not subject to the MFA.

The principal exporting countries--the Republic of China and the Republic of the Philippines--both have entered into bilateral agreements with the United States to regulate trade in textiles. Table 4 shows the current agreement levels and the degree to which these levels have been filled for the categories which cover textile hangers together with numerous other articles.

Table 4.--Textile hangers and other articles: Multifiber Textile Agreement (MFA) categories, agreement levels, and imports from the Republic of China and the Philippine Republic in specified periods of 1975 and 1976

Country	MFA category number	Fiber	Effective dates	Agreement level 1/	Imports 2/
Republic of China.	242	Manmade fibers	1-1-76/ 12-31-76	966,352 lb.	93,925 lb. 3/
Republic of the Philippines.	64	Cotton	10-1-75/ 9-30-76	4,771,592 yd^2	996,108 yd^2 4/

1/ Agreement levels are for the period covered by the effective dates.
2/ Imports include all items covered by the category number.
3/ Imports entered in the period 1-1-76 to 6-30-76.
4/ Imports entered in the period 10-1-75 to 6-30-76.

The effectiveness of the MFA in controlling imports depends on the detail agreed upon in bilateral negotiations. If agreement levels are set on particular products, the MFA can be highly effective, but if the levels are set on general categories, the degree of control on specific products becomes very vague. For the Republic of China, the agreement level is set on a general category which includes a number of textile products. Any combination of these items can be shipped as long as total imports do not exceed the agreed-upon level. Importers had complained of an inability to bring in their acrylic hangers because of the MFA, but this situation was apparently remedied when the level was increased in March 1976 from the agreed-upon 192,308 pounds to the current level of 966,352 pounds. The Republic of the Philippines also has a general category agreement level which offers even less control on specific products than the agreement in effect with the Republic of China. There are no specific or consultation levels for category 64, which includes plant hangers; rather, these items fall under a total agreement level.

Nontextile hangers

TSUS items 653.95, 654.00, and 654.05 are "basket" categories containing a variety of household, table, or kitchen-use articles, as well as toilet and sanitary wares, all of metal. TSUS items 741.50, 791.90, and 792.50 are also "basket" categories containing not only plant hangers but also a variety of articles of beads, bugles, imitation gem stones, leather, and shells.

Table 5 shows the rates of duty applicable to nontextile hangers of metal, wood beads, leather, and shells which were in effect on December 31, 1967, on January 1 of the years 1968-72, and on January 1, 1976. 1/

Column 1 rates of duty as of January 1, 1976, ranged from 4 percent ad valorem for hangers of leather to 12.5 percent ad valorem for hangers of wooden beads.

Imports under TSUS item 792.50, plant hangers of shell, are identified as articles eligible for duty-free treatment under the Generalized System of Preferences (GSP), a provision of the Trade Act of 1974 which permits duty-free entry for designated products from certain developing countries. However, importation of shell plant hangers from the Philippines, a designated developing country, are not duty-free because imports from the Philippines accounted for more than 50 percent of the value of imports under item 792.50 in 1975. This exception is in accordance with subdivision 3(c)iii of the General Headnotes to the Tariff Schedules of the United States.

1/ All of these items are eligible for duty-free treatment under the Generalized System of Preferences, effective Jan. 1, 1976.

Table 5.--Nontextile hangers: U.S. rates of duty under the TSUS in effect on Dec. 31, 1967, rates pursuant to the Kennedy Round of trade negotiations, and col. 1 and col. 2 rates as of Jan. 1, 1976

TSUS item	Description	Dec. 31, 1967, Col. 1 rate	Col. 1 rate pursuant to the Kennedy Round as of Jan. 1--					Jan. 1, 1976--	
			1968	1969	1970	1971	1972	Col. 1 rate	Col. 2 rate
	Articles, wares, and parts, of base metal, not coated or plated with precious metal:								
	Of iron or steel:								
	Not enameled or glazed with vitreous glasses:								
653.95 1/	Other than cast or tin plate------	17% ad val.	15% ad val.	13.5% ad val.	11.5% ad val.	10% ad val.	8.5% ad val.	8.5% ad val.	40% ad val.
	Of copper:								
654.00 1/	Of brass----------------------------	10%	9%	8%	7%	6%	5%	5%	40%
654.05 1/	Other------------------------------	15%	13%	12%	10%	9%	7.5%	7.5%	40%
741.50 1/	Articles, n.s.p.f., of beads, of bugles, of spangles, of imitation gemstones, or of any combination thereof.	25.5%	22.5%	20%	17.5%	15%	12.5%	12.5%	60%
	Articles, n.s.p.f., of leather:								
791.90 1/	Other than of reptile leather---------	8.5%	7.5%	6.5%	5.5%	5%	4%	4%	35%
792.50 1/	Articles, n.s.p.f., of shell------------	17.5%	15.5%	14%	12%	10%	8.5%	8.5%	35%

1/ GSP articles.

The Question of Increased Imports

U.S. imports

Textile hangers have reportedly been imported into the domestic market since the late 1960's, but no significant volume was reported until 1972. Any entries before that time were very small and are not statistically measurable. Beginning in 1972, textile hangers were imported into the United States in significant quantities by large import firms. Imports have grown tremendously from about 13,800 pieces in 1972 to 21.1 million pieces in 1975 (table 6). Imports of textile hangers in the first 6 months of 1976 totaled 7.2 million pieces, compared with 3.4 million in the first 6 months of 1975. Although the Christmas season usually increases demand for hangers, rapidly growing importers' inventories during the first 6 months of 1976 resulted in reduced imports for the remainder of the year. In interviews, a number of importers reported that (1) they had ceased importing or were currently reducing imports of plant hangers or (2) they were attempting to eliminate existing stocks as quickly as possible. 1/ As a result of these interviews the Commission has evidence that total U.S. imports of textile hangers in 1976 would amount to fewer than 10 million pieces, or a 50 percent drop from the 1975 level. Textile hangers have been imported from several countries, among them India, Hong Kong, Pakistan, Thailand, and Bangladesh. Three countries, the Republic of China, the Philippines, and Mexico, have emerged as the major foreign suppliers (table 7).

1/ See app. A.

Table 6.--Plant hangers: U.S. imports for consumption, by type, 1972-75, January-June 1975, and January-June 1976

Type	1972	1973	1974	1975	Jan.-June 1975	Jan.-June 1976
	Quantity (pieces)					
Plant hangers--						
Of cotton---------	-	-	-	61,676	1,897	87,269
Of jute-----------	3,864	269,652	650,187	3,018,760	332,165	1,465,575
Of other vegetable fibers----------	6,950	1,510,788	4,976,337	12,996,638	2,904,128	3,700,586
Of manmade fibers----------	-	136,712	751,748	4,954,897	200,927	1,892,482
Of other fibers---	3,000	14,800	25,294	28,467	137	36,000
Total-----------	13,814	1,931,952	6,403,566	21,060,438	3,439,254	7,181,912
Of wood-----------	-	-	10,441	295,647	83,236	127,697
Of shells---------	-	-	32,978	6,707,311	711,792	2,620,355
Other-------------	100	200	28,060	604,299	60,207	669,741
Total-----------	100	200	71,479	7,607,257	855,235	3,418,293
Grand total-----	13,914	1,932,152	6,475,045	28,667,695	4,294,489	10,600,205
	Value 1/					
Plant hangers--						
Of cotton---------	-	-	-	$31,761	$3,690	$67,594
Of jute-----------	$1,408	$121,231	$274,235	1,452,224	197,024	762,716
Of other vegetable fibers----------	1,581	450,650	1,638,187	2,774,321	425,226	893,422
Of manmade fibers----------	-	39,539	163,184	1,084,882	68,764	918,948
Of other fibers---	420	11,244	14,445	32,484	2/	7,470
Total-----------	3,409	622,664	2,090,051	5,375,672	694,704	2,650,150
Of wood-----------	-	-	6,159	207,360	62,737	78,244
Of shells---------	-	-	9,250	2,777,676	205,346	925,552
Other-------------	2/	250	14,776	282,499	22,688	208,215
Total-----------	2/	250	30,185	3,267,535	290,771	1,212,011
Grand total-----	3,409	622,914	2,120,236	8,643,207	985,495	3,862,161
	Unit value (per piece) 1/					
Plant hangers--						
Of cotton---------	-	-	-	$0.51	$1.95	$0.77
Of jute-----------	$0.36	$0.45	$0.42	.48	.59	.52
Of other vegetable fibers----------	.23	.30	.33	.21	.15	.24
Of manmade fibers----------	-	.29	.22	.22	.34	.49
Of other fibers---	.14	.76	.57	1.14	3/	.21
Average---------	.25	.32	.33	.26	.20	.37
Of wood-----------	-	-	.59	.70	.75	.61
Of shells---------	-	-	.28	.41	.29	.35
Other-------------	3/	1.25	.53	.47	.38	.31
Average---------	3/	1.25	.42	.43	.34	.35
Average of all types---------	.25	.32	.33	.30	.23	.36

1/ F.o.b., port of origin.
2/ Less than $100.
3/ Not available.

Source: Compiled by the U.S. International Trade Commission from data submitted by importers.

Table 7.--Textile hangers: U.S. imports for consumption, by sources, 1972-75, January-June 1975, and January-June 1976

Source	1972	1973	1974	1975	January-June 1975	January-June 1976
	Quantity (pieces)					
Republic of China	3,600	477,696	1,126,784	15,434,272	2,220,650	4,673,056
Republic of the Philippines	6,764	1,115,392	4,366,755	4,693,145	890,783	2,249,671
Mexico	450	255,000	520,000	540,000	240,000	30,000
Other	3,000	83,864	390,027	393,021	87,821	229,185
Total	13,814	1,931,952	6,403,566	21,060,438	3,439,254	7,181,912
	Value 1/					
Republic of China	$604	$47,469	$247,698	$3,101,776	$297,971	$1,760,933
Republic of the Philippines	1,572	435,963	1,508,440	1,579,078	212,782	581,949
Mexico	225	96,000	180,000	256,000	82,000	28,000
Other	1,008	43,232	153,913	438,818	101,971	279,269
Total	3,409	622,664	2,090,051	5,375,672	694,724	2,650,151
	Unit value (per piece) 1/					
Republic of China	$.17	$.10	$.22	$.20	$.13	$.38
Republic of the Philippines	.23	.39	.35	.34	.24	.26
Mexico	.50	.38	.35	.47	.34	.93
Other	.34	.52	.39	1.12	1.16	1.22
Total	.25	.32	.33	.26	.20	.37

1/ F.o.b. port of origin.

Source: Compiled by the U.S. International Trade Commission from data submitted by importers.

The Republic of China became the leading supplier in 1975, with more than 70 percent of total imports, as a result of a rapid increase in U.S. imports of both sisal and acrylic hangers. The Republic of China accounted for more than 65 percent of sisal imports and 93 percent of manmade fiber hanger imports. The Republic of the Philippines, the second largest supplier, accounts for more than 80 percent of cotton hanger imports as well as large quantities of jute and sisal hangers.

Mexico, while accounting for less than 5 percent of imports, is important for two reasons. First, its close proximity to California manufacturers and its relatively low wage rates make it attractive for assembly operations using raw materials exported by U.S. firms. Second, the close proximity to California and the nature of the product facilitate informal entries which are any single entries valued at less than $251. These entries, although dutiable, are not reflected in the import statistics which are published by the U.S. Department of Commerce, and records of such entries are kept for only a short period of time. The U.S. Customs Service provided the Commission with copies of informal entries which were collected during the period June 18, 1976, through July 2, 1976, at San Ysidro, Calif. These entry papers recorded the importation of 1,690 textile hangers, valued at $2,028. If the 2-week period is taken to be representative, in the course of 1 year over 40,000 hangers, valued at over $48,000, could be informally entered into the United States without being statistically reported. An analysis of the entries shows at least one major importer that brought in about 500 hangers in 2 days. Such entries could amount to a major part of that firm's imports, but that fact has not been verified since many items can be entered informally by individuals without mention of the name of the company.

The Bureau of the Census estimates that over $45 million worth of goods of all types were brought into the country from Mexico in 1975, using informal entry papers. Since the product in question has a very low unit value and is relatively simple to transport, it is possible that the actual amounts entering the United States might be quite different from the 40,000 previously mentioned.

Although about 75 percent of all plant hangers imported in 1975 were of textile fibers, a large number of shell hangers were also imported. The Republic of the Philippines accounted for virtually all of these hangers, which are constructed of small sea shells that are abundant in that area of the world. The impact of shell hangers has been quite sudden, with imports first arriving in 1974 and then rapidly rising in 1975 to account for about 90 percent of nontextile-hanger imports. Shell-hanger imports grew rapidly to more than 6.7 million pieces in 1975. Wood-bead hangers have also realized substantial growth, increasing from 10,400 pieces in 1974 to 295,600 pieces in 1975. Imports reported in the "other" category are primarily of plastic beads and bamboo; such imports were greater in the first 6 months of 1976 than in all of 1975. None of these items is produced domestically in significant quantities. Domestic manufacturers, however, look upon these items as a fad and do not consider them to be a serious threat to their market.

Ratio of imports to U.S. production

The ratio of imports to production for textile hangers in 1972, the first year of substantial production and imports, was 16.2 percent. The rapid increase in imports after 1972 raised them to a level in 1975 nine times higher than production.

The ratio of imports to production for nontextile hangers remained below 20 percent until 1975. However, in 1975 imports were 11.4 times larger than production.

Ratio of imports to apparent consumption

The ratio of imports to apparent consumption, as shown in table 8, reflects the sharp increase in textile-hanger imports since their initial entry into the domestic market. The decrease in the ratio in 1974 was due to the large increase in U.S. manufacturers' shipments.

The ratio of imports to consumption for nontextile hangers, as shown in table 9, although 17.0 percent or less prior to 1975, increased in that year to 92.2 percent.

Table 8.--Textile hangers: U.S. producers' shipments, exports, imports, and apparent consumption, 1972-75, January-June 1975, and January-June 1976

Period	U.S. producers' shipments	Exports	Imports	Apparent consumption	Ratio of imports to consumption
	1,000 pieces	1,000 pieces	1,000 pieces	1,000 pieces	Percent
1972-------	85.2	-	13.8	99.0	13.9
1973-------	181.8	1/	1,931.9	2,113.7	91.4
1974-------	898.8	1/	6,403.5	7,302.3	87.7
1975-------	2,296.2	4.3	21,060.4	23,352.3	90.2
Jan.-June-					
1975-----	787.5	1/	3,439.2	4,226.7	81.4
1976-----	713.1	5.3	7,181.9	7,889.7	91.0

1/ Less than 500 pieces.

Source: Compiled by the U.S. International Trade Commission from data submitted by manufacturers and importers.

Table 9.--Nontextile hangers: U.S. producers' shipments, exports, imports, and apparent consumption, 1972-75, January-June 1975, and January-June 1976

Period	U.S. producers' shipments	Exports	Imports	Apparent consumption	Ratio of imports to consumption
	1,000 pieces	1,000 pieces	1,000 pieces	1,000 pieces	Percent
1972-------	4.5	2.8	0.1	1.8	5.6
1973-------	11.9	8.7	.2	3.4	5.8
1974-------	370.6	21.2	71.5	420.9	17.0
1975-------	665.9	20.0	7,607.2	8,253.1	92.2
Jan.-June-					
1975-----	131.9	4.8	855.2	982.3	87.1
1976-----	327.7	6.1	3,418.3	3,739.9	91.4

Source: Compiled by the U.S. International Trade Commission from data submitted by manufacturers and importers.

The Question of Serious Injury or Threat Thereof to the Domestic Industry

U.S. production

Development of the domestic plant-hanger industry closely parallels the growth of the domestic live-plant industry. Sales of live foliage plants have grown at an annual rate of 47 percent from $27.7 million in 1970 to $187.2 million in 1975 (table 10). Florida, Ohio, New York, and California all have large concentrations of producers (table 11), with Florida and California accounting for 71 percent of sales in 1975. U.S. Department of Agriculture projections call for a 13-percent increase in square footage under production during 1976.

U.S. production of textile hangers has steadily increased from 94,400 pieces in 1972 to 2.4 million pieces in 1975, representing an average annual growth rate of over 300 percent (table 12). Production during the first half of 1976 was up 15 percent from that a year earlier. The pattern of domestic production by fiber is parallel to that of imports in that major growth in domestic production began in jute (jute and sisal for imports), then moved to cotton and manmade fibers. In the first 6 months of 1976, production of jute, cotton, and other vegetable fiber hangers decreased substantially from what it had been in the same period in 1975. Manmade fiber hanger production, however, increased sharply in the same period.

Domestic production of nontextile hangers has also steadily increased from nearly 4,500 pieces in 1972 to about 799,000 pieces in 1975 (table 13). The bulk of this growth has been in metal hangers. Industry sources indicate that the metal fabrication industry producing hangers also produces lawn furniture, lamps, and other metal fixtures.

Table 10.--Foliage plants for indoor or patio use: U.S. producers' sales, by States, 1/ 1970-75

(In thousands of dollars)

State	1970	1971	1972	1973	1974	1975
Florida	15,938	23,077	25,693	33,410	48,482	87,312
California	3,657	4,634	6,530	12,884	30,552	45,732
Ohio	1,431	1,455	2,251	2,326	3,920	6,989
Texas	1,156	1,804	2,059	3,112	4,413	3,952
Michigan	683	694	979	1,621	3,055	4,433
New York	715	990	1,492	1,555	3,453	6,144
Other	4,112	4,932	9,424	11,211	11,211	32,621
Total	27,692	37,586	48,428	66,119	113,503	187,183

1/ Based on statistics for 22 selected States which account for more than 95 percent of domestic production.

Source: Compiled from official statistics of the U.S. Department of Agriculture.

Table 11.--Number of U.S. producers of foliage plants for indoor or patio use, by States, 1/ 1970-75

State	1970	1971	1972	1973	1974	1975
Florida	134	117	117	113	163	262
California	63	69	69	78	113	139
Ohio	90	71	87	86	91	154
Texas	78	61	64	87	37	44
Michigan	33	22	30	38	54	120
New York	97	117	84	103	127	149
Other	432	378	448	543	543	697
Total	927	835	899	1,048	1,128	1,565

1/ Based on statistics for 22 selected States which account for more than 95 percent of domestic production.

Source: Compiled from official statistics of the U.S. Department of Agriculture.

Table 12.--Textile hangers: U.S. production, 1972-75, January-June 1975, and January-June 1976

(Number of pieces)

Type	1972	1973	1974	1975	Jan.-June 1975	Jan.-June 1976
Cotton	7,182	26,820	109,690	259,398	91,889	53,782
Jute	87,186	136,053	693,334	1,141,308	477,277	182,890
Other vegetable fibers	-	5,000	74,090	169,760	22,184	8,552
Manmade fibers	-	20,000	39,664	869,446	125,252	577,348
Other	-	-	-	-	-	-
Total	94,368	187,873	916,778	2,439,912	716,602	822,572

Source: Compiled by the U.S. International Trade Commission from data submitted by manufacturers.

Table 13.--Nontextile hangers: U.S. production, 1972-75, January-June 1975, and January-June 1976

(Number of pieces)

Type	1972	1973	1974	1975	Jan.-June 1975	Jan.-June 1976
Wood	-	-	-	3,000	1,500	1,000
Leather	-	-	62,165	23,700	-	-
Other	4,492	24,402	452,253	772,242	207,622	428,665
Total	4,492	24,402	514,418	798,942	209,122	429,665

Source: Compiled by the U.S. International Trade Commission from data submitted by manufacturers.

Inventories

Manufacturers' stocks.--Stocks of domestically produced textile hangers through 1975 increased in line with production. Inventories were at their highest yearend level in 1975, about 150,400 pieces (table 14), but were equivalent to only 6.2 percent of domestic production (table 15). However, inventories as of June 30, 1976, about 181,200 pieces, were equivalent to 22.0 percent of production.

Inventories of nontextile hangers also increased over the 1972-75 period, reaching 137,400 pieces in 1975. At that point they were equivalent to 17.2 percent of domestic shipments.

Importers' stocks.--Stocks of imported textile hangers have increased to very high levels (table 16). At the end of 1975, inventories reached the level of 4.7 million pieces, equivalent to 22 percent of imports for that year (table 17). The upward trend continued through June 30, 1976, when inventories stood at 5.3 million pieces, equivalent to 74 percent of the January-June 1976 volume of imports. Inventories on June 30, 1976 were particularly high for hangers of other vegetable fibers such as sisal which were the original types of hangers imported.

Inventories of nontextile hangers also have increased. Stocks of imported hangers reached 1.9 million pieces at the end of 1975, equivalent to 25 percent of imports in that year. Shell hangers accounted for 90 percent of these stocks. On June 30, 1976, inventories of nontextile hangers had increased to 81 percent of imports during the first 6 months of that year.

Table 14.--Plant hangers: U.S. manufacturers' yearend inventories, 1/ by kind, 1972-75, January-June 1975, and January-June 1976

(Number of pieces)

Type	1972	1973	1974	1975	Jan.-June 1975 2/	Jan.-June 1976 2/
Textile hangers:						
Cotton	180	130	830	11,040	1,780	8,830
Jute	9,110	3,000	14,390	78,880	36,270	75,150
Other vegetable fibers	-	2,000	5,980	7,480	6,290	5,430
Manmade	-	1,000	3,000	53,050	16,830	91,770
Other	-	-	-	-	-	-
Total	9,290	6,130	24,200	150,450	61,170	181,180
Nontextile hangers:						
Wood	-	-	-	250	130	-
Leather	-	-	-	-	-	-
Shell	-	-	-	-	-	-
Other	-	3,400	133,500	137,120	137,560	134,120
Total	-	3,400	133,500	137,370	137,690	134,120
Grand total	9,290	9,530	157,700	287,820	198,760	315,300

1/ As of Dec. 31.
2/ As of June 30.

Source: Compiled by the U.S. International Trade Commission from data submitted by manufacturers.

Table 15.--Plant hangers: Ratio of U.S. manufacturers' inventories to production, 1972-76 1/

(In percent)

Period	Textile hangers	Nontextile hangers	All hangers
As of Dec. 31--			
1972	9.8	-	9.4
1973	3.3	13.9	4.5
1974	2.6	26.0	11.0
1975	6.2	17.2	8.9
As of June 30--			
1975	8.5	65.8	21.5
1976	22.0	31.2	25.2

1/ Inventories compared with production during year or 6-month period ending on indicated date.

Source: Compiled by the U.S. International Trade Commission from data submitted by manufacturers.

Table 16.--Plant hangers: U.S. importers' yearend inventories, 1/ by kind, 1972-75, January-June 1975, and January-June 1976

(Number of pieces)

Type	1972	1973	1974	1975	Jan.-June 1975 2/	Jan.-June 1976 2/
Textile hangers:						
Cotton	-	-	-	9,177	25	17,308
Jute	1,447	64,365	81,310	527,549	163,611	1,036,822
Other vegetable fibers	2,018	249,201	1,373,086	3,801,518	672,727	3,135,468
Manmade	-	32,512	90,226	362,845	120,206	1,108,122
Other	-	-	16,020	9,794	-	8,844
Total	3,465	346,078	1,560,642	4,710,883	956,569	5,306,564
Nontextile hangers:						
Wood	-	-	1,110	106,396	30,068	97,927
Leather	-	-	-	-	-	-
Shell	-	-	-	1,687,417	105,482	2,338,978
Other	25	-	10,036	86,607	63,862	332,767
Total	25	-	11,146	1,880,420	199,412	2,769,674
Grand total	3,490	346,078	1,571,788	6,591,303	1,155,981	8,076,238

1/ As of Dec. 31.
2/ As of June 30.

Source: Compiled by the U.S. International Trade Commission from data submitted by importers.

Table 17.--Plant hangers: Ratio of U.S. importers' inventories to imports, 1972-76 1/

(In percent)

Period	Textile hangers	Nontextile hangers	All hangers
As of Dec. 31--			
1972	25.1	25.0	25.1
1973	17.9	-	17.9
1974	24.4	15.6	24.3
1975	22.4	24.7	23.0
As of June 30--			
1975	27.8	23.3	26.9
1976	74.0	81.0	76.2

1/ Inventories compared with imports during year or 6-month period ending on indicated date.

Source: Compiled by the U.S. International Trade Commission from data submitted by importers.

Retailers' stocks.--Owing to the rather low unit value of plant hangers, retailers do not maintain separate product statistics. As a result, it is virtually impossible to collect statistics on purchases, sales and inventories at the retail level. In questionnaire responses, retailers reported an increase in retail inventories of 75 percent between 1974 and 1975, but their responses are not considered representative of total inventories.

U.S. exports

U.S. exports of textile hangers, first reported in 1974, reached 4,300 pieces in 1975 (table 8). These hangers were primarily of manmade fibers and were shipped by three domestic companies. Exports in the first 6 months of 1976 increased over those in the corresponding period of 1975.

Exports of nontextile hangers, primarily plastic and metal, increased from 2,800 pieces in 1972 to 20,000 pieces in 1975 (table 9).

The principal foreign plant hanger market for U.S. manufacturers is Canada.

Employment in reporting establishments and by contract

Employment.--As indicated in the section on U.S. producers, until 1972 persons engaged in the production of plant hangers were primarily craftspeople, hobbyists, and proprietors working in basements and garages of homes. Some giftware firms did produce a few styles of plant hangers for gift and specialty shops. Since 1972, employment of persons producing plant hangers in significant quantities has been of two types: (1) domestic manufacturers with production workers in company-owned facilities and

(2) work contracted to local housewives, communes, or other organizations. Contracted work may be done by dealing with the individual contracted to do the work or by dealing with a representative of a group of workers. Only one domestic producer indicated that work was contracted through a representative of a group.

Data on employment were compiled from responses of U.S. manufacturers to questionnaires of the U.S. International Trade Commission. Firms were requested to report the number of production and related workers engaged in the production of (1) all products, (2) textile hangers, and (3) other plant hangers in establishments that produce plant hangers and that employ contract workers. Eighteen companies supplied total or partial employment data, including 8 of the top 10 firms producing plant hangers. 1/ Three companies produced no textile hangers, but produced hangers of plastic or metal. One firm produced some leather hangers but did not report employment figures because that production accounted for an insignificant percentage of its total output. Further, leather hangers are made by special order, and persons usually working on textile hangers are employed for a short period of time to make them. Calculation of time involved in making leather hangers was impractical.

The majority of textile hangers are produced by contract workers. As shown in table 18, in 1972, 92 percent of the production of textile hangers was done in this fashion. In the next year the percentage dropped to 74 percent, but it increased to 80 percent in 1974 and 1975. Nearly all production of nontextile hangers has been done within plant facilities.

1/ These eight firms accounted for approximately 80 percent of total U.S. production in 1975.

Table 18.--Plant hangers: Share of U.S. production accounted for by man-hours worked by persons working in reporting establishments and by contract, by type of plant hanger, 1972-75

(In percent)

Item	1972	1973	1974	1975
All plant hangers:				
In reporting establishments------	38	42	30	24
By contract to reporting establishments---------------------	62	58	70	76
Total-----------------------	100	100	100	100
Textile plant hangers:				
In reporting establishments------	8	26	20	20
By contract to reporting establishments---------------------	92	74	80	80
Total-----------------------	100	100	100	100
Nontextile hangers:				
In reporting establishments------	99	99	99	99
By contract to reporting establishments---------------------	1/	1/	1/	1/
Total-----------------------	100	100	100	100

1/ Less than 1 percent.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Employment by manufacturers producing textile hangers increased, both in facilities owned by the firms and by workers employed under contract, as the number of producing firms increased (tables 19 and 20). The average number of persons employed by reporting firms in their establishments increased steadily from * * * persons in 1971 to 129 workers in 1975. Employment in the first 6 months of 1976 was double the total employed in the corresponding period in 1975. Contract employment increased from an average of * * * persons in 1972 to 238 persons in 1975. In January-June 1976, employment by contract was up 37 percent from a year earlier.

The increase in the number of total employees was matched by an increase in the number of production and related workers. The average number of workers producing textile hangers in reporting establishments increased from * * * in 1972 to 53 in 1975. The number of workers producing textile hangers by contract increased from * * * in 1972 to 212 in 1975. Employment in the first quarter of 1976 in both categories increased compared with that a year earlier. On-site employment continued to increase in the second quarter, while contract employment declined. Employment in both categories was less during the first 6 months of 1976 than in the last 6 months of 1975.

Table 19.--Average number of employees, total and production and related workers, in U.S. establishments producing textile plant hangers on-site, 1971-75 and, by quarters, 1975 and January-June 1976

Period	All persons	Production and related workers producing--	
		All products	Textile plant hangers
1971	***	***	***
1972	***	***	***
1973	20	13	7
1974	56	36	29
1975	129	94	53
1975:			
January-March	83	44	25
April-June	100	52	30
July-September	100	123	71
October-December 1/	233	156	87
1976:			
January-March	191	121	48
April-June	203	121	57

1/ ***.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 20.--Average number of employees, total and production and related workers, in U.S. facilities producing textile plant hangers by contract, 1971-75 and, by quarters, 1975 and January-June 1976

Period	All persons	Production and related workers producing-- All persons	Textile plant hangers
1971	***	***	***
1972	***	***	***
1973	78	68	58
1974	155	137	137
1975	238	212	209
1975:			
January-March	160	157	154
April-June	191	188	185
July-September	287	238	234
October-December	316	267	265
1976:			
January-March	312	268	266
April-June	168	129	121

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

The number of firms experiencing a change in the average number of workers producing textile hangers is shown in table 21.

A decrease in the number of workers producing textile hangers in reporting establishments occurred in four firms in the period 1974-75 and in one firm in the period January-June 1976 as compared with January-June 1975. Employment in those firms decreased by 13 workers and * * *, respectively, during those periods. From 1974 to 1975, two firms had a decrease in their number of contract employees, by a total of * * *. From the period January-June 1975 to January-June 1976, the number of contract employees decreased by a total of * * * in three firms.

Table 21.--Number of U.S. firms experiencing changes in the average number of workers producing textile plant hangers in reporting establishments and by contract, annually in 1972-75 and from January-June 1975 to January-June 1976

Change from--	Reporting establishments experiencing--			Contract firms experiencing--		
	Increase in number of workers	Decrease in number of workers	No change	Increase in number of workers	Decrease in number of workers	No change
1972 to 1973	5	-	1	3	1	-
1973 to 1974	10	-	2	7	1	-
1974 to 1975	12	4	-	7	2	1
January-June 1975 to January-June 1976	11	1	2	7	3	1

Source: Compiled by the U.S. International Trade Commission from data received from U.S. manufacturers.

Man-hours.--Man-hours worked by production and related workers producing textile hangers accounted for the majority of the time spent in manufacturing by contract labor (table 22). In 1974, the production of textile hangers in reporting firms accounted for 62 percent of the time spent in production. Contract labor spent 86 percent of all production time in that year producing textile hangers. In 1975, time spent in the production of textile hangers in reporting firms decreased as a percentage of total production time to 42 percent, while the percentage for contract workers increased to 95 percent.

Table 22.--Man-hours worked by production and related workers in the United States producing all products and textile plant hangers in reporting firms and by contract, 1971-75, January-June 1975, and January-June 1976

Period	Man-hours worked by production and related workers in reporting firms on--		Man-hours worked by production and related workers producing by contract--	
	All products	Textile plant hangers	All products	Textile plant hangers
1971	***	***	***	***
1972	***	***	***	***
1973	18,049	5,900	16,457	16,457
1974	44,737	27,707	131,584	113,184
1975	148,390	62,635	269,712	253,712
January-June--				
1975	48,611	15,183	81,876	77,876
1976	121,497	26,364	70,691	67,691

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Man-hours worked by production and related workers in the manufacture of all products and of textile hangers in establishments operated by reporting firms, and by such workers employed under contract, increased steadily from 1971 through 1975.

Man-hours worked producing textile hangers by contract rose from * * * hours in 1972 to more than 253,000 hours in 1975. In each of the years 1972-75, man-hours worked more than doubled the number worked in the preceding year. However, one decrease in contract man-hours worked by production and related workers is evident; man-hours decreased by 10,000 hours in the first 6 months of 1976 as compared with the corresponding period in 1975. The data for individual firms is, however, somewhat different from the aggregate data. The number of man-hours worked by contract employees in the production of textile plant hangers at one firm decreased by * * * hours, from 1973 to 1974. In the period January-June 1975 to January-June 1976, the number of man-hours worked by contract employees at two firms decreased by a total of * * * hours.

Trends in total employment and man-hours worked by the average number of employees in U.S. establishments in which nontextile hangers are produced are shown in table 23. The average number of employees

Table 23.--Average number of employees, total and production and related workers, in U.S. establishments producing nontextile hangers, and man-hours worked by the latter, 1971-75, January-June 1975, and January-June 1976

Period	Average number of employees			Man-hours worked by production and related workers producing--	
	All persons	Production and related workers producing--			
		All products	Nontextile hangers	All products	Nontextile hangers
1971	***	***	***	***	***
1972	***	***	***	***	***
1973	***	***	***	***	***
1974	44	36	35	64,300	21,942
1975	63	52	50	50,120	19,278
January-June--					
1975	43	34	34	24,400	9,440
1976	45	40	40	33,660	9,220

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

was larger in each period than in the preceding period. Man-hours worked by production and related workers producing nontextile plant hangers and all products increased until 1974, then decreased in 1975.

Productivity.--An attempt was made to calculate the average annual output of textile plant hangers per production worker and the average annual output per man-hour worked by such employees for the period 1972-1975. The resulting productivity measures were not used for the following reasons: (1) time required for the completion of plant hangers produced varied with the complexity of the hanger, (2) employment by contract workers may be understated because manufacturers contract with "groups" which may contain more than one production worker but are treated as one unit of production (employee) for accounting purposes and (3) man-hours worked may be understated since workers employed by contract are often paid by the piece.

Profit-and-loss experience of domestic manufacturers 1/

All known U.S. manufacturers of plant hangers were requested to furnish financial data on their overall company operations and on their plant-hanger operations separately. Of the possible total of 22, 11 2/ provided usable financial data. Of the usable responses there were no manufacturers furnishing 1971 data, in most cases because they were not manufacturers in that year, although one company had production

1/ Information in this section is based on usable returns only.
2/ Includes one firm which produced only nontextile hangers.

but no sales. Two companies reported sales of articles other than plant hangers, and for one of them these sales were so small that a table showing total company operations is not presented.

The U.S. manufacturers had relatively insignificant operations in 1972, when only two producers were in operation, and in 1973, when only four were in operation. In 1974, however, 6 new manufacturers went into business, and in 1975 another entered, bringing the total to 11, the greatest number for the period and 9 more than in 1972.

Both the sales and profits of the reporting firms increased without interruption during the period. Sales in 1972, when the industry was apparently in its infancy, amounted to * * *; in 1975, the peak year, sales were $4.2 million.

Net operating profits or losses rose from a small loss of * * * in 1972 to a profit of $417,000 in 1975. The ratio of net operating profit or loss to net sales was at the lowest in 1972, when a * * * percent loss was sustained, to a high of a 13.2 percent profit in 1973. In 1974 the ratio was an 8.0 percent profit, and in 1975 a 9.9 percent profit was realized (table 24).

*   *   *   *   *   *   *

Table 24.--Profit-and-loss experience of U.S. manufacturers of plant hangers on their plant-hanger operations, 1972-75

Year and producer	Net sales	Cost of goods sold	Gross profit	Selling and administrative expense	Net operating profit or (loss)	Ratio of net operating profit or (loss) to net sales
	1,000 dollars	1,000 dollars	1,000 dollars	1,000 dollars	1,000 dollars	Percent
1972						
Ball and Chain West	***	***	***	***	***	***
Knots To You	***	***	***	***	***	***
Total	***	***	***	***	***	***
1973						
Ball and Chain West	***	***	***	***	***	***
Knots To You	***	***	***	***	***	***
Lynne Orginals	***	***	***	***	***	***
New Humor Co	***	***	***	***	***	***
Total	258	179	79	45	34	13.2
1974						
Accent Industries	***	***	***	***	***	***
Ball and Chain West	***	***	***	***	***	***
Calico Enterprises, Inc. 1/	***	***	***	***	***	***
Cole Creations	***	***	***	***	***	***
Hang Ups	***	***	***	***	***	***
Knaughty Knotters	***	***	***	***	***	***
Knots To You	***	***	***	***	***	***
Landmark Designs Corp	***	***	***	***	***	***
Lynne Originals	***	***	***	***	***	***
New Humor Co	***	***	***	***	***	***
Total	2,084	1,291	793	626	167	8.0

Table 24.--Profit-and-loss experience of U.S. manufacturers of plant hangers on their plant-hanger operations, 1972-75--Continued

Year and producer	Net sales	Cost of goods sold	Gross profit	Selling and administrative expense	Net operating profit or (loss)	Ratio of net operating profit or (loss) to net sales
	1,000 dollars	1,000 dollars	1,000 dollars	1,000 dollars	1,000 dollars	Percent
1975						
Accent Industries	***	***	***	***	***	***
Ball and Chain West	***	***	***	***	***	***
Calico Enterprises, Inc. 2/	***	***	***	***	***	***
Cole Creations	***	***	***	***	***	***
Cord Crafts	***	***	***	***	***	***
Hang Ups	***	***	***	***	***	***
Knaughty Knotters	***	***	***	***	***	***
Knots To You	***	***	***	***	***	***
Landmark Designs Corp	***	***	***	***	***	***
Lynne Originals	***	***	***	***	***	***
New Humor Co	***	***	***	***	***	***
Total	4,221	2,383	1,838	1,429	417	9.9

1/ 6 months' data.
2/ 8 months' data.

Source: Compiled from data submitted to the U.S. International Trade Commission by the domestic manufacturers.

Entries and exits of domestic manufacturers and their relative size

As defined in the section on description and uses, the plant-hanger industry consists of firms that are primarily involved in the production of textile hangers. Nontextile hangers are manufactured by firms that sell them as a small portion of their giftware line. Entry into the industry is facilitated by the fact that capital requirements are minimal and persons available for such production are plentiful, requiring little training and supervision. New firms may thus gain rapid entry in order to capitalize on favorable market conditions. Styling and design change rapidly in this industry, causing marginal firms to leave the market after a short time. Style and design changes take place nearly every 6 months. The change in design is attributed to the consumers' desire for "new" or "different" products and to the importation of textile hangers from countries such as the Philippines and The Republic of China. These countries are characterized by labor-intensive economies, which are well-suited for the production of plant hangers, a labor-intensive product. Estimates by industry sources indicate that in 6 months foreign producers can export to the United States enough textile hangers of a certain style to saturate the market for that style.

Prior to 1972, firms for the primary purpose of producing textile plant hangers did not exist. In 1972, three firms began to produce plant hangers in mass quantities. These three, Four Seasons Marketers, Ball and Chain West, and Knots To You, produced * * *, * * *, and * * * pieces, respectively, in 1972.

The number of firms producing textile hangers in significant quantities increased to 7 in 1973, 11 in 1974, and 22 in 1975. Of the 22 firms producing hangers in 1975, sales by 5 firms have been minimal.

The size of firms entering the market varied considerably. As shown in table 25, new firms entered the market at various producing capacities. The size of the firm (based on production) is primarily determined by orders procured each season since producers are unwilling to hold large inventories because of fashion changes.

Table 25.--Textile hangers: Number of new and existing U.S. firms producing textile plant hangers, 1972-75

Year	Production capacity 1/	Number of of firms in existence as of Jan. 1	Number of new firms	Total 2/
1972	Large	-	1	1
	Medium	-	1	1
	Small	-	1	1
1973	Large	1	-	1
	Medium	2	1	3
	Small	0	3	3
1974	Large	4	1	5
	Medium	3/ 1	1	2
	Small	1	3	4
1975	Large	6	3	9
	Medium	2	5	7
	Small	3	3	6

1/ Large companies had an annual production of more than *** units; medium companies, an annual production of *** units; and small companies, an annual production of less than *** units.

2/ Numbers may change from the previous year as existing firms increase production.

3/ 1 medium company did not produce in 1974 but did produce in 1975.

The relative position of firms in the textile-hanger industry changes from year to year. The leading producer of textile hangers in 1972 was ranked as number 12 in 1975. * * *. Some companies entering the industry in late 1975 produced hangers in the first 6 months of 1976 in volumes rivaling the top producing firms.

Exits from the industry were virtually nil until 1976. * * *. In 1976 five companies that had produced hangers in 1975 halted production. Although questionnaires were not returned by these companies, estimates of 1975 production for these five companies indicate that they accounted for less than 3 percent of total domestic production in 1975.

U.S. producers' efforts to compete

Production of textile hangers is highly labor intensive, with labor costs contributing an estimated 60 percent of the total cost of a domestic hanger. Faced with a domestic wage rate which is substantially higher than the wage rates of other producing countries and is generally increasing, U.S. manufacturers have looked to other areas to increase the competitiveness of their product. Almost all responding manufacturers stressed the quality of their products, an attribute which they say they refuse to compromise. In addition to maintaining high quality, they have each made at least one of the following efforts:

1. Addition of new styles on a regular basis (as often as every 6 months).

2. Use of raw materials which are not readily available to foreign producers.

3. Concentration on higher priced hangers, leaving the market for the relatively inexpensive hangers to the importers.

4. Offers of various incentives to customers, among them, discounts, free or reduced freight rates, free display stands, and free promotional assistance.

5. Increased marketing efforts, which include travel to trade shows, utilization of manufacturers' representatives to widen the promotion of their products, and active recruitment of large nationwide chainstore accounts.

6. Mechanization of yarn preparation processes.

7. Development of new live-plant-related products.

8. Development of other products that use the same macrame or knot-tying techniques as plant hangers (e.g., wall hangings and belts).

The Question of Imports as a Substantial Cause of Serious Injury

U.S. market trends of plant hangers

The domestic market for textile plant hangers, with demand for this item surging, moved abruptly from a situation of only nominal development in 1972 to significant growth and size in 1973. A quick restructuring of the competitive position of U.S. manufacturers relative to importers accompanied the market expansion. Domestic manufacturers supplied 86 percent of the 99,000 textile plant hangers consumed in 1972. Production doubled in 1973. However, market size also jumped in 1973, to 2.1 million, of which domestic manufacturers supplied only 9 percent.

Further market increases for textile hangers in 1974 and 1975, to 7.3 million and then to 23.4 million, benefited both manufacturers and importers. Market shares held by domestic manufacturers and importers continued relatively stable. The manufacturers' share of the market increased slightly to 12 percent in 1974, but slipped to 10 percent in 1975. The importers' share dipped from 91 percent in 1973 to 88 percent in 1974 and then increased to 90 percent in 1975.

Importers of textile hangers during 1972-75 held relatively larger inventories than domestic manufacturers. The ratio of importers' inventories to imports ranged from 18 percent to 25 percent, while the ratio of manufacturers' inventories to production ranged from about 3 percent to 10 percent.

Combined inventories of importers and domestic manufacturers trended upward during 1973-75, reflecting the increased market size. However, the relative burden of inventories between importers and manufacturers has been stable. Inventories were distributed between importers and manufacturers as follows:

Year	Importers	Manufacturers
	Percent	Percent
Ending December 31--		
1973	98	2
1974	98	2
1975	97	3

Positive market trends relating to textile hangers benefited most segments of the industry through 1975. However, such favorable conditions did not continue in the first half of 1976. Manufacturers' shipments declined, although their production increased. Importers did not curtail their shipments in the first half of 1976, but have indicated a reduction in commitments for imports in the second half of the year. The ratio of imports to consumption increased from 81 percent during January-June 1975 to 91 percent in January-June 1976.

Ratios of inventories to production and to imports as of June 1976 had increased threefold from a year earlier. These increases translate to an excessive inventory situation in 1976. Combined inventories held by manufacturers and importers as of June 30, 1976, totaled 5.5 million pieces, up 4.5 million from a year earlier. Importers held 97 percent of the total June 30, 1976, stockpile and manufacturers, 3 percent, compared with 94 percent and 6 percent, respectively, of that of a year earlier.

The increase in apparent consumption of textile hangers between the first half of 1975 and the first half of 1976 of 3.7 million is reflected in increased imports; domestic shipments declined. However, most of the increase in total new supplies in the first half of 1976 actually moved into inventory positions, indicating that in reality a complete pause occurred in the growth of textile-hanger consumption and demand.

Other market highlights of the textile-hanger industry since 1973 include a continued steady sharing of market influence between domestic manufacturers and importers, based on the relatively stable distribution of inventories during periods of both market growth and stagnation. Manufacturers apparently maintained their share of the market, although it was only about 10 percent, and there have been few, if any, indications of significant movement in the general level of textile-hanger prices.

Apparent domestic consumption of nontextile hangers increased from about 1,800 pieces in 1972 to more than 8 million pieces in 1975 (table 9). The import consumption ratio increased from 17.0 percent in 1974 to 92.2 percent in 1975, indicating a decline in the domestic manufacturers' share of the market from 83.0 percent in 1974 to 7.8 percent in 1975. Consumption for the first 6 months of 1976 was markedly above that in the corresponding period of 1975, while the import consumption ratio increased to 91.4 percent. However, despite the larger quantities and increased market penetration of imports, domestic production has continued to increase. Output during the first 6 months of 1976 was 2.5 times as large as that in the corresponding period of 1975.

Factors affecting prices of plant hangers

Many factors affect the price manufacturers and importers receive for textile hangers. The following are the major factors and their effects (if considered separately):

1. Type of material.--Primary natural fibers, such as jute and sisal, must be imported to be used in U.S. production. These natural fibers are readily available in large quantities and require little processing. Cotton is a possible exception, since it has been subject to poor crops and export limitations imposed on foreign sources by their governments. Manmade fibers are generally more expensive than natural fibers. A direct relationship exists between the cost of the material and the price of the hanger.

2. Extent of knotting.--The price of a textile hanger increases as the extent of knotting increases because of the labor costs involved in the process. The extent of knotting may vary from less than a dozen knots to hundreds of knots in more intricate designs. Knotting patterns are usually limited to three categories. Basic knotting involves less than a dozen knots and accompanies a plain supporting rope. Half knotting exists when one-half of the length of the supporting rope is knotted. Full knotting exists when the full

length of the supporting rope is knotted. The price of the hanger varies directly with the extent of knotting.

3. Length and number of supporting ropes.--The length of textile hangers usually varies from 30 inches to 70 inches. In longer hangers, more material is used, increasing the costs of production. The price of the hanger varies directly with the length as well as with the number of supporting ropes.

4. Ornamentation.--Ornaments used on textile hangers consist of tassels, beads, feathers, shells, and other decorations. The cost of such ornaments may vary from a few cents to several dollars. The quantity and quality of the ornamentation has a direct relationship to the price of the hangers.

5. Design.--The design of the textile hanger plays a major role in its pricing and selling. Designs must be changed approximately every 6 months to obtain or retain a portion of the market. Originality and imagination in design will affect the price.

6. Cost of labor.--Since the production of textile hangers is labor-intensive, the price of the hanger varies directly with the cost of labor.

Textile hangers may be classified into four categories for pricing purposes according to the above criteria. The first category consists of basic hangers called slings. Slings are primarily made from natural fibers such as jute or sisal, have three or four double or single strands with enough knots to form a simple structure for holding the pot in place, and are tied with an overhand knot at the bottom. An onion ball, a ball of solid material covered with fiber or made entirely of fiber, may be substituted for the knot at the bottom of the hanger. The strands used in making the hanger may form a tassel at the bottom. A sling measures 24 inches to 36 inches and may be ornamented with small, inexpensive ceramic or wooden beads.

Most domestic manufacturers produce at least one style of "sling" hanger because high volume sales are possible. These hangers are the least expensive of all textile hangers made. Wholesale prices for this type of hanger range between $0.50 and $1.50 each. Discounts are frequently offered, and high-volume purchases can lower the price of a $1.50 hanger to $0.45 each.

A second type may be classified as a "high" line hanger. These textile hangers may be made of any material, usually with a large degree of ornamentation or knotting. Ornamentation may extend to large wooden or ceramic beads, shells, or feathers. The length of such hangers is 53 inches or longer. Extra features, such as full knotting or large added tassels, are characteristic. The hanger contains four to six double or triple strands, which are twisted or braided.

The second category of hangers, the "high" line, is characterized by a specific feature that makes them distinctive, such as the use of several different types of knots in their construction, unusual knotting or ornamentation, or special textures in construction materials. Wholesale prices for these hangers range from $7.00 to $20.00 each. Most hangers in this category sell for $7.00 to $10.00 wholesale.

A hanger above the $10.00 price has features considered additional to the basic "high" line hanger, such as three giant tassels instead of one tassel.

The third category encompasses those textile hangers not included in the two categories mentioned above, nor does it include specialty items mentioned below. The length of the hangers in the third category varies between 36 inches and 53 inches, with most popular items measuring 36, 42, or 48 inches. Ornamentation usually extends to fewer than 6 or 8 beads, shells or other adornments. Full or half knotting may be included, but the knotting will be less intricate and extensive than that for the hangers in the second category. Wholesale prices for these hangers generally range from $3.50 to $7.00.

Hangers selling for $2.00 to $3.50 that could be included in category three accounted for a very small proportion of total U.S. sales. The hangers selling in that range are usually the basic "sling" hanger with one additional special feature, such as extra knotting at the top, a brass or wood ring which supports the hanger, or extra beads.

A fourth category consists of textile hangers which are considered as works of art or specialty items. These are usually produced in limited quantity, with intricate designs and use primarily cotton or manmade fibers. They account for less than one half of 1 percent of total domestic production.

Textile hangers included in the specialty class (number four) are those sold primarily to interior design shops, gift shops, or by individuals as works of art. Prices for such hangers may run from $30 to several hundred dollars each, depending on the design, knotting, and ornamentation.

Many hanger styles may incorporate characteristics of each of two categories. A company could produce a 36-inch hanger with four triple strands made of cotton (category-three characteristics) with half or full knotting, a dozen beads and a wooden or brass ring (category-two characteristics). Such hangers would probably sell for approximately $6.00 a piece.

Tables 26 to 28 list the first, second, and third best selling domestic textile hangers encompassing price categories one, two, and three. Price category four (specialty hangers) is not included because it represents such a small percentage of production and because prices vary widely due to the uniqueness and artistic value of each hanger.

Prices of best selling hangers for most styles did not change during the period reported. Most domestic manufacturers did not begin production until 1975, so price trends for those firms are difficult to discern. During 1972-76, the prices of five types of hangers did decrease. The three most notable decreases occurred in one company * * *.

Table .--Textile hangers: Semiannual wholesale prices in the United States of best selling plant hangers, by types, 1972-75 and January-June 1976

(Per piece)

No.	Description	1972 Jan.-June	1972 July-Dec.	1973 Jan.-June	1973 July-Dec.	1974 Jan.-June	1974 July-Dec.	1975 Jan.-June	1975 July-Dec.	Jan.-June 1976
	Jute:									
1	36-inches, small beads------	***	***	***	***	***	***	***	***	***
2	42-inches-------------------	***	***	***	***	***	***	***	***	***
3	30-inches, 6 beads, 14 knots---------------------	***	***	***	***	***	***	***	***	***
4	40-inches, 4 beads, adjustable----------------------	***	***	***	***	***	***	***	***	***
5	Beaded, and over 54 inches, long tassel---------------	***	***	***	***	***	***	***	***	***
6	53-inches, 4 wood beads-----	***	***	***	***	***	***	***	***	***
7a	36-inches, 16 beads---------	***	***	***	***	***	***	***	***	***
	Nylon:									
7b	72-inches, twisted 1/-------	***	***	***	***	***	***	***	***	***
8	66-inches, 7-inch tassel, braided------------------	***	***	***	***	***	***	***	***	***
9	(Polyester) 36-inches, small tassel--------------	***	***	***	***	***	***	***	***	***
10	24-inches-------------------	***	***	***	***	***	***	***	***	***
11	44-inches, with large beads---------------------	***	***	***	***	***	***	***	***	***

1/ Replacement for 7a.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 27.--Textile hangers: Semiannual wholesale prices in the United States of second best selling plant hangers, by types, 1972-75 and January-June 1976

(Per piece)

No.	Description	1972		1973		1974		1975		Jan.-June 1976
		Jan.-June	July-Dec.	Jan.-June	July-Dec.	Jan.-June	July-Dec.	Jan.-June	July-Dec.	
	Jute:									
12	2 pots, small beads	***	***	***	***	***	***	***	***	***
13	(Cotton) 54 inches	***	***	***	***	***	***	***	***	***
14	41 inches, 26 knots	***	***	***	***	***	***	***	***	***
15	60 inches, 4 beads, adjustable	***	***	***	***	***	***	***	***	***
16	(Sisal) 36 inches, braiding	***	***	***	***	***	***	***	***	***
17a	36 inches, with 4 donkey beads	***	***	***	***	***	***	***	***	***
	Nylon:									
17b	36 inches, twisted 1/	***	***	***	***	***	***	***	***	***
18	36 to 48 inches, with overhand knot	***	***	***	***	***	***	***	***	***
19	66 inches, tassel	***	***	***	***	***	***	***	***	***
20	(Polyester) 32 inches, braided, tassel	***	***	***	***	***	***	***	***	***
21	(Acrylic) 36 to 38 inches, 7 inch tassel, half-knotted complex	***	***	***	***	***	***	***	***	***
22	38 inches, with macrame	***	***	***	***	***	***	***	***	***

1/ Replacement for 17a.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 28.--Textile hangers: Semiannual wholesale prices in the United States of third best selling plant hangers, by types, 1972-75 and January-June 1976

(Per piece)

No.	Description	1972		1973		1974		1975		Jan.-June 1976
		Jan.-June	July-Dec.	Jan.-June	July-Dec.	Jan.-June	July-Dec.	Jan.-June	July-Dec.	
	Jute:									
23	54 inches, half-knotted, small beads	***	***	***	***	***	***	***	***	***
24	45 inches, natural, 23 knots	***	***	***	***	***	***	***	***	***
25	60 inches, 2 pots, 18 beads, adjustable	***	***	***	***	***	***	***	***	***
26	41 inch, tassel, 2 knots	***	***	***	***	***	***	***	***	***
27a	72 inches, with jumbo stone beads	***	***	***	***	***	***	***	***	***
	Nylon:									
27b	48 inches, twisted, double pot 1/	***	***	***	***	***	***	***	***	***
28	30 to 36 inches, over hand knot	***	***	***	***	***	***	***	***	***
29	(Acrylic) 60 inches, 3 small tassels	***	***	***	***	***	***	***	***	***
30	(Polyester) 54 inches, large tassel	***	***	***	***	***	***	***	***	***
31	40 inches, braided with tassel	***	***	***	***	***	***	***	***	***
32	38 inches, adjustable wooden beads	***	***	***	***	***	***	***	***	***

1/ Replacement for 27a.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Price relationships between domestic and imported textile hangers

Prices of imported textile hangers were obtained from responses to questionnaires sent by the U.S. International Trade Commission. More than 40 importers supplied information on prices of their best selling imported hangers. Many companies did not import hangers into the United States until 1975.

Imports of textile hangers consist primarily of those of jute and other vegetable fibers. Most of the hangers were less than 48 inches long, with some ornamentation such as wooden or ceramic beads. The degree of knotting varied from less than a dozen knots to full or half knotting.

Prices of imported textile hangers which are comparable to the best selling domestic hangers are shown in table 29. Prices of many imported items increased in the 1972-76 period. Prices of vegetable fiber hangers increased for three styles, decreased for five styles and did not change for the remaining six styles. Acrylic or nylon hangers were not imported into the United States in large quantities until 1975. Prices supplied to the U.S. International Trade Commission for hangers of manmade fibers were available only for that year and the first half of 1976; in only one instance was the price decreased on only one style during this period.

Table 29.--Semiannual prices of imported plant hangers comparable to best selling domestic plant hangers, 1972-75 and January-June 1976

(Per hanger)

Description of imported hanger	Comparable category of domestic hangers	1972 Jan.-June	1972 July-Dec.	1973 Jan.-June	1973 July-Dec.	1974 Jan.-June	1974 July-Dec.	1975 Jan.-June	1975 July-Dec.	Jan.-June 1976
Sisal, 40 inches with tassel----	***	***	***	***	***	***	***	***	***	***
Abaca, 45 inches, colors--------	***	***	***	***	***	***	***	***	***	***
Sisal, 40 inches, natural-------	***	***	***	***	***	***	***	***	***	***
Sisal, 40 inches, colors--------	***	***	***	***	***	***	***	***	***	***
Sisal, 40 inches, natural-------	***	***	***	***	***	***	***	***	***	***
Sisal, 32 inches, colors--------	***	***	***	***	***	***	***	***	***	***
Sisal, 42 inchec, onion ball----	***	***	***	***	***	***	***	***	***	***
Jute, 48 inches, medium knots, tassel------------------------	***	***	***	***	***	***	***	***	***	***
Jute, 40 inches, half-knotted,	***	***	***	***	***	***	***	***	***	***
beads, tassel------------------	***	***	***	***	***	***	***	***	***	***
Jute, 48 inches, 3 wood beads, medium knots, tassel----------	***	***	***	***	***	***	***	***	***	***
Sisal, 60 inches, no ornaments--	***	***	***	***	***	***	***	***	***	***
Jute, 60 inches, 3 beads, full knots-------------------------	***	***	***	***	***	***	***	***	***	***
Jute, 55 inches, with wooden ball-------------------------	***	***	***	***	***	***	***	***	***	***
Jute, 58 inches for 2 pots, medium knotting---------------	***	***	***	***	***	***	***	***	***	***
Acrylic, 40 inches, twisted, tassel-----------------------	***	***	***	***	***	***	***	***	***	***
Acrylic, 44 inches, braided, tassel-----------------------	***	***	***	***	***	***	***	***	***	***
Acrylic, 44 inches, knotted at top, large tassel at bottom and knots--------------------	***	***	***	***	***	***	***	***	***	***
Acrylic yarn, 42 inches long----	***	***	***	***	***	***	***	***	***	***
Nylon, 47 inches long, large tassel----------------------	***	***	***	***	***	***	***	***	***	***
Cotton, 46 inches, medium knot (braided)--------------------	***	***	***	***	***	***	***	***	***	***
Cotton, 48 inches, 4 beads, light knots-------------------	***	***	***	***	***	***	***	***	***	***

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Wholesale prices of imported textile hangers in price category one, the "sling" hanger, usually ranged from $0.15 to $1.00 (table 30). This

Table 30.--Textile hangers: Wholesale prices of hangers in 3 major categories during the period 1972-75

Category	Price of domestic hanger	Price of imported hanger
1	$0.50-$1.50	$0.19-$0.65
2	7.00-20.00	2.50- 5.00
3	3.50- 7.00	1.20- 3.50

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

range is approximately $0.30 to $0.50 lower than comparable domestic textile "sling" hangers. Wholesale prices of imported textile hangers in price category two, the "high" line, ranged from $2.50 to $5.00. Prices of imported hangers in this category are approximately $5.00 to $10.00 lower than those of comparable domestic products. Prices of imported hangers in class three, the remaining hangers, varied between $1.20 and $3.50. Comparable prices of domestic hangers range from $3.50 to $7.00. Imports of hangers in price category four, the specialty hanger, were few, so that comparable data is unavailable.

<u>Other possible causes of serious injury or threat thereof to the domestic industry</u>.--In testimony at the public hearings and submissions to the Commission, persons associated with the plant-hanger industry have revealed the very important role played by the store buyer in determining whether an imported or a domestic product would be offered

for sale in retail outlets. Some domestic manufacturers believe store buyers are not knowledgeable in selecting plant hangers. One manufacturer stated, "buyers are not really well-educated on the products they're carrying in their stores. Because of this, they're buying improperly, incorrectly." This same manufacturer believes that the consequence of this lack of knowledge will be that "retailers are going to be carrying a lot of merchandise which is not saleable." Association of this lack of saleability with the product in general rather than poor selection could cause a quick contraction of the market. A decision on the part of management or buyers to purchase from only one source, domestic or imported, effectively closes large retail markets for one source or the other. * * *. Importers' representatives thought buyers were becoming more sophisticated in their purchases and were less concerned with price than with what types of hangers were being offered.

Buying at the wholesale level has changed as the plant-hanger industry has grown. When hangers first became popular, a store buyer might have a dozen local sources of hangers, each of which supplied a small number of unique hangers. As demand for hangers grew, this method of procurement became obsolete. The buyer now needed a source which could supply him with large quantities of hangers on short notice. The ability to offer a complete line of plant hangers from relatively inexpensive to relatively expensive and of a variety of fibers has therefore become of vital importance to both importers and domestic manufacturers. A number of manufacturers have undertaken this approach, expanding their operations into not only a variety of hanger styles but plant-related articles as well. However, there are still manufacturers and importers that rely on a particular style or price range for their sales.

The availability of supplies is another factor to be considered. The use of manmade fibers in plant hangers coincided with the downturn in the carpet industry. Since the yarn used for hangers is the same as that used for carpets, yarn producers were glad to sell to hanger producers what they could not sell to carpet mills. As the carpet industry recovered, however, increased demand for carpet yarn forced textile-hanger manufacturers to vary their yarn-purchasing procedures. It became necessary to buy larger orders of yarn, thereby increasing their raw material inventories. A domestic manufacturer stated "I think probably all of us over-bought or over-ordered last fall and we all took possession of raw materials during the winter months in anticipation of growth . . . we've all enormously over-inventoried in our raw materials." This overstocked raw-material situation makes manufacturers less flexible in style changes, since they have already invested in certain materials.

An underlying threat to both domestic manufacturers and importers is the belief of some store buyers that plant hangers are only a fad item which will soon die out. Industry sources believe textile hangers are a response to the consumer's desire for a "natural" look. This "natural" look in interior decorating is reflected in increased use of plants as well as of home furnishings that fit this casual style. The popularity of plants is expected to continue, but the accompanying "natural" look could give way to some new style. In 1975, store buyers made very large purchases of plant hangers because they were "hot" items. The upward trend in retailers' stocks in 1976 would indicate that they overstocked, and their interpretation of this condition as the end of a fad or the desire for a new style could result in sharply decreased sales for both importers and domestic manufacturers.

Hanging Planters

Description and Uses

Hanging planters have been defined as a complete unit consisting of a container to hold a plant and a device used to suspend the container. While industry sources do not consider hangers and planters "like" items, they state that there are times when customers may buy a hanging planter instead of buying a plant and a hanger.

Producers of hanging planters serve two quite distinctive markets. The first and most important is the commercial plant grower who purchases a plain, injection-molded plastic basket or pot suspended by a twisted wire hanger, which is more functional than decorative in nature. This particular planter, a product of the plastic industry, could be considered a shipping container in which the plant grower or nurseryman delivers his product to the consumer. The second market is characterized by products varying in style and decorative in nature. Ceramic pots with textile hangers, clay pots with rope or leather hangers, and metal pots with chain hangers can all be found in this market. These are some of the items which could be considered as directly competitive with plant hangers.

U.S. Producers

About 30 firms are engaged in the production of hanging planters. Although these firms are situated throughout the United States, there are concentrations of production in California and Texas.

The level of automation varies with the type of materials used. The production of ceramic and clay planters is relatively labor-intensive, while metal and plastic planter production involves the use of more machinery.

U.S. Producers' Shipments

The Commission's questionnaire requested data on both shipments and production. 1/ Data supplied by 17 U.S. manufacturers on shipments of hanging planters are shown in table 31.

1/ U.S. Government statistics are not available on hanging planters.

Table 31.--Hanging planters: Shipments of domestically produced hanging planters by 17 U.S. manufacturers, by types, 1973-75, January-June 1975, and January-June 1976

Type	1973	1974	1975	January-June-- 1975	January-June-- 1976
	Quantity (pieces)				
Plastic or rubber container with plastic or metal hanger----	800,000	3,081,000	5,911,724	2,560,096	3,458,078
Clay or ceramic container with textile hanger--	250	14,844	20,489	9,797	5,618
Metal container with metal hanger----------	30,219	57,719	76,826	51,935	34,843
Total---------	830,469	3,153,563	6,009,039	2,621,828	3,498,539
	Value				
Plastic or rubber container with plastic or metal hanger----	$425,000	$2,477,785	$4,373,706	$1,894,424	$2,396,230
Clay or ceramic container with textile hanger--	1,750	57,313	115,239	55,494	34,969
Metal container with metal hanger----------	84,950	188,609	303,043	203,053	178,378
Total---------	511,700	2,723,707	4,791,988	2,152,971	2,609,577

Source: Compiled by U.S. International Trade Commission from data supplied by producers.

Shipments of hanging planters of plastic or rubber, which account for virtually all shipments of hanging planters, increased sevenfold from 1973 to 1975. A further increase was registered during the first half of 1976 as compared with the first half of 1975.

Table 32.--U.S. production of hanging planters by 17 reporting companies, by types, 1973-75, January-June 1975, and January-June 1976

(In units)

Item	1973	1974	1975	January-June-- 1975	January-June-- 1976
Plastic or rubber container with plastic or metal hanger----	800,000	3,414,228	6,235,600	2,621,144	3,828,904
Clay or ceramic container with textile hanger--	270	16,160	20,071	9,779	6,902
Metal container with metal hanger----------	30,219	57,719	76,826	51,935	34,843
Total --------	830,489	3,488,107	6,332,497	2,682,858	3,870,649

Source: Compiled by the U.S. International Trade Commission from data supplied by producers.

U.S. Inventories

Data on inventories were obtained from responses to questionnaires submitted by 17 U.S. producers of hanging planters. Table 33 shows yearend inventories held by producers of hanging planters on December 31 of 1974 and 1975 and on June 30 of 1975 and 1976.

Table 33.--Hanging planters: Yearend inventories of domestically produced hanging planters held by 17 U.S. producers, by types, 1974 and 1975, June 30, 1975, and June 30, 1976

(In units)

Type	Dec. 31, 1974	Dec. 31, 1975	June 30--	
			1975	1976
Plastic or rubber container with plastic or metal hanger------	642,019	1,049,632	511,868	1,217,623
Clay or ceramic container with textile hanger----------------	25	108	25	634
Metal container with metal hanger---------	8,500	10,100	5,350	14,795
Total--------------	650,544	1,059,840	517,243	1,233,052

Source: Compiled by U.S. International Trade Commission from data supplied by U.S. producers.

Inventories as a percentage of shipments for the 17 reporting U.S. producers declined between 1974 and 1975 but increased substantially for all types between June 30, 1975, and June 30, 1976 (table 34).

Table 34.--Ratios of yearend inventories of hanging planters to annual shipments for 17 U.S. producers, by types, 1974 and 1975, and ratios of June 30 inventories for 1975 and 1976 to shipments during January-June of 1975 and 1976

(In percent)

Type	1974	1975	January-June--	
			1975	1976
Plastic or rubber container with plastic or metal hanger	21	18	20	35
Clay or ceramic container with textile hanger	0.2	0.5	0.3	11
Metal container with metal hanger	15	13	10	42
Total	21	2	20	35

Source: Compiled by the U.S. International Trade Commission from data supplied by U.S. producers.

Market Participation

There are two markets for hanging planters in the United States: (1) the commercial growers' market and (2) the retail market. Generally, hanging planters are more functional than decorative; many are self-sufficient planters with built-in drainage dishes. Although domestic producers of plastic hanging planters for the most part supply the commercial growers' market, their product is now being sold in chain-stores such as Safeway Stores, Inc. Such retail outlets are also supplied by the textile-hanger industry. Reports by industry sources indicate hanging planters, especially the injection-molded, high-impact plastic types now being produced by the U.S. industry, are in the same or lower price range as plant hangers.

Hanging-planter producers sell to major variety and discount chains such as S. S. Kresge Co. and F. W. Woolworth Co. Several producers indicated that they are unable to sell their products to * * * and some other major retail outlets because "most of the items handled by such chains are imported." Plant-hanger producers indicate that they are experiencing similar marketing difficulty with chainstores. Del Monte, Inc., a food processor, has begun production of hanging planters, its first nonfood marketing venture. Rubbermaid, Inc., a producer of plastic home products, has also entered the hanging-planter market. Such firms have gained good initial acceptance from the grocery trade.

Recently, the retail portion of the hanging-planter market has been characterized by (1) product differentiation, 1/ and (2) market strategies involving theme promotions distinctly aimed at increasing sales. At present Christmas promotions (i.e., wrapping of planters with ribbons, affixing of seals and cards, etc.) are underway.

Price Ranges

Table 35 contains summarized data obtained from responses to questionnaires submitted by 17 domestic producers of hanging planters regarding their sales of each major category of hanging planter in 1975.

1/ A good example is the Solar Disc hanging planter, comprised of a 5 x 1/2 inch wide crystal plastic rim with a 5-inch flat crystal plastic disc which rests on the rim and holds a 5-inch pot complete with plant; the entire combination is suspended with a 5-foot piece of 3-pound-test monofilament fishing line.

Table 35.--Hanging planters: Percentage distribution of shipments by U.S. producers, by categories and wholesale price ranges, 1975

Category and wholesale price range	Quantity shipped	Percent of total shipments of hanging planters
	1,000 units	
Plastic or rubber container with plastic or metal hanger:		
Not over 50 cents	4,021	68
Over 50 cents but not over $1.00	783	14
Over $1.00 but not over $1.75	987	18
Total	5,912	100
Metal container with metal hanger:		
Over $3.50 but not over $4.00	26	34
Over $4.00 but not over $6.00	50	65
Over $6.00	1	1
Total	77	100
Clay or ceramic container with textile hanger:		
Over $2.50 but not over $4.00	3	14
Over $4.00 but not over $7.00	7	36
Over $7.00 but not over $10.00	10	50
Total	20	100

Source: Compiled from data supplied in response to U.S. International Trade Commission questionnaires.

Planters of rubber or plastic are among the least expensive contrivances in which to hang plants. The most inexpensive textile hangers average 50 cents per unit by comparison.

According to industry sources, imports have had little effect on the hanging planter business. Rubber and plastic hanging-planter producers in southern California indicate that they have been able to successfully undersell Mexican clay and ceramic hanging planters which are readily available in that area. Sales have fluctuated as a result of the degree of sales effort, the product mix, and market demand.

Industry sources indicate that the recent hanging-planter boom was unanticipated and most companies had to retool. Shipments of hanging planters of plastic or rubber account for virtually all shipments of hanging planters. Producers, especially of the injection-molded, high-impact, plastic type of hanging planter now being produced by the U.S. industry, are exporting or planning to export. Several producers expressed concern that import restrictions placed on plant hangers may jeopardize their export position.

Employment

Overall trends of employment

Employment and man-hours worked in the hanging-planter industry increased substantially in the 1973-76 period. Data supplied by 17 U.S. producers on employment and man-hours are shown in the following table.

Table 36.--Average number of employees in U.S. establishments producing hanging planters, total and production and related workers, and man-hours worked by the latter, 1973-76

Item	1973	1974	1975	1976 1/
Number of employees:				
All persons	70	173	350	349
All production and related workers	63	158	245	243
Man-hours worked by production and related workers on--				
All products	403,969	998,382	1,021,269	1,242,448
Hanging planters	31,078	77,942	110,612	123,796

1/ Estimated.

Source: Compiled by the U.S. International Trade Commission from data supplied by U.S. producers.

Productivity.--The effects of substantial retooling in the hanging-planter business, including the automation of several production processes, became evident between 1975 and 1976. Approximately the same number of people produced substantially more planters.

The productivity trend in the U.S. industry for the period 1973-76 as reported by 17 domestic producers is shown in the following table.

Table 37.--Hanging planters: The number of hanging planters produced annually by each production worker and the number of hanging planters produced per man-hour, 1973-76

Year	Output per production worker	Output per man-hour
	Units	Units
1973	13,182	26.72
1974	22,077	44.75
1975	25,847	48.50
1976 1/	31,857	62.53

1/ Estimated on the basis of data available for January-June 1976.

Source: Compiled from data supplied in response to U.S. International Trade Commission questionnaires.

Demand Factors

Participants in the marketing of plant hangers and hanging planters state that the 1974-75 boom period was unanticipated. The already heavy demand of that period was amplified by buyer anticipation of shortages, which caused inventories to skyrocket. Such shortages actually did develop with respect to jute (utilized in the production of plant hangers) and clay (utilized in the production of hanging planters). Both these raw materials had to be imported. It became necessary for producers to put customers on allocation schedules. Import brokers alleged that during the boom period 1/ substantial amounts of plant-hanger imports entered the United States because the domestic industry could not fully supply the domestic market.

1/ The boom nature of the market is evident from markups of 400 percent. Such markups are indicative of a seller's market. The usual markup is approximately 100 percent. * * *.

APPENDIX A

MEMORANDUM ON RESULTS OF SURVEY OF IMPORTERS TO DETERMINE JULY-NOVEMBER 1976 IMPORTS OF TEXTILE PLANT HANGERS

M E M O R A N D U M

Date: November 29, 1976

TO: The Commission

FROM: Investigative Staff TA-201-15 (Plant Hangers)

SUBJECT: Imports of Textile Hangers, July-November 1976

Questionnaires sent by the Commission to importers of plant hangers requested data covering a period which ended June 30, 1976. Responses by importers showed much larger imports in January-June 1976 than during the comparable period in 1975. However, substantial inventories as of June 30, 1976, and statements by importers that they were leaving the market made it difficult to determine a trend for imports in the remainder of 1976. In order to better assess this situation, the staff contacted importers who accounted for about 80 percent of the volume of imports in the January-June 1976 period. The results of the survey are presented in the attached table.

Textile plant hangers: Imports, by firm, January-June 1976, decrease in imports during July-November 1976, and comments on current market conditions

Importers	Imports, January-June 1976	Decrease in imports, January-June to July-November 1976	Market comments
	Pieces	Percent	
Unitron	***	***	***.
Reliance Trading	***	***	***.
Florabelle Flowers	***	***	***.
Joseph Markovits	***	***	***.
Landmark Designs	***	***	***.
Teters Floral Products	***	***	***.
Himark Enterprises	***	***	***.
Kane Kutlery	***	***	***.
Asahi Trading	***	***	***.
Cost Plus	***	***	***.
West Coast Liquidators	***	***	***.
Waco Trading Co	***	***	***.
Alexander Korody	***	***	***.
Paul Marshall	***	***	***.
Quon-Quon	***	***	***.
Westwood Imports	***	***	***.
California Gardenware	***	***	***.
Hang'em High Inc	***	***	***.
Total	5,899,720		

Library Cataloging Data

U.S. International Trade Commission.
Plant hangers. Report to the President on investigation no. TA-201-15 under section 201 of the Trade act of 1974. Washington, 1976

8, A1-79 p. 27 cm. (USITC Publication 797)

1. Plant containers. I. Title.

UNITED STATES
INTERNATIONAL TRADE COMMISSION
WASHINGTON, D.C. 20436

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