

**IMPORTERS' QUESTIONNAIRE**  
**CERTAIN STEEL WIRE GARMENT HANGERS FROM CHINA**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

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

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

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

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

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

**CERTIFICATION**

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

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Signature of Authorized Official*

\_\_\_\_\_  
*Date*

( ) \_\_\_\_\_ ( ) \_\_\_\_\_

\_\_\_\_\_  
*Phone*

\_\_\_\_\_  
*Fax*

**PART I. GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

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

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

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

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

No                       Yes—List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain steel wire garment hangers from China into the United States or which are engaged in exporting certain steel wire garment hangers from China to the United States?

No                       Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

**PART I. GENERAL QUESTIONS—Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain steel wire garment hangers?

No       Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Please indicate the nature of your firm's importing operations on certain steel wire garment hangers. More than one answer may be applicable.

Importer of record       Takes title to the imported product(s)  
 Consignee of the imported product(s)       Customs broker or freight forwarder

I-7. If your firm is an importer of record of certain steel wire garment hangers but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_  
\_\_\_\_\_

I-8. Please indicate whether your firm enters certain steel wire garment hangers into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones     No       Yes  
Bonded warehouses     No       Yes

I-9. Please indicate whether your firm imports certain steel wire garment hangers under the TIB (temporary importation under bond) program.

No       Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No       Yes—Please specify. \_\_\_\_\_  
\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Debra Baker (202-205-3180).  
**Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
 Name and title

\_\_\_\_\_

Phone No. \_\_\_\_\_ E-mail address \_\_\_\_\_

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of certain steel wire garment hangers since January 1, 1997?

No       Yes--Supply details as to the time, nature, and significance of such changes.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-3. Has your firm imported or arranged for the importation of certain steel wire garment hangers from China for delivery after September 30, 2002?

No       Yes--Indicate when such orders are to be delivered and the quantities involved.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-4. If your firm also produces certain steel wire garment hangers in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-5. **IMPORTS BY SOURCE—certain steel wire garment hangers.**—Report your firm's imports and your firm's shipments and inventories of certain steel wire garment hangers imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined. Photocopy as many pages as you need.**

China

All other sources combined<sup>1</sup>

(Quantity in 1,000 units, value in \$1,000)							
Item	Calendar years					January-September	
	1997	1998	1999	2000	2001	2001	2002
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)							
<b>IMPORTS:<sup>2</sup></b>							
Quantity of imports							
Value of imports							
<b>U.S. SHIPMENTS:</b>							
<b>Commercial shipments:</b>							
Quantity of commercial shipments							
Value of commercial shipments							
<b>Internal consumption/company transfers:</b>							
Quantity of internal consumption/ transfers							
Value <sup>3</sup> of internal consumption/transfers							
<b>EXPORT SHIPMENTS:<sup>4</sup></b>							
Quantity of export shipments							
Value of export shipments							
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> (quantity)							
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> (quantity)							
<b>U.S. SHIPMENTS TO END USERS</b> (quantity)							

<sup>1</sup> Please identify these sources: \_\_\_\_\_

<sup>2</sup> Please identify the foreign producers, if known: \_\_\_\_\_

<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1997, 1998, 1999, 2000, and 2001 below: \_\_\_\_\_

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> **Reconciliation of data.**—Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No—Please explain: \_\_\_\_\_

**PART II. TRADE AND RELATED INFORMATION—Continued**

II-6. Report your firm's U.S. shipments of the below-listed types of certain steel wire garment hangers that were imported by your firm from CHINA in 2001.

<b>Type of hanger</b>	<b><i>Quantity in 1,000 units</i></b>	<b><i>Value in \$1,000</i></b>
Certain steel wire garment hangers:		
Shirt hangers		
Suit hangers		
Strut hangers		
Caped hangers		
Drapery hangers		
Uniform rental hangers		
Other certain steel wire garment hangers <sup>1</sup>		
Total <sup>2</sup>		

<sup>(1)</sup> Describe: \_\_\_\_\_

<sup>(2)</sup> The quantity and value reported here should equal total U.S. shipments (i.e., commercial shipments **plus** internal consumption/company transfers) as reported on the previous page (i.e., question II-5).

**PART III. PRICING AND RELATED INFORMATION**

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

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

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

**Section III-A. PRICE DATA**

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

**Product 1.--18-inch white shirt hangers**

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

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

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

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

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

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

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-A. PRICE DATA—Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> imported from China and sold by your firm.

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

<i>(Quantity in 1,000 units, value in \$1,000)</i>		
Period of shipment	Quantity	F.o.b. value
<b>1997:</b>		
January-March		
April-June		
July-September		
October-December		
<b>1998:</b>		
January-March		
April-June		
July-September		
October-December		
<b>1999:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
<sup>1</sup> If your steel wire garment hangers do not exactly meet the product specifications but are competitive with the specified steel wire garment hangers, provide a description of your steel wire garment hangers:  <hr/>		



**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-B. PRICE-RELATED QUESTIONS**

- III-B-1. Please describe how your firm determines the prices that it charges for sales of certain steel wire garment hangers (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.
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- III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).
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- III-B-3. What are your firm's typical sales terms for certain steel wire garment hangers imported from China (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_
- III-B-4. Approximately what percentage of your firm's sales of certain steel wire garment hangers imported from China are on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.
- (a) What is the average duration of a contract? \_\_\_\_\_
  - (b) How frequently are contracts renegotiated? \_\_\_\_\_
  - (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
  - (d) Does the contract have a meet or release provision? \_\_\_\_\_
  - (e) What are the standard quantity requirements, if any? \_\_\_\_\_
  - (f) What is the price premium for sub-minimum shipments? \_\_\_ percent
- III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of imported certain steel wire garment hangers?
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**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-B. PRICE-RELATED QUESTIONS—Continued**

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

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

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

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III-B-9. Describe the end uses of the certain steel wire garment hangers that you import from China. For each end use product, what percentage of the total cost is accounted for by certain steel wire garment hangers?

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III-B-10. How has the demand within the United States (and outside the United States if known) for certain steel wire garment hangers changed since January 1, 1997? What were the principal factors affecting changes in demand?

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**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-B. PRICE-RELATED QUESTIONS—Continued**

III-B-11. Have there been any significant changes in the product range or marketing of certain steel wire garment hangers in the past five years?

No  Yes—Please describe.

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III-B-12. Does your firm purchase or sell certain steel wire garment hangers over the internet?

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

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III-B-13. Are the U.S.-produced and imported certain steel wire garment hangers from China used interchangeably (i.e., can they physically be used in the same applications)?

Yes  No--Please explain.

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III-B-14. Are the U.S.-produced and NONSUBJECT imported certain steel wire garment hangers (i.e., products imported from countries other than China) generally used interchangeably?

Yes  No--Please explain, by country.

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III-B-15. Are NONSUBJECT imported certain steel wire garment hangers and imported certain steel wire garment hangers from China used interchangeably?

Yes  No--Please explain, by country.

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**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-B. PRICE-RELATED QUESTIONS—Continued**

III-B-16. Are there any differences in product characteristics or sales conditions between U.S.-produced certain steel wire garment hangers and certain steel wire garment hangers imported from China that are a significant factor in your firm's sales of certain steel wire garment hangers?

- No       Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the imported products (e.g., quality, availability, transportation network, product range, technical support, etc.).

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III-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced certain steel wire garment hangers and NONSUBJECT imported certain steel wire garment hangers that are a significant factor in your firm's sales of certain steel wire garment hangers?

- No       Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the nonsubject imported products, by country of origin.

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III-B-18. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported certain steel wire garment hangers and imported certain steel wire garment hangers from China that are a significant factor in your firm's sales of certain steel wire garment hangers?

- No       Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported products vis-a-vis the imported products from China.

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**PART III. PRICING AND RELATED INFORMATION—Continued****Section III-C. CUSTOMER IDENTIFICATION**

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

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