

**PURCHASERS' QUESTIONNAIRE**  
**HAND TRUCKS AND CERTAIN PARTS THEREOF 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 August 17, 2004**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning hand trucks and certain parts thereof from China (inv. No. 731-TA-1059 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Clark Workman (202-205-3248).

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

Has your firm purchased hand trucks or hand truck parts (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2001?

- 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**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this 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.)*

*I acknowledge 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.*

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

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

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

( ) \_\_\_\_\_  
*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 30 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-1a. 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-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

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 hand trucks and parts from China into the United States or which are engaged in exporting hand trucks and parts 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 hand trucks and parts?

No             Yes--List the following information.

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

**PART II.--PURCHASES**

**Throughout the remainder of this questionnaire, please note whether your response to a question differs for finished hand trucks as opposed to unassembled hand trucks or hand truck parts.**

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of hand trucks. Report based on delivery date, not order date.

<i>(Quantity in units, value in dollars)</i>				
Item	2001	2002	2003	Jan.-June 2004
<b>PURCHASES OF HAND TRUCKS PRODUCED IN THE UNITED STATES:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF HAND TRUCKS PRODUCED IN CHINA:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF HAND TRUCKS PRODUCED IN ALL OTHER COUNTRIES:<sup>1</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<sup>1</sup> Please identify these countries: _____				

**PART II.--PURCHASES--Continued**

II-2. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of hand truck parts. Report based on delivery date, not order date.

<i>(Quantity in units, value in dollars)</i>				
Item	2001	2002	2003	Jan.-June 2004
<b>PURCHASES OF HAND TRUCK PARTS PRODUCED IN THE UNITED STATES:<sup>1</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF HAND TRUCK PARTS PRODUCED IN CHINA:<sup>2</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF HAND TRUCK PARTS PRODUCED IN ALL OTHER COUNTRIES:<sup>3</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<sup>1</sup> Please check all that apply: ___ frames ___ handling areas ___ edges ___ unassembled/kits <sup>2</sup> Please check all that apply: ___ frames ___ handling areas ___ edges ___ unassembled/kits <sup>3</sup> Please check all that apply: ___ frames ___ handling areas ___ edges ___ unassembled/kits				

II-3. If the relative shares of your firm's total purchases of hand trucks and parts from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

**PART II.--PURCHASES--Continued**

II-4. If your firm has purchased and parts from only one country, please explain the reasons for doing so.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. Which of the following best describes your firm as a purchaser of hand trucks and parts (check all that apply, noting the specific end uses if known)?

- Home improvement store (\_\_\_\_\_)
- Hardware store (\_\_\_\_\_)
- Catalogue house/industrial supply distributor (\_\_\_\_\_)
- End user (please describe) (\_\_\_\_\_)
- Other (please describe) (\_\_\_\_\_)

III-2. (a) If your firm is a distributor or reseller of hand trucks and parts, what are the major types of consumers to which you sell hand trucks and parts?

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(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase hand trucks and parts?

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III-3. (a) Please list in order of importance any products that may be substituted for hand trucks and parts.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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(c) Have changes in the prices of these products affected the price for hand trucks and parts?

No       Yes--Please explain.

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III-4. Are you aware whether the hand trucks and parts you are purchasing is U.S.-produced or imported?

Always       Usually       Sometimes       Never

III-5. Do you know the manufacturer of the hand trucks and parts that you purchase?

Always       Usually       Sometimes       Never

III-6. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

Always       Usually       Sometimes       Never

III-7. Have you made significant changes in your purchasing patterns (e.g., frequency) since January 2001?

No       Yes--Please explain, noting factors that affect demand for hand trucks and parts by your firm and its customers.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-8. How many suppliers do you generally contact before making a purchase?

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III-9. Have you changed suppliers since January 1, 2001?

No             Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

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III-10. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 2001?

No             Yes--Please identify the firms.

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III-11. Do you require your suppliers to become certified or prequalified with respect to the quality, strength, or other performance characteristic of the hand trucks and parts they sell to your firm?

No             Sometimes \_\_\_\_ percent of purchases in 2003             Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

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III-12. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-13. Since January 1, 2001, have any domestic or foreign producers failed in their attempts to certify or qualify their hand trucks and parts with your firm or have any producers lost their approved status?

- No                       Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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III-14. Has your firm had any serious quality problems with the hand trucks and parts that it has purchased since January 1, 2001?

- No                       Yes--Please identify the firms that made the hand trucks, the countries where they are located, and provide a description of the quality problems.

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III-15. Did the filing of the antidumping petition, the Commission's affirmative preliminary determination in January 2004, or the Department of Commerce's preliminary dumping determination in May 2004 cause you to cancel orders and/or reduce purchase quantities of hand trucks and parts from China?

- No                       Yes--Please identify instances in which you cancelled orders and/or reduced purchases, and provide a description of your reasons for doing so.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-16. For the factors listed below, please rate each in terms of its importance in your purchase decision for hand trucks and parts.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-17. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase hand trucks and parts for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-18. What characteristics does your firm consider when determining the quality of hand trucks and parts?

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

III-19. How often does your firm purchase the hand trucks and parts that are offered at the lowest price?

- Always       Usually       Sometimes       Never

III-20. Please list the names of any firms you considered price leaders in the hand trucks and parts market during January 2001-June 2004. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

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

III-21. Please describe how the above firm(s) exhibited price leadership.

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

III-22. Does your firm purchase hand trucks and parts over the internet?

- No       Yes--Please describe, noting the estimated percentage of your firm's total purchases of hand trucks and parts in 2003 accounted for by internet purchases.

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

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED HAND TRUCKS**

IV-1. Please indicate the countries of origin for hand trucks and parts for which your firm has actual marketing/pricing knowledge.

- United States
- China
- Other countries (Please specify \_\_\_\_\_)

IV-2. Are hand trucks and parts produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Other countries
United States			
China			
Other countries			

<sup>1</sup> For any country-pair producing hand trucks which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
HAND TRUCKS--Continued**

IV-3. Do you or your customers ever specifically order hand trucks and parts from one country in particular over other possible sources of supply?

- No                       Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why hand trucks and parts from these countries is preferred over hand trucks and parts from other countries (please note the specific product in your response).

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IV-4. Are certain grades/types/sizes of hand trucks and parts available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No                       Yes--Please identify the source and the grade/type/size.

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IV-5. If you purchased hand trucks and parts from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
HAND TRUCKS--Continued**

IV-6. For the factors listed below, please rate how hand trucks produced in each country you identified in your response to the first question in Part IV compares with hand trucks and parts produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate hand trucks and parts from one country superior or inferior to hand trucks from another.

_____	<b>compared to</b>			_____
(specify country)				(specify country)
	<b>SUPERIOR</b>	<b>COMPARABLE</b>		<b>INFERIOR</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Lower price .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Lower U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Other (specify):				
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
HAND TRUCKS--Continued**

IV-8. Please discuss the differences, if any, in the physical characteristics, conditions of sales, and price levels of U.S.-produced and Chinese-produced finished hand trucks and/or hand truck parts sold in the United States. Please note the impact, if any, of such differences on demand for finished hand trucks and/or hand truck parts in the United States.

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IV-8. (a) How often do domestically produced hand trucks and parts meet minimum quality specifications for your uses or your customers' uses?

Always      Usually      Sometimes      Rarely or never

(b) How often do imported subject hand trucks and parts meet minimum quality specifications for your uses or your customers' uses?

Always      Usually      Sometimes      Rarely or never

(c) How often do imported nonsubject hand trucks and parts meet minimum quality specifications for your uses or your customers' uses?

Country \_\_\_\_\_ Always      Usually      Sometimes      Rarely or never

Country \_\_\_\_\_ Always      Usually      Sometimes      Rarely or never

Country \_\_\_\_\_ Always      Usually      Sometimes      Rarely or never

**PART V.--SUPPLIER IDENTIFICATION**

Please provide the names and addresses of your firm's five largest suppliers of hand trucks and parts purchased during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of hand trucks that each of these suppliers accounted for in 2003.

No.	Supplier's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 purchases (%)
<b>Finished Hand Trucks</b>					
1					
2					
3					
4					
5					
<b>Unassembled Hand Trucks or Hand Truck Parts</b>					
1					
2					
3					
4					
5					