

IMPORTERS' 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)).

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

Has your firm imported hand trucks or hand truck parts (as defined in the instruction booklet) from any country 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 II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Elizabeth Haines (202-205-3200, or elizabeth.haines@usitc.gov). **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 hand trucks and parts since January 1, 2001?

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 hand trucks and parts from China for delivery after June 30, 2004?

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

II-4. If your firm also produces hand trucks and parts 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. **Finished hand trucks.**—Report your firm's imports and your firm's shipments and inventories of finished hand trucks 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 and identify the country for which you are reporting in the space provided.**

China All other sources combined¹

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS:²					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ³ of internal consumption/transfers					
EXPORT SHIPMENTS:⁴					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)					
U.S. COMMERCIAL SHIPMENTS TO CATALOG HOUSES AND INDUSTRIAL SUPPLY DISTRIBUTORS (<i>quantity</i>)					
U.S. COMMERCIAL SHIPMENTS TO HOME IMPROVEMENT STORES (<i>quantity</i>)					
U.S. COMMERCIAL SHIPMENTS TO HARDWARE STORES (<i>quantity</i>)					
U.S. COMMERCIAL SHIPMENTS TO ALL OTHER FIRMS (<i>quantity</i>)					
¹ Please identify these sources: _____ _____					
² Identify the foreign producers, if known: _____ _____					
³ 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 2001, 2002, and 2003 below: _____ _____					
⁴ Identify your principal export markets: _____ _____					
⁵ Reconciliation of data. —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? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____					

PART II.—TRADE AND RELATED INFORMATION—Continued

II-6. Parts of hand trucks.—Report your firm's imports and your firm's shipments and inventories of hand truck frames, hand truck handling areas, hand truck projecting edges (or toe plates), and unassembled hand trucks (complete or partial kits including these parts) imported by your firm during the specified periods. (See definitions in the instruction booklet.) Report separately for each product listed below and for China and all other sources combined. Photocopy page as necessary and identify the product and country combination for which you are reporting in the space provided.

Frames
 Handling areas
 Projecting areas (toe plates)
 Unassembled hand trucks (complete or partial kits including these parts)

China
 All other sources combined¹

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS:²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS:⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES⁵ (quantity)					
U.S. COMMERCIAL SHIPMENTS TO CATALOG HOUSES AND INDUSTRIAL SUPPLY DISTRIBUTORS (quantity)					
U.S. COMMERCIAL SHIPMENTS TO HOME IMPROVEMENT STORES (quantity)					
U.S. COMMERCIAL SHIPMENTS TO HARDWARE STORES (quantity)					
U.S. COMMERCIAL SHIPMENTS TO ALL OTHER FIRMS (quantity)					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ 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 2001, 2002, and 2003 below: _____

⁴ Identify your principal export markets: _____

⁵ Reconciliation of data.—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 III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

SALES PRICE DATA

To be completed by firms that sell to home improvement stores, hardware stores, and catalog houses/industrial supply distributors

Report your firm's U.S. commercial shipments of hand trucks imported from China and sold to unrelated U.S. customers. Values should be net values (i.e. gross sales values less all discounts, allowances, rebates, and the value of returned goods), f.o.b. your U.S. point shipment.

COPY THIS PAGE AS NECESSARY. Please check the appropriate box below for each product¹ and channel of distribution that applies, and copy a separate page for each.

PRODUCT: Product 1 Product 2 Product 3 Product 4

CUSTOMER: Home improvement stores Hardware stores

Catalog houses/Industrial supply distributors

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

Section III-A. PRICE DATA—Continued

PURCHASE PRICE DATA DIRECT IMPORTS ONLY;

to be completed by retailers that import directly and sell to final consumers.

Report your firm's direct imports of hand trucks imported from China. Values should be net values (i.e. gross sales values less all discounts, allowances, rebates, and the value of returns goods), f.o.b. (landed duty paid).

COPY THIS PAGE AS NECESSARY. Please check the appropriate box below for each product and channel of distribution that applies, and copy a separate page for each.

PRODUCT: Product 1 Product 2 Product 3 Product 4

<i>(Quantity in units, value in dollars)</i>		
Period of imports	Quantity	Value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

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

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.

Section III-B.--PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of hand trucks and parts (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.

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

III-B-3. What are your firm's typical sales terms for hand trucks and parts 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 share of your firm's sales of its hand trucks and parts imported from China in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of hand trucks and parts?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of hand trucks and parts that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's hand trucks and parts?

- Northeast Mid-Atlantic Midwest Southeast
- Southwest Rocky Mountains West Coast Northwest
- National Other (describe) _____

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

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

III-B-13. Are hand trucks and parts produced in the United States and in other countries interchangeable (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.¹

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

¹ For any country-pair producing hand trucks and parts which is *sometimes or never* interchangeable, please explain the factor(s) that limit or preclude interchangeable use:

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

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

IV-B-14. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between hand trucks and parts produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

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

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of hand trucks and parts, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for hand trucks and parts imported from China during January 2001-June 2004. 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 hand trucks and parts from China that each of these customers accounted for in 2003.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					