

IMPORTERS' QUESTIONNAIRE
STEEL WIRE GARMENT HANGERS FROM CHINA

Return completed questionnaire to:

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

So as to be received by the Commission by no later than August 14, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning steel wire garment hangers ("SWG hangers") from China (inv. No. 731-TA-1123 (Preliminary)). 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported SWG hangers (as defined in the instruction booklet) <u>from any country at any time since January 1, 2004?</u></p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>

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

Email address

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 40 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 SWG hangers from China into the United States or which are engaged in exporting SWG hangers 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 Fred Ruggles (202-205-3187 or E-mail fred.ruggles@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 SWG hangers since January 1, 2004?

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 SWG hangers from China for delivery after June 30, 2007?

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

Item	07/07	08/07	09/07	10/07	11/07	12/07
Quantity (1,000 hangers)						

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

China All other sources combined¹

<i>(Quantity in 1,000 hangers, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2004	2005	2006	2006	2007
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
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 (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<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 2004, 2005, and 2006 below: _____ _____					
⁴ Identify your principal export markets: _____ _____					
⁵ <u>Reconciliation of data.</u> --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. Report your firm's U.S. shipments of the below-listed types of certain steel wire garment hangers that were imported by your firm in 2006. **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 combined

Type of hanger	Quantity in 1,000 hangers	Value in \$1,000
Steel wire garment hangers:		
Shirt hangers		
Suit hangers		
Strut hangers		
Caped hangers		
Drapery hangers		
Latex uniform rental hangers		
Other uniform rental hangers		
Other steel wire garment hangers ¹		
Subtotal ²		
Wooden garment hangers		
Plastic garment hangers		
Aluminum garment hangers		
Other garment hangers³		
TOTAL		

¹ Describe: _____

² The quantity and value reported here should equal total U.S. shipments (i.e., commercial shipments **plus** internal consumption **plus** transfers to related firms) as reported on the page 5 (i.e., question II-5).

³ Describe: _____

PART III.-PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from William Greene (202-205-3405 / [greene@usitc.gov](mailto:greeneg@usitc.gov)).

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 U.S. commercial shipments to unrelated U.S. customers of the following products imported from China, Mexico, Canada, Korea, Taiwan, and Colombia during January 2004-June 2007:

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: 14½ gauge / 16-inch plain caped hangers

Product 5: 14½ gauge / 16-inch stock print caped hangers

Product 6: 16-inch strut hangers

Product 7: 13 gauge / 16-inch latex hanger

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). See instruction booklet.

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,¹ by country, imported and sold by your firm.

Product 1
 Product 2
 Product 3
 Product 4
 Product 5
 Product 6
 Product 7
 China
 Mexico
 Canada
 Korea
 Taiwan
 Colombia
 Other _____

<i>(Quantity in 1,000 hangers, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
January-March		
April-June		
July-September		
October-December		
2007:		
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/> <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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of SWG 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.

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 SWG 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 share of your firm's sales of its SWG hangers imported from China in 2006 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 SWG hangers?

Source	Share of 2006 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 SWG hangers 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 SWG hangers?

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

III-B-10. Describe the end uses of the SWG hangers that you import from China. For each end-use product, what percentage of the total cost is accounted for by SWG hangers?

<u>End use</u>	<u>Share of total cost accounted for by SWG hangers (percent)</u>
_____	_____
_____	_____
_____	_____

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

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

III-B-11. (a) Please list in order of importance any products that may be substituted for SWG hangers.

(1) _____ (2) _____ (3) _____

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

(c) Have changes in the prices of these products affected the price for SWG hangers?

No Yes--To what degree do changes in their prices affect the price for SWG hangers? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of SWG hangers or final end use?

III-B-12. How has the demand within the United States (and outside the United States if known) for SWG hangers changed since January 1, 2004? What principal factors affect changes in demand?

Increased Unchanged Decreased

III-B-13. Have there been any significant changes in the product range or marketing of SWG hangers since January 1, 2004?

No Yes--Please describe.

III-B-14. Does your firm sell SWG hangers over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of SWG hangers in 2006 accounted for by internet sales.

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 SWG hangers imported from China during January 2004-June 2006. 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 SWG hangers from China that each of these customers accounted for in 2006.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2006 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					