

**IMPORTERS' QUESTIONNAIRE**

**HAND TRUCKS 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 1, 2003**

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 from China (inv. No. 731-TA-1059 (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)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm imported hand trucks (as defined in the instruction booklet) from any country at any time since January 1, 2000?

**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-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 hand trucks from China into the United States or which are engaged in exporting hand trucks 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?

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 hand trucks. 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 hand trucks 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 hand trucks 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 hand trucks 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 Elizabeth Haines (202-205-3200, or ehaines@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 since January 1, 2000?

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 from China for delivery after September 30, 2003?

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

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

II-4. If your firm also produces hand trucks 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 all other sources combined. Photocopy page as necessary and identify the product and country combination for which you are reporting in the space provided.**

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

<i>(Quantity in 1,000 units, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2000	2001	2002	2002	2003
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>					
<b>IMPORTS:<sup>2</sup></b>					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption/company transfers:</b>					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> <sup>3</sup> of internal consumption/transfers					
<b>EXPORT SHIPMENTS:<sup>4</sup></b>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> <i>(quantity)</i>					
<b>U.S. COMMERCIAL SHIPMENTS TO CATALOG HOUSES AND INDUSTRIAL SUPPLY DISTRIBUTORS</b> <i>(quantity)</i>					
<b>U.S. COMMERCIAL SHIPMENTS TO HARDWARE STORES</b> <i>(quantity)</i>					
<b>U.S. COMMERCIAL SHIPMENTS TO HOME IMPROVEMENT STORES</b> <i>(quantity)</i>					
<b>U.S. COMMERCIAL SHIPMENTS TO ALL OTHER FIRMS</b> <i>(quantity)</i>					
<sup>1</sup> Please identify these sources: _____ _____ _____					
<sup>2</sup> 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 2000, 2001, and 2002 below: _____ _____					
<sup>4</sup> Identify your principal export markets: _____ _____					
<sup>5</sup> <b>Reconciliation of data.</b> —Note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Also, the sum of the quantities of U.S. commercial shipments to the specified types of stores and firms should equal the quantities reported under "Quantity of commercial shipments." 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, and hand truck projecting edges (or toe plates) 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)  
 China     
  All other sources combined<sup>1</sup>

(Quantity in 1,000 units, value in \$1,000)					
Item	Calendar years			January-September	
	2000	2001	2002	2002	2003
<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. COMMERCIAL SHIPMENTS DISTRIBUTORS</b> (quantity)					
<b>U.S. COMMERCIAL SHIPMENTS TO END USERS</b> (quantity)					
<sup>1</sup> Please identify these sources: _____ <sup>2</sup> 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 2000, 2001, and 2002 below: _____ <sup>4</sup> Identify your principal export markets: _____ <sup>5</sup> <b>Reconciliation of data.</b> —Note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Also, the sum of the quantities of U.S. commercial shipments to the specified types of stores and firms should equal the quantities reported under "Quantity of commercial shipments." Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					

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

Further information on this part of the questionnaire can be obtained from Clark Workman (202-205-3248).

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 during January 2000-September 2003:

**Product 1.**-Steel single loop handle truck with a load rating of 400-800 pounds, P-shaped or D-shaped handle, overall vertical height of 50 to 52 inches, and a toe plate which is 8-9 ½ inches by 14 inches

**Product 2.**-Steel convertible truck with a load rating of 300-800 pounds, flow back handle style, overall vertical height of 33 to 52 inches, and a toe plate which is 6 ½ -9 inches by 14 inches

**Product 3.**-Steel appliance truck with a load rating of 700 pounds, overall vertical height of 60 inches, a toe plate which is 4 ½ inches by 24 inches, and a manual belt tightener

Please report separately for your firm's shipments of these specific products to the following customer types: (1) home improvement stores, (2) hardware stores, (3) catalog houses/industrial supply distributors. Please check the appropriate box on the following page indicating which type of customer and photocopy that page as necessary.

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, allowances, rebates, and returns). 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<sup>1</sup> imported from China and sold by your firm. Please also report separately for each type of customer listed below.

**PRODUCT:** Product 1  Product 2  Product 3

**CUSTOMER:** Home improvement stores  Hardware stores

Catalog houses/Industrial supply distributors

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>2</sup>
<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		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		

<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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<sup>2</sup> 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 hand trucks (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 hand trucks 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 imported from China in 2002 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?

Source	Share of 2002 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

III-B-8. (a) What is the approximate percentage of the total delivered cost of hand trucks 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?

- \_\_\_\_\_ 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**

IV-B-10. What other products, if any, serve as substitutes for hand trucks?

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III-B-11. How has the demand within the United States (and outside the United States if known) for hand trucks changed since January 1, 2000? What principal factors affect changes in demand?

\_\_\_\_ Increased                      \_\_\_\_ Unchanged                      \_\_\_\_ Decreased

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III-B-12. Have there been any significant changes in the product range or marketing of hand trucks since January 1, 2000?

No                       Yes--Please describe.

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

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

III-B-13. Are hand trucks 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.<sup>1</sup>

Country-pair	United States	China	Other countries
United States			
China			

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

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**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 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.<sup>1</sup>

Country-pair	United States	China	Other countries
United States			
China			

<sup>1</sup> 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, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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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 customers for hand trucks imported from China during January 2000-September 2003. 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 from China that each of these customers accounted for in 2002.

19	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					