

PRODUCERS' 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced hand trucks (as defined in the instruction booklet) at any time since January 1, 2000?</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

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-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. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No (that is, I do not wish my position on the petition to be made public)

I-4. 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>
_____	_____	_____
_____	_____	_____

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of hand trucks?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced on same equipment and share of total production in 2002 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Hand trucks	_____	_____	_____
_____	_____	_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce hand trucks?

No Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2002 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Hand trucks	_____	_____	_____
_____	_____	_____	_____

II-6. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of hand trucks?

No Yes--Name firm: _____

II-7. Does your firm produce hand trucks in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2000, has your firm imported hand trucks?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-9. **Finished hand trucks.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of finished hand trucks, in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in 1,000 units, value in \$1,000)					
Item	Calendar years			January-September	
	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY ¹ (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ² of transfers to related firms					
EXPORT SHIPMENTS:³					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (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)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					

¹ The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:

³ Identify your principal export markets: _____.

⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, 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?

Yes No--Please explain: _____.

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

II-10. **Parts of hand trucks.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of hand truck frames, hand truck handling areas and hand truck projecting edges (or toe plates) in your U.S. establishment(s) during the specified periods, that were/are **not for use in your production of finished hand trucks**. (See definitions in the instruction booklet.) **Report separately for each product; photocopy page as necessary and indicate the product for which you are reporting.**

Frames Handling areas Projecting edges (toe plates)

<i>(Quantity in 1,000 units, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ² of transfers to related firms					
EXPORT SHIPMENTS: ³					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)					
U.S. COMMERCIAL SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. COMMERCIAL SHIPMENTS TO END USERS (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					

¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, 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?

Yes No--Please explain: _____

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

II-11. If you reported transfers to related firms in questions II-9 and II-10, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-12. Other than direct imports, has your firm otherwise purchased finished hand trucks or parts of hand trucks since January 1, 2000? (See definitions in the instruction booklet.) **Report separately for each product; photocopy page as necessary and indicate the product for which you are reporting.**

No Yes--Report such purchases below for the specified periods.¹

Finished hand trucks Frames Handling areas Projecting edges (toe plates)

<i>(Quantity in 1,000 units, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2000	2001	2002	2002	2003
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
CHINA:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. 					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. 					

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

II-13. The definition of "hand trucks" includes certain components used in hand trucks, namely the frame, handling area, and projecting edges or toe plate. With respect to these components, does your firm use the same components that it produces for use in finished hand trucks for use in other finished articles as well?

No Yes—Indicate approximately what proportion of your production of these components went to various finished articles in 2002:

<u>Product</u>	<u>Percent</u>
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Frames:

For hand trucks	_____
-----------------	-------

For _____	_____
-----------	-------

For _____	_____
-----------	-------

Total	100
-------	-----

Handling areas:

For hand trucks	_____
-----------------	-------

For _____	_____
-----------	-------

For _____	_____
-----------	-------

Total	100
-------	-----

Projecting edges or toe plates:

For hand trucks	_____
-----------------	-------

For _____	_____
-----------	-------

For _____	_____
-----------	-------

Total	100
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PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432 or cyost@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?
List the names, titles, and phone numbers (including extensions) of the people who actually prepared and/or have actual knowledge of this response.

Company contact: _____
 Name and title _____
 _____ Ext. _____
 Phone No. _____ Fax No. _____ E-mail address _____

Your company's World Wide Website: _____

III-2. Briefly describe your Financial Accounting system.

A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the periods examined, explain below:

B. 1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
 2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ___ No ___
 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10K's)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
 Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive
 (specify) _____

Note: The Commission may request your company to submit copies of your financial statements including internal profit/loss statements.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.)

III-4. Describe briefly about your submission methodology including allocation basis if any, especially for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced hand trucks, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Product(s)</u>	<u>Share of sales</u>
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on hand trucks.--Report the revenue and related cost information requested below on the hand trucks operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in 1,000 units, value in \$1,000)</i>					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2002	2003
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-7. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on hand trucks, and the values of the property, plant, and equipment used in the production of hand trucks. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2002	2003
Capital expenditures					
Research and development expenditures					
Property, plant, and equipment:					
Original cost					
Book value					

III-8. Since January 1, 2000, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of hand trucks from China?

No Yes--My firm has experienced actual negative effects as follows:

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds

Other (specify) _____

III-9. Does your firm anticipate any negative impact of imports of hand trucks from China?

No Yes--My firm anticipates negative effects as follows:

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

Section IV-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced 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 ²
2000:		
January-March		
April-June		
July-September		
October-December		
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		
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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-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.

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced hand trucks (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic hand trucks usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what shares of your firm's sales of its U.S.-produced hand trucks 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	

IV-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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-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? _____

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

Source	Share of 2002 sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-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.

IV-B-9. What is the geographic market area(s) 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 IV.--PRICING AND RELATED INFORMATION--Continued

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

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

IV-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

IV-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.

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

Section IV-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.¹

Country-pair	United States	China	Other countries
United States			
China			

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, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for hand trucks 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 shipments of hand trucks that each of these customers accounted for in 2002.

No.	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					

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

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2000: Did your firm lose sales of hand trucks to imports of these products from China?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (1,000 units)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)