
PRODUCERS' 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)).

<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 or hand truck parts (as defined in the instruction booklet) at any time since January 1, 2001?</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-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. 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 U.S. Bureau of Customs and Border Protection 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 I.--GENERAL QUESTIONS--Continued

I-5. 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>
_____	_____	_____
_____	_____	_____

I-6. 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.--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; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of hand trucks and parts since January 1, 2001?

No Yes--Supply details as to the time, nature, and significance of such changes.

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 and parts?

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 2003 (in percent):

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

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 and parts?

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 2003 (in percent):

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

II-6. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of hand trucks and parts?

No Yes--Name firm: _____

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

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2001, has your firm imported hand trucks and parts?

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 units, value in \$1,000)					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
AVERAGE PRODUCTION CAPACITY¹ (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 INVENTORIES⁴ (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 2001, 2002, and 2003 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, hand truck projecting edges (or toe plates), and unassembled hand trucks (partial or complete kits including these parts) 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) Unassembled hand trucks (partial or complete kits including these parts)

<i>(Quantity in units, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
AVERAGE PRODUCTION CAPACITY¹ (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity of commercial shipments</i>					
<i>Value of commercial shipments</i>					
EXPORT SHIPMENTS:²					
<i>Quantity of export shipments</i>					
<i>Value of export shipments</i>					
END-OF-PERIOD INVENTORIES³ (<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>)					
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 Identify your principal export markets: _____

³ 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 transfer finished hand trucks, unassembled hand trucks, or hand truck parts to related firms, 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. 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 2003:

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Frames:		Projecting edges or toe plates:	
For hand trucks	_____	For hand trucks	_____
For _____	_____	For _____	_____
For _____	_____	For _____	_____
Total	100	Total	100
Handling areas:			
For hand trucks	_____		
For _____	_____		
For _____	_____		
Total	100		

II-13. If your firm produces finished hand trucks, please describe the process by which your firm transforms hand truck parts or unassembled hand trucks into finished hand trucks. Please include in your description an indication of the level of expertise required by your U.S. assembly operations, and the degree of value added by such operations.

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

II-14. Other than direct imports, has your firm otherwise purchased hand trucks or parts of hand trucks since January 1, 2001? (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)

Unassembled hand trucks (partial or complete kits including frames/handling areas/projecting areas)

<i>(Quantity in units, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
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. <hr/> <hr/>					
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. <hr/> <hr/>					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432 or Charles.Yost@usitc.gov). **If your firm has been involved in a toll agreement (see definition in the instruction booklet) regarding the production of hand trucks and parts, please contact Charles Yost before completing this section of the questionnaire.**

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

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

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 period 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, 10Ks)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
4. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes hand trucks and parts, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

III-4. Briefly describe your allocation basis, if any, 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 parts, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____

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 units, value in \$1,000)</i>					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2003	2004
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. Operations on parts of hand trucks.--Report the revenue and related cost information requested below on operations of your U.S. establishment(s) for the production of hand truck frames, hand truck handling areas, hand truck projecting edges (or toe plates), and unassembled hand trucks (partial or complete kits including these parts) in your U.S. establishment(s) during the specified periods, that were/are **not for use in your production of finished hand trucks.**¹ 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 units, value in \$1,000)</i>					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2003	2004
Net commercial sales quantities:²					
Frames					
Handling areas					
Projecting edges (toe plates)					
Unassembled hand trucks (complete or partial kits including these parts)					
Total net sales quantities					
Net commercial sales values:²					
Frames					
Handling areas					
Projecting edges (toe plates)					
Unassembled hand trucks (complete or partial kits including these parts)					
Total net sales values					
Cost of goods sold:					
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-8. Asset values.--Report the total assets associated with the production, warehousing, and sale of hand trucks. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right, and as of the end of the specified interim periods.

(Value in \$1,000)					
Value of	Fiscal years ended--			January-June	
	_____	_____	_____	2003	2004
Assets associated with the production, warehousing, and sale of product:					
1. Current assets:					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (Finished goods)					
D. Inventories (raw materials and work in process)					
E. Short-term investments					
F. Prepaid expenses					
G. Property held for resale					
H. Other (describe _____)					
I. Total current assets (lines 1.A. through 1.H.)					
2. Notes receivable					
3. Long-term investments					
4. Property, plant, and equipment					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
5. Goodwill					
6. Other (describe _____)					
7. Other (describe _____)					
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)					

PART III.--FINANCIAL INFORMATION--Continued

III-9. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on 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-June	
	_____	_____	_____	2003	2004
Capital expenditures					
Research and development expenditures					

III-10. Since January 1, 2001, 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 and parts 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-11. Does your firm anticipate any negative impact of imports of hand trucks and parts from China?

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

PART IV.--PRICING AND RELATED INFORMATION

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

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2001-June 2004:

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

Product 4.—Aluminum convertible truck with a load rating of 500-1200 pounds, continuous loop and/or dual handle, overall vertical height of 50 to 62 inches, and a toe plate which is 7 ½ -10 inches by 14-18 inches

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

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

Report your firm's U.S. commercial shipments of hand trucks 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. Complete a separate page for each of the specified products produced and sold by your firm.

PRODUCT: Product 1 Product 2 Product 3 Product 4

CUSTOMER: Home improvement stores Hardware stores

Catalog houses/Industrial supply distributors

(Quantity in units, value in dollars)		
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.		

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

Section IV-B.--PRICE-RELATED QUESTIONS

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.

IV-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.

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 and parts(e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic hand trucks and parts 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 and parts 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	

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 and parts?

Source	Share of 2003 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 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.

IV-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) _____

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

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

IV-B-11. How has the demand within the United States (and outside the United States if known) for hand trucks and parts changed since January 1, 2001? 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 and parts since January 1, 2001?

No Yes--Please describe.

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

IV-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 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 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 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 and parts 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 shipments of hand trucks and parts 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					

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

PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.

Since January 1, 2001: Did your firm lose sales of hand trucks and parts 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 (units)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)