

**IMPORTERS' QUESTIONNAIRE**  
**IRONING TABLES AND 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 April 23, 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 ironing tables and certain parts thereof from China (Inv. No. 731-TA-1047 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

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

Has your firm imported ironing tables or certain parts thereof (as defined in the instruction booklet) from any country at any time since January 1, 2001?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)  
 **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I.—GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 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.

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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 ironing tables or certain parts thereof from China into the United States or which are engaged in exporting ironing tables or certain parts thereof 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 Megan Spellacy (202-205-3190). **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 ironing tables or certain parts thereof since January 1, 2001?

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

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

II-3. Has your firm imported or arranged for the importation of ironing tables or certain parts thereof from China for delivery after December 31, 2003?

No  Yes--Indicate when the product(s) and such orders are to be delivered and the quantities and values (landed at the U.S. port(s) of entry) involved.

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

II-4. If your firm also produces ironing tables or certain parts thereof in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5. During January 2001 - December 2003, did your firm import:

Ironing tables  No  Yes  
Parts of ironing tables  No  Yes

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

II-6. **IMPORTS BY SOURCE.**--Report all of your firm's imports and all of your firm's shipments and inventories of ironing tables, parts of ironing tables, and ironing boards imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined. Also report separately for (1) ironing tables (and parts imported separately), (2) over-the-door ironing and wall-mounted ironing boards, (3)**

**countertop and tabletop ironing boards. Photocopy as many pages as you need and identify the country and products for which you are reporting in the space provided.** If your firm does not import one of the following items, please so indicate by inserting "N/A" in the appropriate box.

- |                                  |   |  |
|----------------------------------|---|--|
| <b>China</b>                     | <b>All other sources combined<sup>1</sup></b> |  |
| <b>Ironing tables</b>            | <b>Over-the-door ironing boards</b>           | <b>Wall-mounted ironing boards</b>                 |
| <b>Countertop ironing boards</b> | <b>Tabletop ironing boards</b>                | <b>Parts of ironing tables imported separately</b> |

		<i>(Quantity in units, value in \$1,000)</i>				
Item		Calendar years			January - March	
		2001	2002	2003	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>						
<b>IMPORTS:<sup>2</sup></b>						
<i>Quantity of imports</i>						
<i>Value of imports</i>						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
<i>Quantity of commercial shipments</i>						
<i>Value of commercial shipments</i>						
<b>Internal consumption/company transfers:</b>						
<i>Quantity of internal consumption/transfers</i>						
<i>Value<sup>3</sup> of internal consumption/transfers</i>						
<b>EXPORT SHIPMENTS:<sup>4</sup></b>						
<i>Quantity of export shipments</i>						
<i>Value of export shipments</i>						
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> <i>(quantity)</i>						
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> <i>(quantity)</i>						
<b>U.S. SHIPMENTS TO END USERS</b> <i>(quantity)</i>						
<b>U.S. SHIPMENTS TO ALL OTHERS (e.g., hotels)</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 2001, 2002, and 2003 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. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

II-7. Please report the types of ironing tables your firm imported into the United States during 2001-2003.

<b>(Quantity in Units)</b>				
<b>Ironing table type</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>January - March</b>

				<b>2003</b>	<b>2004</b>
<b>Mesh-top T-top</b>					
<b>Mesh-top 4-leg</b>					
<b>Perforated-top T-leg</b>					
<b>Perforated-top 4-leg</b>					
<b>Other</b>					
<b>Total<sup>1</sup></b>					

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<sup>1</sup> Totals should equal the totals for the quantity of imports reported on the previous page.



**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.

Product 1  Product 2

<i>(Quantity in units, value in dollars)</i>				
Period of shipment	Quantity of <u>all</u> U.S. commercial shipments	Value <sup>2</sup> of <u>all</u> U.S. commercial shipments	Quantity of U.S. commercial shipments which were <u>not</u> bundled <sup>3</sup> with other products	Value <sup>2</sup> of U.S. commercial shipments which were <u>not</u> bundled <sup>3</sup> with other products
<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				
October-December				
<b>2004:</b>				
January-March				

<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:

<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.

<sup>3</sup> For purposes of this investigation, the term "bundled" is defined as the sale of an ironing table with a non-ironing table product or products in which the price of the ironing table is affected by the group negotiated price.



**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 ironing tables (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 ironing tables 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 ironing tables imported from China in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

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

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet-or-release provision? \_\_\_\_\_

(e) How frequently are meet-or-release provisions invoked? \_\_\_\_\_

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

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

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? \_\_\_\_\_
- (e) How frequently are meet-or-release provisions invoked? \_\_\_\_\_

III-B-7. (a) Approximately what amounts of your firm's sales of its U.S.-produced ironing tables (based on quantity) were sold in the following manner?

Type of sale	Amount of sales (units)				
	2001	2002	2003	January - March	
				2003	2004
Traditional line reviews/negotiations					
Internet auctions					
Other ( _____ )					

(b) Approximately what amounts of your firm's sales of its imported ironing tables from China were sold separately or sold bundled with other products?

Type of sale	Share of sales (units)				
	2001	2002	2003	January - March	
				2003	2004
Sold separately (not bundled with other products)					
Bundled with other products					
Total	100	100	100		

(c) Please describe the relative prices of ironing tables sold separately and ironing tables sold bundled with other products. \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

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

III-B-8. What is the average lead time between a customer's order and the date of delivery for your firm's sales of ironing tables?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

III-B-9. (a) What is the approximate percentage of the total delivered cost of ironing tables 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-10. What is the geographic market area in the United States served by your firm's ironing tables?

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

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

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

III-B-11. (a) Please list in order of importance any products (such as over-the-door ironing boards, wall-mounted ironing boards, or countertop or tabletop ironing boards) that may be substituted for ironing tables.

(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 ironing tables?

No       Yes--To what degree do changes in their prices affect the price for ironing tables? Does this effect have a time lag? If so, how long is the time lag for each substitute product?

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

III-B-12. How has the demand within the United States (and outside the United States if known) for ironing tables changed since January 1, 2001? 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 ironing tables since January 1, 2001?

No       Yes--Please describe.

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

III-B-14. How important are additional features (e.g., iron rests, cord holders, clothes racks) in your sales of ironing tables?

Very Important      Somewhat Important      Not Important  
 Please indicate your ironing tables' major additional features  and their degrees of importance:

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

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

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

III-B-15. a) Do you consider mesh-top and perforated-top ironing tables to be interchangeable?

- Yes       No--Please explain.

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b) How important are differences in quality between mesh-top and perforated-top ironing tables for your firm's sales?

- Not important       Somewhat Important       Very important

Comments: \_\_\_\_\_

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c) Does either type of ironing table command a price premium over the other?

- Yes- Mesh-top is priced higher than perforated-top.  
 Yes- Perforated-top is priced higher than mesh-top.  
 No difference in price.

III-B-16. Please provide an estimated price range (f.o.b. U.S. point of shipment) for your firm's U.S. shipments of your ironing tables or ironing boards imported from China.

Product	2003 price range ( <i>per unit</i> )	
	Low	High
Metal-perforated top, T-Leg		
Metal mesh top, T-Leg		
Metal-perforated top, 4-leg		
Metal mesh top, 4-Leg		
Over-the-door		
Tabletop or countertop		
Wall-mounted		

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

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

III-B-17. For each internet sale/reverse auction in which your firm participated, please provide the following information (attach additional pages if necessary):

a) What was the name of the company sponsoring the auction? \_\_\_\_\_

b) When did the auction take place? \_\_\_\_\_

c) Which metal-top ironing table products or product lines were being purchased through the auction? .

\_\_\_\_\_

d) When was the metal-top ironing table product to be shipped to the purchaser?

\_\_\_\_\_

e) What were the quantities of each metal-top ironing table product or product line being purchased?

\_\_\_\_\_

f) What were your opening and final bids on each metal-top ironing table product or product line?

\_\_\_\_\_

g) Were your bids for ironing tables "bundled" with bids for other products? If so, specify the other products and explain. \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

h) What was the winning bid on each metal-top ironing table product? \_\_\_\_\_

i) If your firm did not win, please explain why you did not bid any lower.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

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

III-B-18. Are ironing tables 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
United States		
China		
Other countries		

<sup>1</sup> For any country-pair producing ironing tables which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

**Section III-C. COMPARABILITY OF PRODUCTS**—Since January 1, 2001, has your firm produced (1) ironing tables (as defined in the instruction booklet), (2) over-the-door and wall-mounted ironing boards, or (3) countertop and tabletop ironing boards?

No       Yes—In making its determination on what is the “domestic like product” in these and other antidumping investigations, the Commission generally considers a number of factors, including (1) physical characteristics and uses; (2) interchangeability; (3) channels of distribution; (4) customer and producer perceptions of the products; (5) common manufacturing facilities, production processes, and production employees; and, where appropriate (6) price. **If you have firsthand knowledge concerning the similarities and/or differences between the products listed above in terms of the six factors listed above, please give us your views concerning such similarities and/or differences.** Please indicate clearly which product(s) you are comparing. Photocopy this page and complete separate pages for each combination of products, as needed.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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

**Section III-D. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for ironing tables and certain parts thereof imported from China during 2001-2003. 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 ironing tables and certain parts thereof from China that each of these customers accounted for in 2003.

No.	Customer's name	Street address ( <u>not</u> 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					