U.S. PURCHASERS' QUESTIONNAIRE

WOVEN ELECTRIC BLANKETS

This questionnaire must be received by the Commission by no later than May 3, 2010

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning woven electric blankets ("WEBs") from China (Inv. No. 731-TA-1163 (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)). Further information on this questionnaire can be obtained from Joshua Levy (202-205-3236, joshua.levy@usitc.gov).

City	State 2	Zip Code	
World Wide Web	address		
.	ased either WEBs or knit electric blankets (as defin Foreign) at any time since January 1, 2007?	ed in the instruction booklet) from any	
NO (Sign	the certification below and promptly return only this pag	ge of the questionnaire to the Commission)	
	the instruction booklet carefully, complete all parts of the onnaire to the Commission so as to be received by the data.		
	CERTIFICATION		
	erein supplied in response to this questionnaire is		[,] ledge
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PART I.—GENERAL INFORMATION

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 25 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.	<u>OMB statistics</u> Please report the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.							
			<u>-</u>	hour	rs	_dollars		
I-1b.		eneral or the cl	arity of specific of	ents you may have for uestions. Please att		s to you		
I-2.	questionnaire (see	page 3 of the i	instruction bookle	address of establishret for reporting guide and trading symbol	elines). If your firn			
I-3.	OwnershipIs y	OwnershipIs your firm owned, in whole or in part, by any other firm? No YesList the following information.						
	Firm name		Address		Extent of ownership	<u>!</u>		
I-4.		are engaged in ing WEBs from	importing WEBs					
	Firm name		Address		<u>Affiliation</u>			

PART I.--GENERAL INFORMATION--Continued

☐ No	YesLis	t the following information.	
Firm name a	nd country	Address	<u>Affiliation</u>
_			
	_	your firm have any related fi	irms, either domestic or foreign, w
	ducersDoes y in the productio		irms, either domestic or foreign, w
	in the productio		Ç
are engaged	in the productio	n of WEBs?	

PART II.--PURCHASES

Contact information (Purch	<u>ases</u>)Who should be	contacted regarding the information r	equested in
parts II to IV?			
Company contact:			
1 7	Name and title		
	()		
	Phone number	E-mail address	

II-1. Purchases.--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of WEBs. Report based on delivery date, not order date.

Item	2007	2008	2009
Purchases of WEBs produced in The United States: Quantity			
Value			
China: Quantity			
Value			
All other countries: ¹ Quantity			
Value			
Purchases of knit electric blankets produced in- The United States: Quantity			
Value			
China: Quantity			
Value			
All other countries: ¹ Quantity			
Value			

PART II.--PURCHASES--Continued

II-3.

II-2. <u>Changes in purchasing patterns.</u>—Please indicate how the relative levels of your firm's purchases of WEBs from different sources (both domestic and foreign) have changed since January 1, 2007.

Source of purchases	Trend	Explanation for trend
The United States	Decreased	
	☐ Increased	
	☐ Constant	
	☐ Fluctuated	
China	Decreased	
	☐ Increased	
	☐ Constant	
	☐ Fluctuated	
All other countries	Decreased	
	☐ Increased	
	☐ Constant	
	☐ Fluctuated	
rchases from one country ease explain the reasons for		s purchased WEBs from only one country,

PART II.--PURCHASES--Continued

II-4. **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers of WEBs since January 1, 2007. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of WEBs that each of these suppliers accounted for in 2009.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2009 purchases (%)
1					
2					
3					
4					
5					

II-1.	Firm type Which of the following best describes your firm as a purchaser of WEBs (check all that apply)?
	☐ Retailer ☐ Distributor ☐ Other (Describe:)
II-2.	<u>Competition for sales.</u> If you are a <u>retailer</u> or <u>distributor</u> of WEBs, do you compete for sales to your customers with the manufacturers or importers from which you purchase WEBs?
	☐ No ☐ YesPlease explain
II-3.	<u>Types of customers.</u> If your firm is a <u>retailer</u> or <u>distributor</u> of WEBs, what are the major types o customers to which you sell WEBs?

III-4. Substitutes.--

	(a) Can other products be substituted for WEBs?						
	☐ No	YesPlease complete (b)).				
	(b) Please list in order of importance any products that may be substituted for WEBs. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate the degree to which changes in the price of the substitute products affect the price of WEBs, and the length of any time lag for such price effects.						
	Substitute	Applications/end uses		changes in the prices of this te affected the price for WEBs?			
1.			□ No	YesPlease explain.			
2.			□ No	YesPlease explain.			
3.			□No	YesPlease explain.			
4.			□ No	YesPlease explain.			
5.			☐ No	YesPlease explain.			

III-5.	Demand trends								
	(a)	How has the deman	nd within the United	d States for WEBs cl	hanged since January 1, 2007?				
		Increased	Decreased	Fluctuated	☐ No change				
		What principal fac	What principal factors affect changes in demand?						
	(b)	How has the demand outside the United States (if known) for WEBs changed since January 1, 2007?							
		Increased	Decreased	Fluctuated	☐ No change				
		What principal factors affect changes in demand?							
III-6.					ct that is produced in the				
	United	States an important	factor in your firm'	s purchases of WEB	ss (check ALL that apply)?				
		government purcha all purchases of W	ases under "Buy An EBs.	nerican" provisions).	ulation (for example, This involves percent of				
		your customers. T sPurchases of dom	his involves pestic product are rec	ercent of all purchas	ons (please specify these				

III-7	Conditions of competition							
	(a)	Is the WEBs market subject to business cycles or conditions of competition distinctive to WEBs?						
		☐ No	YesPlea	se explain and esti	mate the duration of a	ny such cycle.		
	(b)			arkets for WEBs si tition distinctive to	nce January 1, 2007 a o WEBs?	ffected the business		
		☐ No	YesPlea	se explain any suc	h changes.			
III-8.	<u>Decisions based on producer.</u> —To what extent does your firm, and to the extent that you know, do your customers make purchasing decisions involving WEBs based on the producer of the WEBs?							
	Your f	firm:	Always	Usually	Sometimes	☐ Never		
	Your	customers:	Always	Usually	Sometimes	Never		
		If at least sometimes, please discuss the factors your firm and/or your customers consider in determining the preferred producer or producers.						
	Your f	firm:						
	Your	customers:						

III-9.	Decisions based on country-of-origin Does your firm, and to the extent that you know, do your customers make purchasing decisions involving WEBs based on the country of origin of WEBs you purchase?									
	Your f	ïrm:	Always	Usually	Sometimes	Never				
	Your c	eustomers:	Always	Usually	Sometimes	Never				
			es, please discuss ferred producer or		firm and/or your cu	stomers consider in				
	Your f	ïrm:								
	Your c									
III-10.	Purchasing frequency									
	(a)	How frequently do you make purchases?								
		☐ Daily	☐ Weekly	Monthly	Quarterly A	Annually				
		Other (s	pecify))						
	(b)	Have you m January 1, 2 ☐ No	•		chasing patterns (e.g.,	frequency) since				
III-11.	Number of suppliers contactedHow many suppliers do you generally contact before making a purchase? firms									
III-12.	Change in suppliersHave you changed suppliers since January 1, 2007?									
	No YesPlease list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also explain the reasons for each change and indicate how frequently you change suppliers in general.									

New suppliersAre you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2007?
☐ No ☐ YesPlease identify each new supplier and indicate when and how you became aware of them.
,
Supplier qualification
(a) Do you require your suppliers to be or to become certified or qualified to sell WEBs to your firm?
☐ No ☐ Yes percent of purchases in 2009 ☐ Yesall purchases
(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product reliability of supplier, etc.)
(c) How long does it take to qualify a new supplier? days.
<u>Failure to certify.</u> Since January 1, 2007, have any domestic or foreign producers failed in their attempts to certify or qualify their WEBs with your firm or have any producers lost their approved status?
☐ No ☐ YesPlease identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.
·

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-16. <u>Purchasing factors</u>.—Please rate each factor listed below in terms of its importance to your firm in choosing between competing suppliers of WEBs.

	Very important	Somewhat important	Not important
Availability			
Branding			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Incentive programs			
Price			
Minimum qty requirements			
Packaging			
Product consistency			
Quality meets industry standards			
Quality exceeds industry standards			
Product range			
Reliability of supply			
Return rates			
Technical support/service			
U.S. transportation costs			
Other (specify):			

III-17.	factors generally order (examples	considered by your firm include branding, exten ceeding specifications of	n in deciding from whom t	ce, the three most important o purchase WEBs for any one ograms, prearranged contracts, of supplier's product line,
	1			
	·			
III-18.	quality of WEB		weaves (ppi); weight and	sider when determining the size of WEBs; wiring, control
III-19.	Frequency of d offered at the lo		How often does your firm	m purchase the WEBs that are
	Always	Usually	Sometimes	Never
III-20.	market since Jar price change, ei- firms that have a lowest priced su in which a price and whether it c	nuary 1, 2007. A price letter upward or downward significant impact on pupplier. For those firms in change was communicated.	d, that is followed by other rices. A price leader does dentified as a price leader, ited, whether the price char phic region or a specific pr	or more firms that initiate a r firms, or (2) one or more not necessarily have to be the please specify the time period nge was upward or downward,

PART IV.—PRODUCT COMPARISONS

IV-1.	actual marketing/pricing		es of origin for WEBs fo	or which your firm has
	United States			
	China			
	Other countries (Plea	ase specify)
IV-2.	Interchangeability by co countries interchangeable indicate below, using "A" interchangeable, "F" to in that the products are <i>some</i> interchangeable, and "0"	e (<i>i.e.</i> , can they physicall "to indicate that the products ndicate that the products netimes interchangeable,"	ly be used in the same app ducts from a specified co are <i>frequently</i> interchang "N" to indicate that the p	plications)? Please puntry-pair are <i>always</i> geable, "S" to indicate products are <i>never</i>
	Country-pair	United States	China	Other countries
	United States			
	China			
	¹ For any country-pair p the factors that limit or pred	producing WEBs which are clude interchangeable use:	sometimes or never interch	angeable, please explain

PART IV.—PRODUCT COMPARISONS -- Continued

IV-3. Non-price differences—Are differences other than price (*i.e.*, availability, branding, product range, quality, return rates, technical support, transportation network, *etc.*) between WEBs produced in the United States and in other countries a significant factor in your firm's purchases 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 never significant, and "0" to indicate no familiarity with products from a specified country-pair.

Country-pair	United States	China	Other countries					
United States								
China								
¹ For any country-pair tyour firm's purchases of Vimparted by such factors:	¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's purchases of WEBs, identify the country-pair and report the advantages or disadvantages imparted by such factors:							

PART IV.—PRODUCT COMPARISONS--Continued

<u>Country preferences</u> Do you or your customers ever specifically purchase WEBs from one country in particular over other possible sources of supply?					
No YesPlease identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why WEBs from these countries are preferred over WEBs from other countries (please note the specific product or products in your response).					
<u>Availability of merchandise.</u> Are certain grades/types/sizes of WEBs available from only a single source (domestic or foreign, including both subject and nonsubject countries)?					
☐ No ☐ YesPlease identify the source and the grade/type/size.					
Choice of product not based on priceIf you purchased WEBs from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include branding, control and display electronics, incentive programs, weave and blend of blanket shell, product range, return rates, etc.					

PART IV.—PRODUCT COMPARISONS--Continued

IV-6. <u>Factor country comparisons.</u>--For the factors listed below, please rate how WEBs produced in each country you identified in your response to question IV-1 compare with WEBs produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

	product from		product from			product from			
	compared to product from		compared to product from			compared to product from			
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Branding									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Incentive programs									
Price ¹									
Minimum quantity requirements									
Packaging									
Product consistency									
Quality meets industry standards									
Quality exceeds industry standards									
Product range									
Reliability of supply									
Return rates									
Technical support/service									
U.S. transportation costs ¹									
Other (specify):									

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.—PRODUCT COMPARISONS--Continued

IV-7.	IV-7. Minimum quality							
	(a)	How often do dome specifications?	mestically produced WEBs meet your firm's minimum quality					
		Always	Usually		Sometimes	Rarely	or never	
	(b)	How often do subje	ct imported W	EBs meet	your firm's minir	num quality spo	ecifications?	
		Always	Usually		Sometimes	Rarely o	or never	
	(c) How often do imported nonsubject WEBs (<i>i.e.</i> , WEBs from countries other meet your firm's minimum quality specifications?							
		Source Always Usually		Usually	Sometimes	Rarely or never		
		Court						
						Ш	Ш	