U.S. PURCHASERS' QUESTIONNAIRE

STEEL WIRE GARMENT HANGERS FROM TAIWAN AND VIETNAM

This questionnaire must be received by the Commission by no later than September 12, 2012

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 and countervailing duty investigations concerning steel wire garment hangers from Taiwan and Vietnam (Investigation Nos. 701-TA-487 and 731-TA-1197-1198 (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 Clark Workman (202-205-3248, clark.workman@usitc.gov).

Name of fi	Name of firm							
Address								
City		State	Zip Code					
World Wi	de Web address							
•	m purchased steel wire garment har foreign) at any time since Januar	0	n the instruction booklet) from <u>any</u> source					
NO	(Sign the certification below and	promptly return only	this page of the questionnaire to the Commission)					
YES		(Sign the certification below and promptly return only this page of the questionnaire to the Commission) (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)						

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 submitting 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 proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings 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 of Authorized Official	Title of Authorized Official	Date
	Phone:	
Signature		E-mail address
-	<i>Fax</i>	

PART I.—<u>GENERAL INFORMATION</u>

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.

____hours ____dollars

- I-1b. <u>**OMB feedback.--**</u>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. **Establishments covered.**--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. **Ownership.--**Is your firm owned, in whole or in part, by any other firm? No Yes--List the following information. Extent of Firm name Address ownership I-4. Related SUBJECT importers/exporters.--Does your firm have any related firms, either domestic or foreign, which are engaged in importing steel wire garment hangars from Taiwan and Vietnam into the United States or which are engaged in exporting steel wire garment hangars from Taiwan and Vietnam to the United States? No Yes--List the following information. Firm name Address Affiliation

PART I.--<u>GENERAL INFORMATION</u>--Continued

Related NONSUBJECT importers/exporters Does your firm have any related firms, either domestic or foreign, which are engaged in importing steel wire garment hangars from countrie other than Taiwan and Vietnam into the United States or which are engaged in exporting steel wire garment hangars from countries other than Taiwan and Vietnam to the United States?					
🗌 No	YesList th	ne following information.			
Firm name and c	<u>country</u>	Address	Affiliation		
are engaged in th	ne production o	f steel wire garment hangar	s, either domestic or foreign, which s?		
No	YesList th	ne following information.			
Firm name		Address	Affiliation		

PART II.--PURCHASES

<u>**Contact information.**</u>-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	
Fax	

II-1. **<u>Purchases.--</u>**Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of steel wire garment hangars. Report based on delivery date, not order date.

Quantity (<i>in 1,000 hangars</i>) and value (<i>in \$1,000</i>)					
Item	2009	2010	2011	JanJune 2012	
Purchases of steel wire garment hangars produced in					
The United States: Quantity					
Value					
Taiwan: Quantity					
Value					
Vietnam: Quantity					
Value					
China: <i>Quantity</i>					
Value					
Mexico: Quantity					
Value					
All other countries: ¹ Quantity					
Value					
¹ Please identify these count	ries:		•		

PART II.--<u>PURCHASES</u>--Continued

II-2. <u>Changes in purchasing patterns</u>.—Please indicate how the relative levels of your firm's purchases of steel wire garment hangars from different sources have changed in the last three years.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States						
Taiwan						
Vietnam						
China						
Mexico						
All other countries						

II-3. **Purchases from one country only**.--If your firm has purchased steel wire garment hangars from only one country, please explain the reasons for doing so.

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PART II.--<u>PURCHASES</u>--Continued

II-4. **Supplier identification.-**-Please list your firm's **FIVE** largest suppliers for steel wire garment hangars since 2009. Also, provide the share of the quantity of your firm's total purchases of steel wire garment hangars that each of these suppliers accounted for in 2011.

No.	Supplier's name	City and state	Share of quantity of 2011 purchases
1			%
2			%
3			%
4			%
5			%

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **<u>Firm type.--</u>**Which of the following best describes your firm as a purchaser of steel wire garment hangars (check all that apply)?

End user		
Distributor		
Other (Describe:)

III-2. <u>Competition for sales</u>.--If you are a <u>distributor</u> or <u>reseller</u> of steel wire garment hangars, do you compete for sales to your customers with the manufacturers or importers from which you purchase steel wire garment hangars?

No [YesPlease describe.
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- III-3. **Types of customers.--**If your firm is a <u>distributor</u> or <u>reseller</u> of steel wire garment hangars, what are the major types of consumers to which you sell steel wire garment hangars?
- III-4. <u>End uses</u>.--If your firm is an end user of steel wire garment hangars, list in order of quantity of steel wire garment hangars consumed, the top 3 products for which your firm purchases steel wire garment hangars as a component part or input. Please indicate what percentage of the <u>total cost</u> is accounted for by steel wire garment hangars and other inputs.

	Share of total cost in you produce a		
Product(s) you produce	Steel wire garment hangars (percent)	Other inputs (percent)	Total
	%	%	100%
	%	%	100%
	%	%	100%

PART III.--<u>MARKET CHARACTERISTICS AND PURCHASING PRACTICES</u>--Continued

III-5. Demand for end use products.--

			Fad was in which this	Have changes in the prices of this substitute affected the price for steel wire garment hangars?
		🗌 No	YesPlease fill out t	he table below.
[-6.	<u>Substi</u>	itutesCan othe	er products be substituted t	for steel wire garment hangars?
		🗌 No	YesPlease describe	
	(b)	Has this had a	ny effect on your firm's de	emand for steel wire garment hangars?
		Increased	No change Dec	reased Fluctuated
	(a)	•		arment hangars, has the demand for your firm's arment hangars changed since 2009?

	End use in which this		Have changes in the prices of this substitute affected the price for steel wire garment hangars?		
	Substitute	substitute is used	No	Yes	Explanation
1.					
2.					
3.					

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PART III.--<u>MARKET CHARACTERISTICS AND PURCHASING PRACTICES</u>--Continued

III-7. <u>Demand trends</u>.-- Indicate how demand within the United States and outside of the United States (if known) for steel wire garment hangars has changed since January 1, 2009. Describe the principal factors that have affected these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Within the United States					
Outside the United States					

III-8. <u>Importance of purchasing domestic product</u>.--Is buying a product that is produced in the United States an important factor in your firm's purchases of steel wire garment hangars (check ALL that apply)?

🗌 No

- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves _____ percent of all purchases of steel wire garment hangars.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves _____ percent of all purchases of steel wire garment hangars.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves _____ percent of all purchases of steel wire garment hangars.

PART III.--<u>MARKET CHARACTERISTICS AND PURCHASING PRACTICES</u>--Continued

III-9. Conditions of competition.--

a) Is the steel wire garment hangars market subject to business cycles or conditions of competition (including seasonal business) distinctive to steel wire garment hangars?

No (skip to question III-10.)	Yes Please describe and then answer part (b).
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(b) If yes, have there been any changes in the business cycles or conditions of competition for steel wire garment hangars since January 1, 2009?

III-10. <u>Decisions based on producer</u>.--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving steel wire garment hangars based on the producer of the steel wire garment hangars you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the producer and why this information is important
Your firm					
Your customers					

III-11. **Decisions based on country-of-origin.--**Does your firm, and to the extent that you know, do your customers make purchasing decisions involving steel wire garment hangars based on the country of origin of the steel wire garment hangars you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the source and why this information is important
Your firm					
Your customers					

III-12. Purchasing frequency.--

(a) How frequently do you make purchases (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify

(b) Have you made significant changes in your purchasing patterns (e.g., frequency) since 2009?

No Yes—Please describe.

III-13. <u>Number of suppliers contacted</u>.--How many suppliers do you generally contact before making a purchase? _____ firms

III-14. Supplier negotiations.--

		Do purchases of steel wire garment hangars usually involve negotiations between supplier and purchaser?
		No YesPlease describe these negotiations, noting whether purchasers generally quote competing prices as part of the negotiation process.
	(b)	Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?
		No YesSpecify the time period.
III-15.	<u>Chang</u>	e in suppliersHave you changed suppliers since 2009?
	🗌 No	YesPlease list the supplier(s), whether the firm was added or dropped, the reasons for the change, and how frequently you change suppliers.
III-16.		ppliers Are you aware of any new suppliers, either foreign or domestic, that have the market since 2009?
	🗌 No	YesPlease identify the firms and indicate how you became aware of them.

III-17. Supplier qualification

No

(a) Do you require your suppliers to be or to become certified or qualified to sell steel wire garment hangars to your firm?

No Yes	percent of purchases in 2011	Yesall purchases
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(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
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III-18. **Failure to certify.--**Since 2009, have any domestic or foreign producers failed in their attempts to certify or qualify their steel wire garment hangars with your firm or have any producers lost their approved status?

Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

III-19. **Purchasing factors.--**For the factors listed below, please rate each in terms of its importance in your purchase decision for steel wire garment hangars.

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

III-20. <u>Major purchasing factors</u>.--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase PRODUCT for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Ot	her factors or comments:

III-21. <u>Quality characteristics</u>.--What characteristics does your firm consider when determining the quality of steel wire garment hangars?

III-22. **Frequency of decisions based on price.--**How often does your firm purchase the steel wire garment hangars that is offered at the lowest price?

Always	Usually	Sometimes	Never

III-23. <u>Price leaders</u>.— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest priced supplier*.

Please list the names of any firms you considered price leaders in the steel wire garment hangars market since 2009. Describe how the firm(s) exhibited price leadership.

PART IV.-PRODUCT COMPARISONS

IV-1.	Country knowledgePlease indicate the countries of origin for steel wire garment hangars for
	which your firm has actual marketing/pricing knowledge.

United States	
Taiwan	
Vietnam	
China	
Mexico	
Other countries (specify)

PART IV.—<u>PRODUCT COMPARISONS</u>--Continued

IV-2. <u>Interchangeability by country-pair</u>.--Is steel wire garment hangars produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = no familiarity with products from a specified country-pair

Country-pair	Taiwan	Vietnam	China	Mexico	Other countries
United States					
Taiwan					
Vietnam					
China			\searrow		
Mexico		\searrow	\geq	\geq	
interchangeab	ole, please expla	g steel wire garmen in the factors that li	mit or preclude	interchangeable	e use:

PART IV.—<u>PRODUCT COMPARISONS</u>--Continued

IV-3. <u>Factors other than price</u>.--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between steel wire garment hangars produced in the United States and in other countries a significant factor in your firm's purchases of the products?

Please indicate A, F, S, N, or 0 in the table below:

- A = such differences are *always* significant
- F = such differences are *frequently* significant
- S = such differences are *sometimes* significant
- N = such differences are *never* significant
- 0 = no familiarity with products from a specified country-pair

Country-pair	Taiwan	Vietnam	China	Mexico	Other countries
United States					
Taiwan					
Vietnam					
China		\searrow	\searrow		
Mexico		\searrow	\searrow	$\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{\mathbf{$	
factor in your	firm's sales of st	factors other than peel wire garment ha imparted by such fa	angers, identify		

PART IV.—<u>PRODUCT COMPARISONS</u>--Continued

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 steel wire garment hangars
from these countries is preferred over product from other countries (please note the specific product in your response).
<u>Availability of merchandise</u> Are certain grades/types/sizes of steel wire garment hangars 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.
<u>Choice of product not based on price</u> If you purchased steel wire garment hangars 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 transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.—PRODUCT COMPARISONS--Continued

IV-7. **Factor country comparisons.--**For the factors listed below, please rate how steel wire garment hangars produced in each country you identified in your response to the first question in Part IV compares with steel wire garment hangars produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

	compared to product from		product from <u>United States</u> compared to product from <u>Vietnam</u>			product from <u>United States</u> compared to product from <u>China</u>			
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Price ¹									
Minimum quantity requirements									
Packaging									
Product consistency									
Quality meets industry standards									
Quality exceeds industry standards									
Product range									
Reliability of supply									
Technical support/service									
U.S. transportation costs ¹									
Other (specify):									

PART IV.—<u>PRODUCT COMPARISONS</u>--Continued

IV-7. *Continued.*

	compared to product from		product from <u>United States</u> compared to product from <u>Other</u>			product from <u>Taiwan</u> compared to product from <u>Vietnam</u>			
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Price ¹									
Minimum quantity requirements									
Packaging									
Product consistency									
Quality meets industry standards									
Quality exceeds industry standards									
Product range									
Reliability of supply									
Technical support/service									
U.S. transportation costs ¹									
Other (specify):									
1									

PART IV.—<u>PRODUCT COMPARISONS</u>--Continued

IV-7. *Continued.*

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

PART IV.—<u>PRODUCT COMPARISONS</u>--Continued

IV-7. *Continued.*

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

PART IV.—<u>PRODUCT COMPARISONS</u>--Continued

IV-7. *Continued.*

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

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PART IV.—PRODUCT COMPARISONS--Continued

IV-8. <u>Minimum quality</u>.--How often does steel wire garment hangars from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States					
Taiwan					
Vietnam					
China					
Mexico					
Other:					
Other:					