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 firm	l	
Address		
City	State	Zip Code
World Wide	Web address	
	burchased steel wire garment hangars (as defined reign) at any time since January 1, 2009?	in the instruction booklet) from any source
□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 pa questionnaire to the Commission so as to be received by	
	CERTIFICATIO	NAT .
nd belief and understand y submitting this certifi formation provided in t	that the information submitted is subject to audication I also grant consent for the Commission	naire is complete and correct to the best of my knowledge lit and verification by the Commission. In, and its employees and contract personnel, to use the ing in any other import-injury proceedings conducted by
ommission, its employed aintaining the records of oceedings relating to th	es, and contract personnel who are acting in the fhis proceeding or related proceedings for which	se and throughout this proceeding may be used by the capacity of Commission employees, for developing on this information is submitted, or in internal audits and pursuant to 5 U.S.C. Appendix 3. I understand that all
ame of Authorized Offic	ial Title of Authorized Official	Date
	Phone:	
gnature	F	E-mail address
ідпшиге	Fax	

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.

[-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.	questionnaire		ted in any comments you arity of specific questions ve address.				
[-2.	questionnaire	(see page 3 of the i	de the name and address of instruction booklet for repute stock exchange and trace	orting guidelines).			
[-3.	Ownership	Is your firm owned	l, in whole or in part, by ε	any other firm?			
	☐ No	YesList the	following information.				
	Firm name		Address		Extent of ownership		
[-4.	domestic or for Vietnam into	oreign, which are enthe United States of and Vietnam to the	exportersDoes your firming steel or which are engaged in extended to the control of the contr	wire garment hang	ars from Taiwan and garment hangars		

PART I.--GENERAL INFORMATION--Continued

☐ No ☐ YesI	List the following information	
Firm name and country	<u>Address</u>	<u>Affiliation</u>
	<u> </u>	
Related producers Doe	es your firm have any related f	irms, either domestic or foreign
-	tion of steel wire garment han	
are engaged in the produc	tion of steel wire garment han List the following information	gars?

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. **Purchases.--**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.

Quan		ngars) and value		•	
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: Quantity					
Value					
Mexico: Quantity					
Value					
All other countries: ¹ Quantity					
Value					
¹ Please identify these coun	tries:				

PART II.--PURCHASES--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						
		ne country o				el wire garment hangars f

PART II.--PURCHASES--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

l.	Firm typeWhich of the following best describes your firm as a purchaser of steel wire garmen hangars (check all that apply)?
	☐ End user ☐ Distributor ☐ Other (Describe:)
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.
3.	<u>Types of customers.</u> 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?
1	End uses. If your firm is an end user of steel wire garment hangars, list in order of quantity of

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		
Product(s) you produce	Steel wire garment hangars (percent)	Other inputs (percent)	Total
	%	%	100%
	%	%	100%
	%	%	100%

III-5.	<u>Demai</u>	<u>nd for end u</u>	se products				
	(a)	-	n is an end user of steel wire	-		ngars, has the demand for your firm's gars changed since 2009?	
		☐ Increase	ed No change De	ecrease	d [Fluctuated	
	(b)	Has this had any effect on your firm's demand for steel wire garment hangars?					
		☐ No	YesPlease descri	be.			
						_	
III-6.	Substi	itutesCan	other products be substituted	d for ste	eel wi	re garment hangars?	
		☐ No	YesPlease fill ou	t the tal	ole be	low.	
			End use in which this			inges in the prices of this substitute ed the price for steel wire garment hangars?	
	Substi	tute	substitute is used	No	Yes	Explanation	
1.							
2.							
3							

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--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 YesPurchases 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. YesPurchases 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. YesPurchases of domestic product are required for other reasons (please specify these reasons below). This involves percent of all purchases of steel wire garment hangars.

III-9.	Conditions of	competitie	<u>on</u>			
						ss cycles or conditions of wire garment hangars?
	☐ No (skip to	question I	II-10.)	Yes Plea	se describ	be and then answer part (b).
	(b) If yes, have steel wire garr				ess cycles	or conditions of competition for
	☐ No	Yes	Please des	cribe.		
III-10.		ke purchasi	ng decision	s involving stee		the extent that you know, do your rment hangars based on the producer
		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	П	П	П	П	

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

III-11.	<u>Decisions based on country-of-origin</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
	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					

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

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify

(b)	Have you m 2009?	nade significant changes in your purchasing patterns (e.g., frequency) since
		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.	<u>Suppli</u>	er negotiations
	(a)	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.	Change	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.		appliersAre 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

Supplier qualification
(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
(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 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?
☐ 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-19. <u>Purchasing factors</u>.--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):			

Major purchasing factorsPlease 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.							
Other factors or com	ments:						
		ocs your min consider w					
			hase the steel wire				
Always	Usually	Sometimes	Never				
Price leaders.— 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.							
	generally considered by order (examples include supplier's product lines	generally considered by your firm in deciding froorder (examples include availability, extension of supplier's product line, traditional supplier, etc.) 1.	generally considered by your firm in deciding from whom to purchase PR order (examples include availability, extension of credit, contracts, price, supplier's product line, traditional supplier, etc.). 1.				

PART IV.—PRODUCT COMPARISONS

IV-1.	<u>Country knowledge</u> Please indicate the countries of origin for steel wire garment hangars fo which your firm has actual marketing/pricing knowledge.	r
	United States	
	☐ Taiwan	
	☐ Vietnam	
	☐ China	
	☐ Mexico	
	Other countries (specify	_)

PART IV.—PRODUCT COMPARISONS--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

United States Taiwan Vietnam		
Vietnam		
China		
Mexico	><	
For any country-pair producing steel wire garment hangers that is some interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable, please explain the factors that limit or preclude interchangeable explain the factors that limit or preclude interchangeable explain the factors that limit or preclude explai		

PART IV.—PRODUCT COMPARISONS -- 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					
Mexico					
factor in your	firm's sales of st	factors other than peel wire garment ha imparted by such fa	angers, identify		

PART IV.—PRODUCT COMPARISONS--Continued

hangars from	eferencesDo you or your customers ever specifically order steel wire garment 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 steel wire garment hangar from these countries is preferred over product from other countries (please note the specific product in your response).
	of merchandiseAre certain grades/types/sizes of steel wire garment hangars m only a single source (domestic or foreign, including both subject and nonsubject
□ No	YesPlease identify the source and the grade/type/size.
	roduct not based on priceIf you purchased steel wire garment hangars from one ugh a comparable product was available from another source at a lower price, please reasons for doing so (please specify by country, including the United States and bot

PART IV.—PRODUCT COMPARISONS -- Continued

IV-7. <u>Factor country comparisons.</u>--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).

	product from United States compared to product from Taiwan			United COI	duct fr d State npared duct fr	s d to	product from United States compared to product from China		
	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):									
	П	П							П

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

	product from United States compared to product from Mexico			United COI	duct from the desired state of	s d to	product from Taiwan compared to product from Vietnam		
	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):									
						П			

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

	product from Taiwan compared to product from China			Taiwa coi	mpared	d to	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):									
		П	П		П	П		П	

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

	product from Vietnam compared to product from China			Vietna coi	mpared	d to	product from Vietnam 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):									
	П		П						П

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

	product from China compared to product from Mexico			China coi	duct fr	d to	product from Mexico 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):									
	П	П	П						П

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-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:					