

PURCHASERS' QUESTIONNAIRE
CERTAIN STEEL WIRE GARMENT HANGERS 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 December 12, 2002

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its market disruption investigation concerning certain steel wire garment hangers from China (inv. No. TA-421-2) under section 421(b) of the Trade Act of 1974 (the Act). The information requested in the questionnaire is requested under the authority of section 421(b) of the Act. 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 John Benedetto (202-205-3270).

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

Has your firm purchased **certain steel wire garment hangers** (as defined in the instruction booklet) from any source (domestic or foreign) since January 1, 1997?

- 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

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission. The undersigned acknowledges 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. The undersigned understands that the confidential business information that is furnished may be subject to, and may be released under, an administrative protective order issued by the Commission pursuant to section 206.47 of the Commission's Rules of Practice and Procedure. In addition, the confidential business information that is submitted may be included in a confidential version of the report that the Commission transmits to the President and U.S. Trade Representative, should the Commission transmit a confidential version. Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide 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.

The undersigned acknowledges 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

Signature of Authorized Official

Date

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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.

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 certain steel wire garment hangers from China into the United States or which are engaged in exporting certain steel wire garment hangers from China to the United States?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain steel wire garment hangers?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of certain steel wire garment hangers.

<i>(Quantity in 1,000 units, value in \$1,000)</i>						
Item	1997	1998	1999	2000	2001	Jan.-Sep. 2002
PURCHASES FROM U.S. PRODUCERS:¹						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM CHINA:²						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM ALL OTHER COUNTRIES:³						
<i>Quantity</i>						
<i>Value</i>						
¹ Please identify the producer(s): _____ ² Please identify the importer(s): _____ ³ Please identify the country(ies): _____						

PART II.--PURCHASES--Continued

II-2. If the relative shares of your firm's total purchases of certain steel wire garment hangers from different sources (both domestic and foreign) have changed in the last five years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-3. If your firm has purchased certain steel wire garment hangers from only one source, please explain the reasons for doing so.

II-4. Please report your end of the year inventories of certain steel wire garment hangers. If your firm maintains inventories on other than a calendar year basis (i.e., end of a fiscal year), please note the inventory date.

Year	1997	1998	1999	2000	2001
Date					
Inventory in units					

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of certain steel wire garment hangers (check all that apply)?

Dry cleaner(_____)

Industrial laundry(_____)

Textile (_____)

Distributor (_____)

Other (_____)

III-2. Are you aware whether the certain steel wire garment hangers you are purchasing are U.S.- produced or imported?

Always Usually Sometimes Never

III-3. Do you know the manufacturer of the certain steel wire garment hangers that you purchase?

Always Usually Sometimes Never

III-4. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

Always Usually Sometimes Never

III-5. How frequently do you make purchases (circle one) ?

daily weekly monthly other (_____)

III-6. How many suppliers do you generally contact before making a purchase?

III-7. How frequently do you vary purchase volumes based on price?

III-8. If you have changed suppliers within the last 5 years, please list the supplier, indicate whether the firm was added or dropped as a supplier, and give the reasons for the change.

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

III-9. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 5 years?

No Yes--Please identify the firms and indicate how you become aware of them.

III-10. What characteristics does your firm consider when determining the quality of a supplier's certain steel wire garment hangers?

III-11. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase certain steel wire garment hangers for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-12. How often does your firm purchase certain steel wire garment hangers, that are of the same specification, on the basis of those offered at the lowest price?

Always Usually Sometimes Never

III-13. Since 1997, how frequently has the price of the certain steel wire garment hangers you are purchasing changed?

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

III-14. Of the total cost of the certain steel wire garment hangers that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?

Source _____ percent

Source _____ percent

III-15. Briefly describe the factors that are considered when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED CERTAIN STEEL WIRE GARMENT HANGERS

IV-1. Please indicate the countries of origin for the certain steel wire garment hangers for which your firm has actual marketing/pricing knowledge.

United States China Other countries (Please specify _____)

IV-2. Are imported and domestically produced certain steel wire garment hangers generally used in the same applications? Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States, China and other countries.

_____ vs _____ Yes No--Please explain below.

_____ vs _____ Yes No--Please explain below.

IV-3. Are certain types/sizes of certain steel wire garment hangers available from only a single source (domestic or foreign, including China and other countries)?

No Yes--Please identify the source and the type/size.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED CERTAIN STEEL WIRE GARMENT HANGERS--Continued

IV-4. For the factors listed below, please rate how certain steel wire garment hangers produced in each country you identified in your response to the first question in Part IV compares with certain steel wire garment hangers produced in each of the other countries you identified (including the United States, China, and other countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____ compared to _____ (specify country) (specify country)	SUPERIOR	COMPARABLE	INFERIOR
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowest price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED CERTAIN STEEL WIRE GARMENT HANGERS--Continued

IV-5. For the factors listed below, please rate each in terms of its importance in your purchase decision for certain steel wire garment hangers.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowest price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>