

PURCHASERS' QUESTIONNAIRE
IRONING TABLES AND CERTAIN 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)). Further information on this questionnaire can be obtained from Mary Pedersen (202-205-3247, mpedersen@usitc.gov).

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

Has your firm purchased **ironing tables or certain parts thereof** (as defined in the instruction booklet) from any source (domestic or foreign) 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.

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 I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of ironing tables or certain parts thereof?

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 ironing tables. Report based on delivery date, not order date.

<i>(Quantity in units, value in \$1,000)</i>			
Item	2001	2002	2003
PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES OF PRODUCT PRODUCED IN CHINA:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:¹			
<i>Quantity</i>			
<i>Value</i>			
¹ Please identify these countries: _____			

PART II.--PURCHASES--Continued

II-2. If the relative shares of your firm's total purchases of ironing tables from different sources (both domestic and foreign) have changed in the last three 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 ironing tables from only one country, please explain the reasons for doing so.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of ironing tables (check all that apply, noting the specific types of customers to which you sell)?

- RETAILER** (_____)
- DISTRIBUTOR** (_____)
- OTHER** (e.g., hotel) (_____)

III-2. (a) If your firm is a distributor or reseller of ironing tables, what are the major types of consumers to which you sell ironing tables?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase ironing tables?

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

III-3. (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--Please explain.

III-4. Are you aware whether the ironing tables you are purchasing are U.S.-produced or imported?

Always Usually Sometimes Never

III-5. Do you know the manufacturer of the ironing tables that you purchase?

Always Usually Sometimes Never

III-6. 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-7. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

No Yes--Please explain.

III-8. How many suppliers do you generally contact before making a purchase? _____

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

III-9. Have you changed suppliers since January 1, 2001?

- No Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

III-10. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- No Yes--Please identify the firms.

III-11. Do you require your suppliers to become certified or prequalified with respect to the quality of the ironing tables they sell to your firm?

- No Yes-- ____ percent of purchases in 2003 Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

III-12. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of ironing tables, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-13. Since January 1, 2001, have any domestic or foreign producers failed in their attempts to certify or qualify their ironing tables with your firm or have any producers lost their approved status?

- No Yes--Please 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-14. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for ironing tables.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Ability to bundle	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Multiple sources of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<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"/>
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 III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-14. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase ironing tables for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's ironing tables line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-15. What characteristics does your firm consider when determining the quality of ironing tables?

III-16. How often does your firm purchase the ironing tables that are offered at the lowest price?

Always

Usually

Sometimes

Never

III-17. Please list the names of any firms you considered price leaders in the ironing tables market during 2001-2003. 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 does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific ironing table type.

III-18. Please describe how the above firm(s) exhibited price leadership.

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

III-19. (a) Approximately what amounts of your firm's purchases of ironing tables were purchased in the following manner?

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

(b) Approximately what amounts of your firm's purchases of its ironing tables were purchased separately or purchased bundled¹ with other products?

Type of sale	Share of sales (units)		
	2001	2002	2003
Separate (not bundled with other products)			
Bundled with other products			
Total			

(c) Please describe the relative prices of ironing tables purchased separately and ironing tables purchased bundled with other products. _____

¹ 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.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-20. For each internet purchase/reverse auction in which your firm participated, please provide the following information (attach additional pages if necessary):

a) When did the auction take place? _____

b) What suppliers participated in the auction?_____

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 your firm?

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

f) Was there a pre-bidding price established before the auction began? Yes _____ No ____If so, what was the pre-bidding price?_____

g) Who was the winning firm or firms and what was the winning bid on each metal-top ironing table product?_____

h) Please discuss the reasons for choosing the supplier or suppliers of the metal-top ironing table products.

III-21. a) Do you consider mesh-top and perforated-top ironing boards to be interchangeable?

Yes No—Please explain.

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

III-21. b) How important are differences in quality between mesh-top and perforated-top ironing tables for your firm's purchases?

- Not important
- Somewhat important
- Very important

Comments: _____

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-22. a) Are your firm's purchases of ironing tables bundled with purchases of nonsubject ironing tables or boards (e.g., over-the-door ironing boards, etc.)?

- No
- Yes-Please explain stating the percentage of your firm's 2003 purchases of ironing tables that were bundled with nonsubject ironing tables or boards and whether pricing of ironing tables depends on the price of nonsubject ironing tables or boards.

b) Are your firm's purchases of ironing tables bundled with purchases of products other than ironing tables or boards (e.g., laundry bags, etc.)?

- No
- Yes-Please explain stating the percentage of your firm's 2003 purchases of ironing tables that were bundled with other products and whether pricing of ironing tables depends on the prices of other products.

III-23. How important are additional features (e.g., ironing rests, cord holders, clothes racks) in your purchases of ironing tables?

- Very important
- Somewhat important
- Not important

Please indicate the major additional features in your purchases of ironing tables and their degrees of importance: _____

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED IRONING TABLES

IV-1. Please indicate the countries of origin for ironing tables for which your firm has actual marketing/pricing knowledge.

- United States
- China
- Other countries (Please specify _____)

IV-2. Are ironing tables produced in the United States and in other countries used interchangeably (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.¹

Country-pair	United States	China	Other countries
United States			
China			

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

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
IRONING TABLES--Continued**

IV-3. (a) Do you or your customers ever specifically order ironing tables from one country in particular over other possible sources of supply?

- No Yes--Please 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 ironing tables from these countries are preferred over ironing tables from other countries (please note the specific ironing tables in your response).

IV-4. Are certain types of ironing tables available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

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

IV-5. If you purchased ironing tables from one source although a comparable ironing table 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.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
IRONING TABLES--Continued**

IV-6. For the factors listed below, please rate how ironing tables produced in each country you identified in your response to the first question in Part IV compares with ironing tables produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign 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 ironing tables from one country superior or inferior to ironing tables from another.

_____	compared to	_____	
(specify country)		(specify country)	
	SUPERIOR	COMPARABLE	INFERIOR
Ability to bundle	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs	<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 range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<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"/>
Other (specify):			
_____	<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
IRONING TABLES--Continued**

IV-7. (a) How often do domestically produced ironing tables meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(b) How often do imported subject ironing tables meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(c) How often do imported nonsubject ironing tables meet minimum quality specifications for your uses or your customers' uses?

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

PART V.--PURCHASE PRICES

This section requests quarterly price and quantity data concerning your firm's purchases of the following U.S.-produced and imported products from China during 2001-2003:

***Product 1.*—Floor-standing, metal perforated top ironing table, T-Leg, with pad and cover**

***Product 2.*—Floor-standing, metal mesh top ironing table, T-Leg, with pad and cover**

COPY PAGES AS NECESSARY. Complete a separate page for each of the specified products purchased by your firm in which the products' pricing was not bundled with other products. Indicate in the space provided the ironing tables and certain parts thereof for which pricing is reported.

PART V.--PURCHASE PRICES--Continued

PURCHASES¹ FROM U.S. PRODUCERS

Product 1 Product 2

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	Delivered value
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
<p>¹ Purchases in which the product's pricing was <u>not</u> bundled with that of another product. 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.</p> <p>If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <hr/> <hr/>		

PART V.--PURCHASE PRICES--Continued

PURCHASES¹ OF CHINESE PRODUCT FROM U.S. IMPORTERS

Product 1 Product 2

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	Delivered value
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
<p>¹ Purchases in which the product's pricing was <u>not</u> bundled with that of another product. 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.</p> <p>If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <hr/> <hr/>		

PART V.--PURCHASE PRICES--Continued

PURCHASES¹ FROM CHINESE SUPPLIERS²

Product 1 Product 2

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	Delivered value
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
<p>¹ Purchases in which the product's pricing was <u>not</u> bundled with that of another product. 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.</p> <p>² Report data on this page if your firm purchased/imported ironing tables <u>directly</u> from Chinese suppliers and then resold them directly to retail customers.</p> <p>If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <hr/> <hr/>		

PART VI.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's five largest suppliers of ironing tables purchased 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 purchases of ironing tables that each of these suppliers accounted for in 2003.

No.	Supplier's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 purchases (%)
1					
2					
3					
4					
5					

PART VII. COMPARABILITY OF PRODUCTS

VII-1. Since January 1, 2001, has your firm purchased (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 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:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:
