

Table 2 illustrates the major exporting countries supplying the U.S. importers surveyed, the number of respondents supplied by each country and the overall level of satisfaction of the importers for their suppliers. A fuller presentation of these results for all countries supplying products to the respondents is provided in Appendix 6. Because some importers may purchase products from more than one country, the number of respondents here will appear to exceed the number of respondents in the sample. There were 75 supplier-importer relationships identified.

Table 2

Country of Origin	No. of Respondents Being Supplied	Average Level of Satisfaction (Max = 5.0)
Japan	11	4.3
Taiwan	9	3.2
Italy	9	4.2
England	7	3.7
Brazil	5	4.6
South Korea	4	4.3
Spain	3	4.0
France	3	4.7
West Germany	3	4.3
Canada	3	4.7
Israel	3	4.7

The results of the survey showed that the majority of the respondents were satisfied (4.2 on a 1 to 5 scale) with their current suppliers, while a few were dissatisfied with delivery delays associated with British and South Korean suppliers and the poor quality of Taiwanese and Japanese products. The reasons given for purchasing from current suppliers included:

- lower prices (86.4% of respondents);
- not available in the United States (48.6% of respondents);
- superior quality (37.8% of respondents);
- supplementary supply for domestic sources (32.4% of respondents).