

IMPORTERS' QUESTIONNAIRE
CERTAIN WAX AND WAX/RESIN THERMAL TRANSFER RIBBONS FROM
FRANCE, JAPAN, AND KOREA

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 June 16, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning certain wax and wax/resin thermal transfer ribbons ("TTR") from France, Japan, and Korea (inv. No. 731-TA-1039-1041 (Preliminary)). 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported certain TTR and/or slitted fax TTR (as defined in the instruction booklet) from any country at any time since January 1, 2000?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>

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 these investigations 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 these investigations 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 these investigations 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

() _____
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 TTR from France, Japan, or Korea into the United States or which are engaged in exporting certain TTR from France, Japan, or Korea to the United States?

No Yes—List the following information.

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

PART II.-TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Christopher J. Cassise (202-708-5408; ccassise@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of certain TTR since January 1, 2000?

No Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of certain TTR from France, Japan, or Korea for delivery after March 31, 2003?

No Yes—Indicate when such orders are to be delivered and the quantities involved, by country.

II-4. If your firm also produces certain TTR in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS OF CERTAIN TTR BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of certain TTR imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

Country: _____ All other sources combined¹

<i>(Quantity in 1,000 msi (thousand square inches), value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (msi)					
IMPORTS: ²					
Quantity of imports (msi)					
Quantity of imports (1,000 pounds)					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments (msi)					
Quantity of commercial shipments (1,000 pounds)					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers (msi)					
Quantity of internal consumption/transfers (1,000 lbs)					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
Quantity of export shipments (msi)					
Quantity of export shipments (1,000 pounds)					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (msi)					
U.S. SHIPMENTS TO DISTRIBUTORS (msi)					
U.S. SHIPMENTS TO END USERS (msi)					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No—Please explain: _____

PART II.—TRADE AND RELATED INFORMATION—Continued

II-6. Please provide the quantity and value of your firm's U.S. shipments of imports for certain TTR in jumbo and slitted form.

Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
U.S. shipments of imports in jumbo form:					
Quantity of U.S. shipments (1,000 msi)					
Quantity of U.S. shipments (1,000 pounds)					
Value of U.S. shipments (\$1,000)					
U.S. shipments of imports in slitted form:					
Quantity of U.S. shipments (1,000 msi)					
Quantity of U.S. shipments (1,000 pounds)					
Value of commercial shipments (\$1,000)					

II-7. **IMPORTS OF SLITTED FAX TTR.**—Report your firm's imports and your firm's shipments and inventories of slitted fax TTR imported by your firm during the specified periods for all sources combined. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 msi (thousand square inches), value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
IMPORTS:					
Quantity of imports (msi)					
Quantity of imports (1,000 pounds)					
Value of imports					
U.S. SHIPMENTS OF IMPORTS:					
Quantity of U.S. shipments (msi)					
Quantity of U.S. shipments (1,000 pounds)					
Value of U.S. shipments					

PART II. TRADE AND RELATED INFORMATION—Continued

II-8. **COMPARABILITY OF CERTAIN SLITTED TTR AND SLITTED FAX TTR.**—Please describe the differences and similarities in certain slitted TTR and slitted fax TTR for the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical/chemical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (d) **customer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (e) **price**--provide a discussion and specific examples of prices for the two TTR products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Channels of distribution:

(d) Customer perceptions:

(e) Price:

PART III.-PRICING AND RELATED INFORMATION-Continued

Section III-A.-PRICE DATA-Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified product¹ and end user combinations imported from France, Japan, and Korea and sold by your firm. Also complete a separate page for each subject country you import from.

Product 1 Product 2

Sales to: OEMs Distributors Slitters/converters

France Japan Korea

<i>(Quantity in msi, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

PART III.-PRICING AND RELATED INFORMATION-Continued

Section III-B.-PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of certain TTR (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-B-3. What are your firm's typical sales terms for certain TTR imported from France, Japan, or Korea (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what percentage of your firm's sales of certain TTR imported from France, Japan, or Korea are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain TTR? _____

III-B-6. What is the approximate percentage of the total delivered cost of certain TTR that is accounted for by transportation costs? ___ percent. Who generally arranges the transportation to your customers' locations? Your firm ___ or purchaser ___ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? ___ percent. 101 to 1,000 miles? ___ percent. Over 1,000 miles? ___ percent.

PART III.-PRICING AND RELATED INFORMATION-Continued

Section III-B.-PRICE-RELATED QUESTIONS-Continued

III-B-7. What is the geographic market area in the United States served by your firm's imports of certain TTR from France, Japan, or Korea?

III-B-8. What other products may be substitutes for certain TTR?

III-B-9. Describe the end uses of the certain TTR that you import from France, Japan, or Korea. For each end use product, what percentage of the total cost is accounted for by certain TTR?

III-B-10. How has the demand within the United States (and outside the United States if known) for certain TTR changed since January 1, 2000? What were the principal factors affecting changes in demand?

III-B-11. Have there been any significant changes in the product range or marketing of certain TTR in the past five years?

No Yes-Please describe.

III-B-12. Does your firm purchase or sell certain TTR over the internet?

No Yes-Please describe, noting the estimated percentage of your firm's total purchases/sales of certain TTR in 2002 accounted for by internet transactions.

PART III.-PRICING AND RELATED INFORMATION-Continued

Section III-B.-PRICE-RELATED QUESTIONS-Continued

III-B-13. Is certain TTR 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	France	Japan	Korea	Other countries
United States					
France					
Japan					
Korea					

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

PART III.-PRICING AND RELATED INFORMATION-Continued

Section III-B.-PRICE-RELATED QUESTIONS-Continued

III-B-14. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between certain TTR produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	France	Japan	Korea	Other countries
United States					
France					
Japan					
Korea					

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of certain TTR, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III.-PRICING AND RELATED INFORMATION-Continued

Section III-C.-CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for certain TTR imported from France, Japan, or Korea during 2000-2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of certain TTR from France, Japan, and Korea that each of these customers accounted for in 2002.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					