

**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 January 26, 2004**

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 (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)).

<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 wax and wax/resin TTR and/or slitted fax TTR (as defined in the instruction booklet) from any country at any time since January 1, 2001?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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**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*

\_\_\_\_\_  
*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 certain wax and wax/resin TTR from France, Japan, or Korea into the United States or which are engaged in exporting certain wax and wax/resin 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 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 TTR?

No             Yes—List the following information.

Firm name

Address

Affiliation

\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

I-6. Please indicate the nature of your firm's importing operations on certain TTR. More than one answer may be applicable.

Importer of record                                       Takes title to the imported product(s)  
 Consignee of the imported product(s)                                       Customs broker or freight forwarder

I-7. If your firm is an importer of record of certain wax and wax/resin TTR but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_  
\_\_\_\_\_

I-8. Please indicate whether your firm enters certain wax and wax/resin TTR into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones     No             Yes  
 Bonded warehouses     No             Yes

I-9. Please indicate whether your firm imports certain wax and wax/resin TTR under the TIB (temporary importation under bond) program.

No             Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes—Please specify. \_\_\_\_\_

\_\_\_\_\_

**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 wax and wax/resin TTR since January 1, 2001?

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 wax and wax/resin TTR from France, Japan, or Korea for delivery after December 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 wax and wax/resin TTR in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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\_\_\_\_\_  
\_\_\_\_\_

**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 wax and wax/resin TTR imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for a) each type of product and b) each subject country and for all other sources combined. Photocopy as many pages as you need and identify the product and country for which you are reporting.**

a) Type:  Jumbo form  Finished form

b) Source:  France  Japan  Korea  All other sources combined<sup>1</sup>

<i>(Quantity in 1,000 msi, value in \$1,000)</i>			
Item	Calendar years		
	2001	2002	2003
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )			
<b>IMPORTS:<sup>2</sup></b>			
<i>Quantity</i> of imports			
<i>Value</i> of imports			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Internal consumption/company transfers:</b>			
<i>Quantity</i> of internal consumption/transfers			
<i>Value<sup>3</sup></i> of internal consumption/transfers			
<b>EXPORT SHIPMENTS:<sup>4</sup></b>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )			
<sup>1</sup> Please identify these sources: _____ <sup>2</sup> Identify the foreign producers, if known: _____ Report the specific Harmonized Tariff Schedule number(s) under which you have imported slitted fax TTR into the United States from 2001 to 2003: _____ <sup>3</sup> 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 2001, 2002, and 2003 below: _____ <sup>4</sup> Identify your principal export markets: _____ <sup>5</sup> <b>Reconciliation of data.</b> —Note that the <b>quantities</b> 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? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____			
In addition, to the extent you report internal consumption of jumbo rolls that are further slit in the United States, these volumes should reconcile to your reported production of slit certain wax and wax/resin TTR from foreign-sourced jumbo rolls reported in response to question II-14 of the producer's questionnaire.			

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-6. **IMPORTS OF SLITTED FAX TTR, BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of slitted fax TTR imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each subject country and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting.**

- France  Japan  Korea  All other sources combined<sup>1</sup>

<i>(Quantity in 1,000 msi, value in \$1,000)</i>			
Item	Calendar years		
	2001	2002	2003
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )			
<b>IMPORTS:<sup>2</sup></b>			
<i>Quantity</i> of imports			
<i>Value</i> of imports			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Internal consumption/company transfers:</b>			
<i>Quantity</i> of internal consumption/transfers			
<i>Value</i> <sup>3</sup> of internal consumption/transfers			
<b>EXPORT SHIPMENTS:<sup>4</sup></b>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )			
<sup>1</sup> Please identify these sources: _____ <sup>2</sup> Identify the foreign producers, if known: _____ Report the specific Harmonized Tariff Schedule number(s) under which you have imported slitted fax TTR into the United States from 2001 to 2003: _____ <sup>3</sup> 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 2001, 2002, and 2003 below: _____ <sup>4</sup> Identify your principal export markets: _____ <sup>5</sup> <b>Reconciliation of data.</b> —Note that the <b>quantities</b> 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? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ In addition, to the extent you report internal consumption of jumbo rolls that are further slit in the United States, these volumes should reconcile to your reported production of slit certain wax and wax/resin TTR from foreign-sourced jumbo rolls reported in response to question II-14 of the producer's questionnaire.			

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-7. **IMPORTS OF Certain wax and wax/resin TTR AND SLITTED FAX TTR, BY MONTH.**—Report your firm's imports of certain wax and wax/resin TTR and slitted faxt TTR during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 msi)</i>				
Item/period	France	Japan	Korea	All other sources
<b>CERTAIN TTR:</b>				
<b>2002:</b>				
June				
July				
August				
September				
October				
November				
December				
<b>2003:</b>				
January				
February				
March				
April				
May				
<b>SLITTED FAX TTR:</b>				
<b>2002:</b>				
June				
July				
August				
September				
October				
November				
December				
<b>2003:</b>				
January				
February				
March				
April				
May				

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-8. **COMPARABILITY OF Certain wax and wax/resin TTR IN JUMBO ROLL FORM AND SLIT FAX TTR.**--Please describe the differences and similarities in certain wax and wax/resin TTR in jumbo roll form and slit fax TTR for the following factors:

**(a) Whether the upstream article is dedicated to the production of the downstream article (i.e., what percentage of jumbo TTR is used in the production of slit fax TTR):**

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**(b) Whether there are perceived to be separate markets for the upstream and downstream articles:**

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**(c) Differences in the physical characteristics and functions of the upstream and downstream articles:**

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**(d) Differences in the cost or value of the vertically differentiated articles:**

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**(e) Significance and extent of the processes used to transform the upstream into the downstream article:**

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**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-9. **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:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**PART III.-PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250; e-mail: apreece@usitc.gov).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
 Name and title

\_\_\_\_\_ Phone No. \_\_\_\_\_ E-mail address

**Section III-A.-PRICE DATA**

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2001-December 2003. Do **NOT** supply data for transfers to related firms.

Please supply data for the following products coated in France, Japan, or Korea and sold by your firm. Products are listed by company and brand. Within each product category, do **not** supply data for any brand not specified below. (If you feel you have other brands that should fit in the category, please supply them separately).

**Product 1: Slit form of the following wax and resin-enhanced wax products– (sold to unrelated U.S. customers)**

IIMAK-	I10, I11, I21, I28, I35, I45, GP725
Armor-	AWX-100, AWR-210, AWR-470, AWX-500
ITW-	W90
DNP-	W110, W137
Sony-	4085 Plus
Fujicopian-	FTX100, FTX 111, FTX128, FTX135
Dynic-	S2
Union Chemicar-	UN250
General-	KTX-4
NCR-	Ultra Wax, Ultra V

**Product 2: Jumbo form of the wax and resin-enhanced wax products specified in the definition of product 1 (sold to unrelated U.S. customers).**

Use specifications from product 1 definition.

**Product 3: Slit form of the following wax/resin products– (sold to unrelated U.S. customers)**

IIMAK-	PM255, PM350, R2 Prime
Armor-	APR 4, APR 5, APR 503
ITW-	M95
DNP-	M250
Sony-	4065, 4080, 5080, TRX-55
Fujicopian-	FTX201, FTX 202, FTX203, FTX205
Dynic-	L-3, S-3, HR-12
Union Chemicar-	UN500
General-	XGR, SD622-5, SR590
NCR-	Pace Setter

**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 product<sup>1</sup>, end user, and slitting source (for product 1 and 3) combinations for products **coated** in France, Japan, or Korea and sold by your firm.

Product 1  Product 2  Product 3

Sales to: OEMs  Distributors  Slitters/converters

Slitted in (when applicable): France  Japan  Korea  United States  Other

(Quantity in msi, value in dollars)		
Period of shipment	Quantity	Value <sup>2</sup>
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<p><sup>1</sup> If you believe the product category is too general or too specific in some way, please explain here and provide any documentation you have as evidence. However, you should still provide the data in the requested product categories from the previous page.</p> <hr/> <hr/>		
<p><sup>2</sup> 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.</p>		

**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 wax and wax/resin 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.

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

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III-B-3. What are your firm's typical sales terms for certain wax and wax/resin 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 wax and wax/resin 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 wax and wax/resin TTR? \_\_\_\_\_

III-B-6. What is the approximate percentage of the total delivered cost of certain wax and wax/resin 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 wax and wax/resin TTR from France, Japan, or Korea?

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III-B-8. What other products may be substitutes for certain wax and wax/resin TTR?

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

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III-B-10. How has the demand within the United States (and outside the United States if known) for certain wax and wax/resin TTR changed since January 1, 2001? What were the principal factors affecting changes in demand?

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**PART III.-PRICING AND RELATED INFORMATION-Continued**

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

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

No             Yes-Please describe.

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III-B-12. Do you have any sales of jumbo rolls directly to unrelated customers? If so, how important for your business are these sales of jumbo rolls directly to unrelated customers?

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III-B-13. How often are your sales of certain wax and wax/resin TTR subject to qualification by purchasers? How closely do you work with purchasers to qualify certain wax and wax/resin TTR, or to maintain sales with purchasers? If your answers differ for jumbo or slit certain wax and wax/resin TTR, please elaborate for each separately.

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**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 wax and wax/resin TTR imported from France, Japan, or Korea 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 imports of certain wax and wax/resin TTR from France, Japan, and Korea that each of these customers accounted for in 2003.

No.	Customer's name	Street address ( <u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

