
PRODUCERS' 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 (invs. Nos. 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)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____
Has your firm produced certain wax and wax/resin TTR and/or slitted fax TTR (as defined in the instruction booklet) at any time since January 1, 2001?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

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 40 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. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in these investigations is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No (that is, I do not wish my position on the petition to be made public)

I-4. 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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. 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>
_____	_____	_____
_____	_____	_____

I-6. 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.

<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; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production 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.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm produce other products on the same U.S. coating and/or slitting equipment and machinery used in the production of certain TTR?

No Yes--List the following information.

Product

Basis for allocation of capacity data

_____	_____
_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce certain wax and wax/resin TTR?

No Yes--List the following information.

Product

Basis for allocation of employment data

_____	_____
_____	_____

II-6. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain wax and wax/resin TTR?

No Yes--Name firm: _____

II-7. Does your firm produce certain wax and wax/resin TTR in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2001, has your firm imported certain TTR?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-9. COMPARABILITY OF CERTAIN TTR IN JUMBO ROLL FORM AND SLIT FAX TTR.-

-Please describe the differences and similarities in certain 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):

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

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

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

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

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. **COMPARABILITY OF CERTAIN SLITTED TTR AND AND SLITTED FAX TTR..--** Please describe the differences and similarities in certain slitted TTR and slitted fax TTR (see definitions for each in the instructions) 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) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **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) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART II--TRADE AND RELATED INFORMATION--Continued

II-13. **U.S. coaters.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain wax and wax/resin TTR in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) *****Coaters are integrated producers who conduct ink making, coating, slitting and packaging operations in the United States. Slitting and packaging operations on your own jumbo rolls produced in the United States should be included in this table, not in table II-14. Table II-14 is reserved for those firms who slit and package jumbo rolls purchased from other unrelated producers or distributors or imported from a related or unrelated firm.**

(Quantity in 1,000 msi, value in \$1,000)			
Item	Calendar years		
	2001	2002	2003
AVERAGE PRODUCTION CAPACITY¹ (quantity)			
BEGINNING-OF-PERIOD INVENTORIES (quantity)			
PRODUCTION (quantity)			
YIELD LOSS (quantity)			
U.S. SHIPMENTS:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
Quantity of internal consumption			
Value ¹ of internal consumption			
Transfers to related firms:			
Quantity of transfers to related firms			
Value ² of transfers to related firms			
EXPORT SHIPMENTS:³			
Quantity of export shipments			
Value of export shipments			
END-OF-PERIOD INVENTORIES⁴ (quantity)			
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)			
U.S. SHIPMENTS TO END USERS (quantity)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (1,000 hours)			
WAGES PAID TO PRWs (value)			
<p>¹ The production capability (see definitions in instructions booklet) reported is based on operating ____ hours per week, ____ weeks per year. On a separate sheet, please describe the methodology used to calculate production capability, and explain any changes in reported capacity.</p> <p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003: _____</p> <p>³ Identify your principal export markets: _____</p> <p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>			

PART II--TRADE AND RELATED INFORMATION--Continued

II-14. **U.S. converters/slitters.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain wax and wax/resin TTR in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)****Table II-14 is for those firms who slit and package jumbo rolls purchased from other unrelated producers or distributors or imported from a related firm. Slitting and packaging operations on your own jumbo rolls produced in the United States should be reflected in table II-13, not this table. Report separately by the origin of the jumbo roll used in your firms' U.S. production of certain TTR, photocopying this page as necessary.*

Source of jumbo roll: U.S. (purchased) France Japan Korea Other sources (specify: _____)

<i>(Quantity in 1,000 msi, value in \$1,000)</i>			
Item	Calendar years		
	2001	2002	2003
AVERAGE PRODUCTION CAPACITY¹ <i>(quantity)</i>			
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>			
PRODUCTION <i>(quantity)</i>			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption:			
<i>Quantity</i> of internal consumption			
<i>Value²</i> of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value²</i> of transfers to related firms			
EXPORT SHIPMENTS:³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES⁴ <i>(quantity)</i>			
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>			
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs <i>(1,000 hours)</i>			
WAGES PAID TO PRWs <i>(value)</i>			
<p>¹ The production capability (see definitions in instructions booklet) reported is based on operating _____ hours per week, _____ weeks per year. On a separate sheet, please describe the methodology used to calculate production capability, and explain any changes in reported capacity.</p> <p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003: _____</p> <p>³ Identify your principal export markets: _____</p> <p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p> <p>In addition, the production from foreign-sourced jumbo rolls should reconcile with your reported purchases of foreign-sourced jumbo rolls at question II-17 of this questionnaire and/or your direct imports of jumbo rolls reported at question II-5 of the importer's questionnaire. If the data do not reconcile, please explain the discrepancy.</p>			

PART II.--TRADE AND RELATED INFORMATION--Continued

II-15. **Slitted fax TTR.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of slitted fax TTR in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) **Report separately by the origin of the jumbo roll used in your firms' U.S. production of slitted fax TTR, photocopying this page as necessary.**

Source of jumbo roll: U.S. France Japan Korea Other sources (specify: _____)

<i>(Quantity in 1,000 msi, value in \$1,000)</i>			
Item	Calendar years		
	2001	2002	2003
AVERAGE PRODUCTION CAPACITY¹(quantity)			
BEGINNING-OF-PERIOD INVENTORIES (quantity)			
PRODUCTION (quantity)			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption:			
<i>Quantity</i> of internal consumption			
<i>Value¹</i> of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value²</i> of transfers to related firms			
EXPORT SHIPMENTS:³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES⁴ (quantity)			
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)			
U.S. SHIPMENTS TO END USERS (quantity)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (1,000 hours)			
WAGES PAID TO PRWs (value)			
<p>¹ The production capability (see definitions in instructions booklet) reported is based on operating _____ hours per week, _____ weeks per year. On a separate sheet, please describe the methodology used to calculate production capability, and explain any changes in reported capacity.</p> <p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003: _____</p> <p>³ Identify your principal export markets: _____</p> <p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p> <p>In addition, the production from foreign-sourced jumbo rolls should reconcile with your reported purchases of foreign-sourced jumbo rolls at question II-17 of this questionnaire and/or your direct imports of jumbo rolls reported at question II-5 of the importer's questionnaire.</p>			

PART II.--TRADE AND RELATED INFORMATION--Continued

II-16. If you reported transfers to related firms in questions II-13-15, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm. Use additional pages as necessary.

II-17. Other than direct imports, has your firm otherwise purchased certain wax and wax/resin TTR since January 1, 2001? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in 1,000 msi, value in \$1,000)</i>			
Item	Calendar years		
	2001	2002	2003
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--			
FRANCE:			
<i>Quantity</i>			
<i>Value</i>			
JAPAN:			
<i>Quantity</i>			
<i>Value</i>			
KOREA:			
<i>Quantity</i>			
<i>Value</i>			
ALL OTHER COUNTRIES:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:²			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:²			
<i>Quantity</i>			
<i>Value</i>			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. 			
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. 			

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin S. Jee (202-205-3186; e-mail: jjee@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?
List the names, titles, and phone numbers (including extensions) of the people who actually prepared and/or have actual knowledge of this response.

Company contact: _____

Name and title			
	Ext.		
Phone No.		Fax No.	E-mail address

Your company's World Wide Website: _____

III-2. Briefly describe your Financial Accounting system.

A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the periods examined, explain below:

- B. 1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
2. Does your firm prepare profit/loss statements for the subject merchandise: yes ___ no ___
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10K's)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10K's ___ 10Q's ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
 Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request your company to submit copies of your financial statements including internal profit/loss statements.

III-3. Briefly describe your Cost Accounting system (e.g., standard cost, job order cost, etc.).

III-4. Describe briefly about your submission methodology including allocation basis if any, especially for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced certain wax and wax/resin TTR, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Product(s)</u>	<u>Share of sales</u>
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. **U.S. Coaters:** Operations on wax and wax/resin TTR.--Report the revenue and related cost information requested below on the wax and wax/resin TTR operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right. *****Coaters are integrated producers who do ink making, coating, slitting and packaging. Slitting and packaging from your own jumbo rolls produced should be included in this table, not in table III-7. Table III-7 is for jumbo rolls purchased from other producers, not produced by your firm, then slitted and packaged. Report separately for certain TTR and slitted fax TTR.**

Certain TTR Slitted fax TTR

<i>(Quantity in 1,000 msi, value in \$1,000)</i>			
Item	Fiscal years ended--		
	<u>2001</u>	<u>2002</u>	<u>2003</u>
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.			

PART III.--FINANCIAL INFORMATION--Continued

III-7. **U.S. Converters/slitters: Operations on wax and wax/resin TTR.**--Report the revenue and related cost information requested below on the wax and wax/resin TTR operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right. *****Table III-7 is for jumbo rolls purchased from other producers, not produced by your firm, then slitted and packaged. Slitting and packaging from your own jumbo rolls produced should be included in table III-6.. Report separately for certain TTR and slitted fax TTR.**

Certain TTR Slitted fax TTR

<i>(Quantity in 1,000 msi (thousand square inches), value in \$1,000)</i>			
Item	Fiscal years ended--		
	<u>2001</u>	<u>2002</u>	<u>2003</u>
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.			

PART III.--FINANCIAL INFORMATION--Continued

III-8. **U.S. Coaters:** Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on wax and wax/resin TTR, and the values of the property, plant, and equipment used in the production of wax and wax/resin TTR. Provide data for your three most recently completed fiscal years in chronological order from left to right. *****Coaters are integrated producers who do ink making, coating, slitting and packaging. Slitting and packaging from your own jumbo rolls produced should be reflected in this table, not in table III-9. Table III-9 is for jumbo rolls purchased from other producers, not produced by your firm, then slitted and packaged.**

(Value in \$1,000)			
Item	Fiscal years ended--		
	<u>2001</u>	<u>2002</u>	<u>2003</u>
CERTAIN TTR:			
Capital expenditures:			
Ink-making/coating			
Conversion/slitting			
Total			
Research and development expenditures:			
Ink-making/coating			
Conversion/slitting			
Total			
Property, plant, and equipment:			
Original cost			
Book value			
SLITTED FAX TTR:			
Capital expenditures:			
Ink-making/coating			
Conversion/slitting			
Total			
Research and development expenditures:			
Ink-making/coating			
Conversion/slitting			
Total			
Property, plant, and equipment:			
Original cost			
Book value			

PART III.--FINANCIAL INFORMATION--Continued

III-9. **U.S. converters/slitters:** Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on wax and wax/resin TTR, and the values of the property, plant, and equipment used in the production of wax and wax/resin TTR. Provide data for your three most recently completed fiscal years in chronological order from left to right. ****Table III-9 is for jumbo rolls purchased from other producers, not produced by your firm, then slitted and packaged. Slitting and packaging from your own jumbo rolls produced should be reflected in table III-8.*

(Value in \$1,000)			
Item	Fiscal years ended--		
	<u>2001</u>	<u>2002</u>	<u>2003</u>
CERTAIN TTR:			
Capital expenditures			
Research and development expenditures			
Property, plant, and equipment:			
Original cost			
Book value			
SLITTED FAX TTR:			
Capital expenditures			
Research and development expenditures			
Property, plant, and equipment:			
Original cost			
Book value			

III-10. For U.S. converters/slitters, please list major capital investment expenditures; and property, plant, and equipment purchased/installed during the period examined, and identify the source of funds for these capital investments, and property, plant, and equipment purchases/installments.

<u>Major capital investment(s):</u>	<u>Amount</u>	<u>Month/year</u>	<u>Source</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

<u>Property, plant, and equipment purchased/installed:</u>	<u>Amount</u>	<u>Month/year</u>	<u>Source</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-11. For U.S. converters/slitters, provide data for domestic value added for certain wax and wax/resin TTR jumbo rolls purchased from foreign countries, and then slit and packaged in the U.S. for the entire your fiscal year 2003. *Please reconcile these data with financial information for 2003 in tables III-6 and 7.*

Foreign sources		Domestic Valued Added					Total
Foreign content ¹ cost	Source by country	Additional raw material ²	Fabrication (labor/overhead)	SG&A	Others (net)	Total valued added	Total cost
¹ Please identify the other foreign costs reported, including raw materials: _____ _____ _____							
Note: Purchases from related firms must be stated at the related firm's actual costs. ² Please identify the raw materials sourced in the United States: _____ _____ _____							

III-12. Since January 1, 2001, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain wax and wax/resin TTR from France, Japan, or Korea.

No Yes--My firm has experienced actual negative effects as follows:

- Cancellation or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds

Other (specify) _____

III-13. Does your firm anticipate any negative impact of imports of certain wax and wax/resin TTR from France, Japan, or Korea?

No Yes--My firm anticipates negative effects as follows:

PART IV.--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).

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

Company contact: _____
 Name and title

 Phone No. E-mail address

Section IV-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 you **coat**. 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)

HIMAK-	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)

HIMAK-	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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified product¹ and end user combinations produced and sold by your firm.

Product 1 Product 2 Product 3

Sales to: OEMs Distributors Slitters/converters

<i>(Quantity in msi, value in dollars)</i>		
Period of shipment	Quantity	Value ²
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		
¹ 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. <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. <hr/>		

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-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.

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced certain wax and wax/resin TTR (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic certain wax and wax/resin TTR usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced certain wax and wax/resin TTR 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

IV-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? _____

IV-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 or production facility? ___ percent. 101 to 1,000 miles? ___ percent. Over 1,000 miles? ___ percent.

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-B-7. What is the geographic market area in the United States served by your firm's certain wax and wax/resin TTR?

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

IV-B-9. Describe the final end uses of the certain wax and wax/resin TTR that you manufacture. For each final end use product, what percentage of the total cost is accounted for by certain wax and wax/resin TTR? (If there are too many end uses to list here, please answer this question in terms of general end use categories).

IV-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?

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-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.

IV-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?

IV-B-13. How often are your sales of certain wax and wax/resin TTR subject to qualification at 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.

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-B-13. Is certain wax and wax/resin 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 <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> 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 wax and wax/resin TTR which is <i>sometimes or never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>					

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-B-14. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between certain wax and wax/resin 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 wax and wax/resin TTR, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for certain wax and wax/resin TTR 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 shipments of certain wax and wax/resin TTR that each of these customers accounted for in 2003.

No.	Customer's name	Street address (not 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					

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2001: Did your firm lose sales of certain wax and wax/resin TTR to imports of these products from France, Japan, or Korea?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>msi</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Accepted import price (total value-- <i>dollars</i>)