

IMPORTERS' QUESTIONNAIRE
PETROLEUM WAX CANDLES 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 March 31, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning petroleum wax candles from China (inv. No. 731-TA-282 (Second Review)). 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 imported **petroleum wax candles** (as defined in the instruction booklet) from any country at any time since January 1, 1999?

- 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 review in any other import-injury investigations or reviews 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 review 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 review 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 25 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-1a. 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-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 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 petroleum wax candles from China into the United States or which are engaged in exporting petroleum wax candles 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 importing petroleum wax candles from countries other than China into the United States or which are engaged in exporting petroleum wax candles from countries other than China to the United States?

No Yes--List the following information.

<u>Country/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 petroleum wax candles?

No Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on petroleum wax candles. 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-8. If your firm is an importer of record of petroleum wax candles but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-9. Please indicate whether your firm enters petroleum wax candles into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes--list location(s):

Bonded warehouses No Yes--list location(s):

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of petroleum wax candles in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of petroleum wax candles in the future if the antidumping duty order on petroleum wax candles from China were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-5. Has your firm imported or arranged for the importation of petroleum wax candles from China for delivery after December 31, 2004?

- No Yes--Indicate when such orders are to be delivered and the quantities involved.

II-6. If your firm also produces petroleum wax candles 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-7. **IMPORTS BY SOURCE**--Report your firm's imports and your firm's shipments and inventories of petroleum wax candles imported by your firm from China and from all other sources combined during 1999-2004. (See definitions in the instruction booklet.) **Report separately for China, subject and nonsubject product, and for all other sources combined. Photocopy this page as necessary and identify the source for which you are reporting in the space provided.**

China (subject) China (nonsubject, excluded from scope) All other sources combined¹

<i>(Quantity in 1,000 pounds of wax, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)						
IMPORTS:²						
<i>Quantity</i> of imports						
<i>Value</i> of imports						
U.S. SHIPMENTS:						
Commercial shipments:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
Internal consumption/company transfers:						
<i>Quantity</i> of internal consumption/transfers						
<i>Value</i> ³ of internal consumption/transfers						
EXPORT SHIPMENTS:⁴						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)						
¹ Please identify these sources: _____ _____						
² Please 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 1999-2004 below: _____ _____						
⁴ Identify your principal export markets: _____ _____						
⁵ Reconciliation of data --Please 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____						

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

II-8. Report, as indicated below, your firm's shipments of petroleum wax candles imported from China, by type of candle, by type of sales outlet, by seasonal nature, and by scent. **Report separately for China, subject and nonsubject product, and for all other sources combined. Photocopy this page as necessary and identify the source for which you are reporting in the space provided.**

China (subject) China (nonsubject, excluded from scope) All other sources combined

(Quantity in 1,000 pounds of wax)						
Item	1999	2000	2001	2002	2003	2004
By type of candle:						
Columns/pillars						
Wax filled containers						
Spirals						
Straight-sided dinner						
Tapers						
Votives						
Novelty shapes and sizes						
Other						
Total ¹						
By type of sales outlet:						
Religious institutions						
Department stores and craft/card/gift/specialty chains and stores						
Mass merchandisers (e.g., food, drug, discount, and home improvement chains)						
Own retail outlets, private label and franchises						
Direct to customer sales (catalogues/home parties)						
Internet sales						
Wholesale distributors/membership warehouse clubs						
Other						
Total ¹						

Table continued on next page.

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

II-8.--Continued.

China (subject) China (nonsubject, excluded from scope) All other sources combined¹

(Quantity in 1,000 pounds of wax)						
Item	1999	2000	2001	2002	2003	2004
By seasonal nature:						
Christmas candles						
Non-Christmas candles						
Total ¹						
By scent:						
Scented						
Unscented						
Total ¹						
¹ Totals should reconcile with data reported for your shipments of imports in section II-7.						

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

II-9. Describe the significance of the existing antidumping duty order covering imports of petroleum wax candles from China in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-10. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of petroleum wax candles in the future if the antidumping duty order on petroleum wax candles from China were to be revoked?

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-A-1.--SELLING PRICE DATA--This section requests quarterly quantity and f.o.b. value data on your firm's U.S. shipments of product imported from China and **sold to unrelated customers.**

<input type="checkbox"/> Product 1	<input type="checkbox"/> Product 2	<input type="checkbox"/> Product 3	<input type="checkbox"/> Product 4
<input type="checkbox"/> Product 5	<input type="checkbox"/> Product 6	<input type="checkbox"/> Product 7	<input type="checkbox"/> Product 8

(Quantity in 1,000 pounds of wax, value in \$1,000)		
Period of shipment	Quantity	F.o.b. value ¹
1999:		
January-March		
April-June		
July-September		
October-December		
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		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
¹ 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. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-A-2.--PURCHASE PRICE DATA-- This section requests quarterly quantity and delivered value data for your firm's direct import purchases of product from China **for your own use or for sale to consumers.**

Product 1 Product 2 Product 3 Product 4
 Product 5 Product 6 Product 7 Product 8

(Quantity in 1,000 pounds of wax, value in \$1,000)		
Period of shipment	Quantity	Delivered value ¹
1999:		
January-March		
April-June		
July-September		
October-December		
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		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
¹ Delivered value should be net of returns, discounts, allowances, and rebates, but should include all ocean freight costs and U.S.-inland freight costs for delivery to your facility. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of petroleum wax candles (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 petroleum wax candles imported from China (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 share of your firm's sales of its petroleum wax candles imported from China in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

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

(b) Can prices be renegotiated during the contract period? _____

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

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

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--PRICE-RELATED QUESTIONS

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of petroleum wax candles?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of petroleum wax candles that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) 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.

III-B-9. What is the geographic market area in the United States served by your firm's petroleum wax candles?

- Northeast Mid-Atlantic Midwest Southeast
- Southwest Rocky Mountains West Coast Northwest
- National Other (describe) _____

PART III.--PRICING AND MARKET FACTORS--Continued

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

III-B-10. (a) Please list in order of importance any products that may be substituted for the subject petroleum wax candles. Please comment specifically on candles whose wax content is less than 50 percent petroleum wax.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes. Please comment specifically on candles whose wax content is less than 50 percent petroleum wax.

(c) Have changes in the prices of these products affected the price for petroleum wax candles?

No Yes--To what degree do changes in their prices affect the price for petroleum wax candles? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of petroleum wax candle or final end use? Please comment specifically on candles whose wax content is less than 50 percent petroleum wax.

III-B-11. Have there been any changes in the number or types of products that can be substituted for petroleum wax candles since 1999? Please comment specifically on candles whose wax content is less than 50 percent petroleum wax.

No Yes--Please explain.

III-B-12. Do you anticipate any changes in terms of the substitutability of other products for petroleum wax candles in the future?

No Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--PRICING AND MARKET FACTORS--Continued

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

III-B-13. To what extent have changes in the prices of raw materials affected your firm's selling prices for petroleum wax candles during January 1999-December 2004? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-14. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced petroleum wax candles in the U.S. market since 1999?

No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

III-B-15. (a) Do you anticipate any changes in terms of the availability of petroleum wax candles imported from China in the U.S. market in the future?

Increase No Change Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-16. Has the availability of NONSUBJECT imported petroleum wax candles changed since 1999? Please comment specifically on candles whose wax content is less than 50 percent petroleum wax.

No Yes--Please explain.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-17. Describe how easily your firm can shift its sales of petroleum wax candles between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting petroleum wax candles between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-18. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of petroleum wax candles since 1999?

No Yes--Please describe and quantify if possible.

III-B-19. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of petroleum wax candles in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

No Yes--Please identify, including the time period.

III-B-20. How has demand within the United States (and outside the United States, if known) for petroleum wax candles changed since 1999?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-21. Do you anticipate any future changes in petroleum wax candles demand in the United States and, if known, the rest of the world?

- No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-22. Please compare market prices of petroleum wax candles in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

III-B-23. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss petroleum wax candles supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

III-B-24. Are your exports of petroleum wax candles subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1999, or that are expected to occur in the future.

III-B-25. Does your firm sell petroleum wax candles over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of petroleum wax candles in 2004 accounted for by internet sales.

PART III.--PRICING AND MARKET FACTORS--Continued

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

III-B-26. Are petroleum wax candles produced in the United States and in other countries interchangeable (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 petroleum wax candles which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART III.--PRICING AND MARKET FACTORS--Continued

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

III-B-27. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between petroleum wax candles 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	China	Other countries
United States			
China			

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of petroleum wax candles, 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 your imports of subject petroleum wax candles from China during January 1999-December 2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's subject imported petroleum wax candles from China that each of these customers accounted for in 2004.

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 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					