IMPORTERS' QUESTIONNAIRE TETRAHYDROFURFURYL ALCOHOL (THFA) 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 1, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning THFA from China (inv. No. 731-TA-1046 (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 _____

City						State	Zip c	ode	
Has your f	firm i	mported	ΓΗFA (as	defined in the ins	truction booklet)	from any count	ry at any ti	me since Jan	uary 1,
\square_{NO}	(Si	gn the co	rtification	pelow and promp	tly return only thi	s page of the q	uestionnair	e to the Com	mission)
YES	(R	ead the in urn the e	struction b	ooklet carefully, onnaire to the Co	complete all parts mmission)	s of the question	nnaire, sign	the certifica	ation, and
						N			
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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.

hours	dollars	
	or reporting guidelines). If your firm	by this questionnaire (see page 3 of the is publicly traded, please specify the
Is your firm owned, i	n whole or in part, by any other firm	?
	Yes–List the following information.	
Firm name	<u>Address</u>	Extent of ownership
	any related firms, either domestic or m China into the United States or whi ited States?	
importing THFA from China to the Un	n China into the United States or whi	

PART I.-<u>GENERAL QUESTIONS</u>-Continued

I-5.	Does your firm have any relate production of THFA?	ed firms, either	domestic or foreign	, which are engaged in the
	□ No □ Yes–List tl	he following in	formation.	
	Firm name	Address		<u>Affiliation</u>
I-6.	Please indicate the nature of you may be applicable.	our firm's impo	rting operations on	THFA. More than one answer
	Importer of record		Takes title to	the imported product(s)
	Consignee of the imported	product(s)	Customs bro	ker or freight forwarder
I-7.	If your firm is an importer of rebelow (company name, address		· · · · · · · · · · · · · · · · · · ·	gnee, please list the consignees act).
I-8.	Please indicate whether your fi foreign trade zones or bonded v		A into, or withdraw	s such merchandise from,
	Foreign trade zones No) <u> </u>	'es	
	Bonded warehouses No) <u> </u>	'es	
I-9.	Please indicate whether your fi bond) program.	rm imports TH	FA under the TIB (temporary importation under
	□ No □ Yes			
I-10.	To your knowledge, have the p import relief investigations in t			
	No Yes-Please	e specify		
		-		

PART II.-TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Jai Motwane (202-205-3176 or jmotwane@usitc.gov). **Supply all data requested on a <u>calendar-year</u> basis.**

	Who should be contacted regarding the requested trade and related information?					
	Company contact:	Name and title				
		Phone No.		E-mail address		
•	consolidations, clos	erienced any plant openiouses, or prolonged shut character of your operary 1, 2001?	downs becaus	se of strikes or equ	uipment failure, or an	١ y
	No	Yes-Supply details as	to the time, n	ature, and signific	ance of such changes	3.
	Has your firm impo December 31, 2003	orted or arranged for the 3?	e importation of	of THFA from Ch	ina for delivery after	
	□ No □	Yes-Indicate when su	ch orders are t	to be delivered and	d the quantities invol	ved
٠.		oduces or distributes Thoroduct. If your reasons				ns
						-

Importers' Questionnaire - THFA

II-5.	Did your firm begin importing THFA from China on or after January 1, 2001?
	No Yes-Explain why you chose to begin importing THFA at that time.

Yes

No-Please explain:

$PART~II.-\underline{TRADE~AND~RELATED~INFORMATION}-Continued$

China	☐ All othe	er sources combined ¹		
(<i>Quantity</i> in 1,000	pounds, <i>value</i> in \$	51,000)		
ltem		Calendar years		
item	2001	2002	2003	
BEGINNING-OF-PERIOD INVENTORIES (quantity)				
IMPORTS: ²				
Quantity of imports				
Value of imports				
U.S. SHIPMENTS:				
Commercial shipments:				
Quantity of commercial shipments				
Value of commercial shipments				
Internal consumption/company transfers:				
Quantity of internal consumption/transfers				
Value ³ of internal consumption/transfers				
EXPORT SHIPMENTS:⁴				
Quantity of export shipments				
Value of export shipments				
END-OF-PERIOD INVENTORIES ⁵ (quantity)				
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)				
U.S. SHIPMENTS TO END USERS (quantity)				
¹ Please identify these sources:				
³ Sales to related firms (including internal consumption a different basis for valuing these sales within your compa provide value data using that basis for 2001, 2002, and 20	nv. please specify the	nat basis (e.g., cost, cos	t plus, etc.) and	
⁴ Identify your principal export markets:				
⁵ Reconciliation of dataNote that the quantities repensenteries, plus imports, less total shipments, equals end	orted above should	reconcile as follows: be	ginning-of-peri	

PART III.-PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Eric Forden (202-205-3235 or eforden@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, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from China during January 2001-December 2003:

<u>Product 1</u>.—Tetrahydrofurfuryl alcohol in 55 gallon drums <u>Product 2</u>.—Tetrahydrofurfuryl alcohol in bulk containers

Please report separately for sales to end users and to distributors. Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the <u>FINAL NET</u> amount paid to you (i.e., should be net of all deductions for discounts or rebates).

Section III-A.-PRICE DATA-Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from China and sold by your firm. Also report separately for sales to distributors and end users.

	(<i>Quantity</i> in P	ounds, <i>valu</i> e in Do	llars)	
	Sales to Distributors		Sales to E	ndusers
Period of shipment	Quantity	Value ²	Quantity	Value ²
001:				
January-March				
April-June				
July-September				
October-December				
002:				
January-March				
April-June				
July-September				
October-December				
003:				
January-March				
April-June				
July-September				
October-December				
¹ If your product does not or rovide a description of your provide a description of your provide a description of your provided as the second secon		ıct specifications but	is competitive with the	specified prod

Section III-B.-PRICE-RELATED QUESTIONS

III-B-1.	Please describe how your firm determines the prices that it charges for sales of THFA (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 THFA 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 percentage of your firm's sales of THFA imported from China 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) If contracts have meet-or-release provisions, has your firm actually changed prices for an existing contract? Yes No If yes, please estimate the percentage of your firms contract sales for which your firm changed prices during an existing contract since January 2001				
	(f) What are the standard quantity requirements, if any?				
	(g) 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 THFA?				
III-B-6.	What is the approximate percentage of the total delivered cost of THFA 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.				

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 THFA from China?
III-B-8.	What other products may be substitutes for THFA?
III-B-9.	Describe the end uses of the THFA that you import from China. For each end use product, what percentage of the total cost is accounted for by THFA?
III-B-10.	How has the demand within the United States (and outside the United States if known) for THFA changed since January 1, 2001? What were the principal factors affecting changes in demand?
III-B-11.	Domestic producer Penn Specialty Chemicals filed for bankruptcy protection in July 2001, and emerged from bankruptcy in July 2002. What effect, if any, did this have on the U.S. market for THFA?
III-B-12.	What impact, if any, does imported THFA that is internally consumed by an importer to make downstream products have on the sales or prices of THFA (domestic or imported) that is sold to unrelated customers?

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

III-B-13.	Have there been any significant changes in the product range or marketing of THFA in the past five years?
	No Yes-Please describe.
III-B-14.	Does your firm purchase or sell THFA over the internet?
	No Yes-Please describe, noting the estimated percentage of your firm's total purchases/sales of THFA in 2003 accounted for by internet transactions.
III-B-15.	Are the U.Sproduced and imported THFA from China used interchangeably (i.e., can they physically be used in the same applications)?
	Yes No-Please explain.
III-B-16.	Are the U.Sproduced and <u>NONSUBJECT</u> imported THFA (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?
	Yes No–Please explain, by country.
III-B-17.	Are <u>NONSUBJECT</u> imported THFA and imported THFA from China used interchangeably?
	Yes No–Please explain, by country.

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

III-B-18.	Are there any differences in product characteristics or sales conditions between U.Sproduced THFA and THFA imported from China that are a significant factor in your firm's sales of THFA?				
	Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support etc.).				
III-B-19.	Are there any differences in product characteristics or sales conditions between U.Sproduced THFA and NONSUBJECT imported THFA that are a significant factor in your firm's sales of THFA?				
	No Yes-Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.				
III-B-20.	Are there any differences in product characteristics or sales conditions between NONSUBJECT imported THFA and imported THFA from China that are a significant factor in your firm's sales of THFA?				
	No Yes-Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from China.				

Section III-C.—CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for THFA imported from China 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 THFA from China 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					