

PURCHASERS' 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 tetrahydrofurfuryl alcohol (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)). Further information on this questionnaire can be obtained from Eric Forden (202-205-3235; efornden@usitc.gov).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased THFA (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2001?

- 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 investigation 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 this investigation 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 investigation 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 15 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 THFA from China into the United States or which are engaged in exporting THFA 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 the production of THFA?

No Yes--List the following information.

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

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of THFA. Report based on delivery date, not order date.

<i>(Quantity in pounds, value in dollars)</i>			
Item	2001	2002	2003
PURCHASES OF THFA PRODUCED IN THE UNITED STATES:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES OF THFA PRODUCED IN CHINA:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES OF THFA PRODUCED IN ALL OTHER COUNTRIES:¹			
<i>Quantity</i>			
<i>Value</i>			
¹ Please identify these countries: _____			

PART II.--PURCHASES--Continued

II-2. If the relative shares of your firm's total purchases of THFA from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-3. If your firm has purchased THFA from only one country, please explain the reasons for doing so.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of THFA (check all that apply, noting the specific end uses if known)?

Distributors (_____)

End User (_____)

Other (_____)

III-2. (a) If your firm is a distributor or reseller of THFA, what are the major types of consumers to which you sell THFA?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase THFA?

III-3. List, in order of quantity of THFA consumed, the top 3 products for which your firm purchases THFA as a component part or input. Please indicate what percentage of the total cost is accounted for by THFA.

Product you produce

Percent of cost accounted for by THFA

1. _____

1. _____

2. _____

2. _____

3. _____

3. _____

III-4. (a) If your firm is an end user of THFA, has the demand for your firm's final products incorporating THFA changed since January 1, 2001?

Increased

Unchanged

Decreased

(b) Has this had any effect on your firm's demand for THFA?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-5. (a) Please list in order of importance any products that may be substituted for THFA.

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

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for THFA?

No Yes--Please explain.

III-6. Are you aware whether the THFA you are purchasing is U.S.-produced or imported?

Always Usually Sometimes Never

III-7. Do you know the manufacturer of the THFA that you purchase?

Always Usually Sometimes Never

III-8. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

Always Usually Sometimes Never

III-9. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

No Yes--Please explain.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued

III-10. How many suppliers do you generally contact before making a purchase?

III-11. Do you regularly purchase THFA from more than one supplier?

- No Yes--Please indicate the number of suppliers you purchase THFA from and explain why you purchase THFA from more than one source.

III-12. Have you changed suppliers since January 1, 2001?

- No Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

III-13. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- No Yes--Please identify the firms.

III-14. Do you require your suppliers to become certified or pre-qualified with respect to the quality, chemistry, strength, or other performance characteristic of the THFA they sell to your firm?

- No Yes-- ____ percent of purchases in 2003 Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

III-15. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-16. Since January 1, 2001, have any domestic or foreign producers failed in their attempts to certify or qualify their THFA with your firm or have any producers lost their approved status?

No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-17. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for THFA.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Multiple Sources of Supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-18. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase THFA for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-19. What characteristics does your firm consider when determining the quality of THFA?

III-20. How often does your firm purchase the THFA that is offered at the lowest price?

Always

Usually

Sometimes

Never

III-21. Please list the names of any firms you considered price leaders in the THFA market during January 2001-December 2003. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-22. Please describe how the above firm(s) exhibited price leadership.

III-23. Does your firm purchase THFA over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total purchases of THFA in 2003 accounted for by internet purchases.

III-24. 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-25. 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?

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED THFA--Continued

IV-3. (a) Do you or your customers ever specifically order THFA from one country in particular over other possible sources of supply?

- No
- Yes--Please identify all relevant countries (including the United States and both China and nonsubject countries) from which you or your customers prefer to order, and indicate why THFA from these countries is preferred over product from other countries (please note the specific product in your response).

(b) If you purchased imported THFA during 2003, approximately how much higher would the price for the imported product have to have been (over the price you paid) before you would have purchased U.S.-produced THFA instead (please specify by country, including imports from both China and nonsubject countries)?

Country _____ percent higher

Country _____ percent higher

Comments: _____

IV-4. Are certain grades/types/sizes of THFA available from only a single source (domestic or foreign, including both China and nonsubject countries)?

- No
- Yes--Please identify the source and the grade/type/size.

IV-5. If you purchased THFA from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both China and nonsubject countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED THFA--Continued

IV-6. For the factors listed below, please rate how THFA produced in each country you identified in your response to the first question in Part IV compares with THFA produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	compared to	_____	
(specify country)		(specify country)	
	SUPERIOR	COMPARABLE	INFERIOR
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
THFA--Continued**

IV-7. (a) How often does domestically produced THFA meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(b) How often does imported subject THFA meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(c) How often does imported nonsubject THFA meet minimum quality specifications for your uses or your customers' uses?

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

PART V.--PURCHASE PRICES

This section requests quarterly price and quantity data concerning your firm's purchases of the following U.S.-produced and imported products from China during January 2001-December 2003:

Product 1.–Tetrahydrofurfuryl alcohol in 55 gallon drums

Product 2.–Tetrahydrofurfuryl alcohol in bulk containers (20 metric tons)

COPY PAGES AS NECESSARY. Complete a separate page for each of the specified products purchased by your firm. Indicate in the space provided the product for which pricing is reported.

PURCHASES FROM U.S. PRODUCERS

Product 1 Product 2

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Delivered value
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 your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		

PART V.--PURCHASE PRICES--Continued

PURCHASES FROM U.S. IMPORTERS

Product 1 Product 2

PRODUCED IN CHINA

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Delivered value
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 your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		

PART VI.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's five largest suppliers of THFA purchased 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 purchases of THFA that each of these suppliers accounted for in 2003.

No.	Supplier's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 purchases (%)
1					
2					
3					
4					
5					