

**U.S. IMPORTERS' QUESTIONNAIRE**  
**COMMODITY MATCHBOOKS FROM INDIA**

**This questionnaire must be received by the Commission by no later than September 1, 2009**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning commodity matchbooks from India (inv. Nos. 701-TA-459 and 731-TA-1155 (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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm imported matchbooks (either commodity or promotional, as defined in the instruction booklet) from any country at any time since January 1, 2006?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

**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 means of 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.*

*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.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ( )</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ( )</i>	

**PART I.—GENERAL INFORMATION**

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-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 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____



**PART I.--GENERAL INFORMATION--Continued**

I-8. Please indicate whether your firm enters commodity matchbooks into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones      No             Yes

Bonded warehouses      No             Yes

I-9. Please indicate whether your firm imports commodity matchbooks under the TIB (temporary importation under bond) program.

No             Yes

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

No             Yes--Please specify. \_\_\_\_\_

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Amy Sherman (202-205-3289, amy.sherman@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 number E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; or any other change in the character of your operations or organization relating to the importation of commodity matchbooks since January 1, 2006?

No       Yes--Supply details as to the time, nature, and significance of such changes.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-3. Has your firm imported or arranged for the importation of commodity matchbooks from India for delivery after June 30, 2009?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-4. If your firm also produces commodity matchbooks in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-5. When did you first begin importing commodity matchbooks from India?

\_\_\_\_\_

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

II-6. **IMPORTS OF COMMODITY MATCHBOOKS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of *commodity* matchbooks imported from India by your firm during the specified periods. (See definitions in the instruction booklet.)

**INDIA**

Quantity (in number of cases), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to wholesalers/distributors (quantity)					
U.S. shipments to convenience/grocery stores (quantity)					
U.S. shipments food service companies (quantity)					
U.S. shipments to membership warehouses (quantity)					
U.S. shipments to other (describe _____) (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2006, 2007, and 2008 below: _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> 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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-7. **IMPORTS OF COMMODITY MATCHBOOKS FROM NONSUBJECT SOURCES.**—  
Report your firm's imports and your firm's shipments and inventories of *commodity* matchbooks imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in number of cases), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to wholesalers/distributors (quantity)					
U.S. shipments to convenience/grocery stores (quantity)					
U.S. shipments food service companies (quantity)					
U.S. shipments to membership warehouses (quantity)					
U.S. shipments to other (describe _____) (quantity)					
<sup>1</sup> Please identify the sources and foreign producers, if known:					
_____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2006, 2007, and 2008 below:					
_____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-8. **IMPORTS OF PROMOTIONAL MATCHBOOKS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of *promotional* matchbooks imported from India by your firm during the specified periods. (See definitions in the instruction booklet.)

**INDIA**

Quantity (in number of cases), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to wholesalers/distributors (quantity)					
U.S. shipments to convenience/grocery stores (quantity)					
U.S. shipments food service companies (quantity)					
U.S. shipments to membership warehouses (quantity)					
U.S. shipments to other (describe _____) (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2006, 2007, and 2008 below: _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> 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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-9. **IMPORTS OF PROMOTIONAL MATCHBOOKS FROM NONSUBJECT SOURCES.**—  
Report your firm's imports and your firm's shipments and inventories of *promotional* matchbooks imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in number of cases), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to wholesalers/distributors (quantity)					
U.S. shipments to convenience/grocery stores (quantity)					
U.S. shipments food service companies (quantity)					
U.S. shipments to membership warehouses (quantity)					
U.S. shipments to other (describe _____) (quantity)					
<sup>1</sup> Please identify the sources and foreign producers, if known:					
_____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2006, 2007, and 2008 below:					
_____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-10. Please describe the differences and similarities between *commodity* and *promotional* matchbooks with respect to the following factors: (a) **physical characteristics**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability and uses**--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 products. Use additional pages as necessary.

For each of the above factors, please indicate whether product comparisons are “fully” comparable or the same, i.e., have no differentiation between them; “mostly” comparable or similar; “somewhat” comparable or similar; “rarely” comparable or similar; “never” or not-at-all comparable or similar; or “no familiarity.”

**(a) Physical characteristics:**

Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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**(b) Interchangeability and uses:**

Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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

**(c) Manufacturing processes:**

Fully    Mostly    Somewhat    Rarely    Never    No familiarity

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**(d) Channels of distribution:**

Fully    Mostly    Somewhat    Rarely    Never    No familiarity

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

Fully    Mostly    Somewhat    Rarely    Never    No familiarity

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**(f) Price:**

Fully    Mostly    Somewhat    Rarely    Never    No familiarity

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

II-11. Did your firm change the amounts of its imports (or do you plan to change the amounts of your imports) of commodity matchbooks produced in India because of the filing of the petition in these investigations?

- No                       Yes-- Supply specific details as to the time, nature, and amounts of any such changes in imports, also indicating whether any increases in such imports replaced or will replace (or whether any decreases in such imports were replaced by or will be replaced by) product produced in the United States and/or in countries other than India or the United States.

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II-12. Did your firm change the amounts of its imports (or do you plan to change the amounts of your imports) of commodity matchbooks produced in India because of the Department of Commerce's preliminary determinations of subsidies or sales at less than fair value?

- No                       Yes-- Supply specific details as to the time, nature, and amounts of any such changes in imports, also indicating whether any increases in such imports replaced or will replace (or whether any decreases in such imports were replaced by or will be replaced by) product produced in the United States and/or in countries other than India or the United States.

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

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250, amelia.preece@usitc.gov).

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

Company contact:

\_\_\_\_\_

Name and title

( ) \_\_\_\_\_

Phone number

\_\_\_\_\_

E-mail address

**PRICE DATA**

This section requests quarterly quantity and value data for your commercial shipments to unrelated U.S. customers during January 2006-June 2009 of the following products you imported from India and your two largest other country sources.

**Product 1.** — Paper matchbooks with 20 match stems, secured into a plain white cover (referred to as “plain white)” or imprinted with THANK YOU, packed into trays of 50 books each, wrapped in a paper sleeve and packed 50 trays to a carton/case. Price should be reported in dollars per case, which contains 2,500 matchbooks.

**Product 2.** — Paper matchbooks with 20 match stems, secured into a cover imprinted with a logo, packed into trays of 50 books each, wrapped in a paper sleeve and packed 50 trays to a carton/case. Price should be reported in dollars per case, which contains 2,500 matchbooks.

**Product 3.** — Promotional paper matchbooks (“not for resale” or “specialty advertising”) with 20 match stems, secured into a cover imprinted with specialty advertising. Price should be reported per piece.

**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 final net amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

Report the requested pricing data in the tables on the following pages for sales of each of the three specified products that your firm imported from India and sold to U.S. customers. Also, please report your firm's sales of the three specified products that your firm imported from your two largest (based on quantity) nonsubject-country sources.

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

III-2a. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from India and sold by your firm.

**INDIA**

Period of shipment	Product 1		Product 2		Product 3	
	(Quantity in number of cases, value in dollars)				(Quantity per piece, value in dollars)	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2006</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

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

III-2b. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from **YOUR LARGEST NONSUBJECT-COUNTRY SOURCE** and sold by your firm. Please specify country below.

**COUNTRY ( \_\_\_\_\_ )**

Period of shipment	Product 1		Product 2		Product 3	
	(Quantity in number of cases, value in dollars)		(Quantity per piece, value in dollars)			
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2006</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

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

III-2c. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported **YOUR SECOND-LARGEST NONSUBJECT-COUNTRY SOURCE** and sold by your firm. Please specify country below.

**COUNTRY ( \_\_\_\_\_ )**

Period of shipment	Product 1		Product 2		Product 3	
	(Quantity in number of cases, value in dollars)				(Quantity per piece, value in dollars)	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2006</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009</b>						
January-March						
April-June						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

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

**Note – For questions III-3 through III-17, please indicate whether your answers would differ between commodity matchbooks and promotional matchbooks.**

III-3. Please describe how your firm determines the prices that it charges for sales of commodity matchbooks (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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III-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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III-5. What are your firm's typical sales terms for commodity matchbooks imported from India (e.g., 2/10 net 30 days)? \_\_\_\_\_. On what basis are your prices of such product usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_.

III-6. Approximately what share of your firm's sales of its commodity matchbooks imported from India in 2008 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)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

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

III-7. 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?  No  Yes
- (c) Does the contract fix  quantity,  price, or  both?
- (d) Does the contract have a meet or release provision?  No  Yes
- (e) Has a meet or release provision been used?  No  Yes

III-8. 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?  No  Yes
- (c) Does the contract fix  quantity,  price, or  both?
- (d) Does the contract have a meet or release provision?  No  Yes
- (e) Has a meet or release provision been used?  No  Yes

III-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of imported commodity matchbooks?

<u>Source</u>	<u>Share of sales,</u> <u>2008</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	_____

- III-10. (a) What is the approximate percentage of the total delivered cost of imported commodity matchbooks that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
 Your firm  or purchaser
- (c) What proportion of your sales occur within 100 miles of your storage facility or U.S. point of entry? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

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

III-11. What is the geographic market area in the United States served by your firm's imported commodity matchbooks? (check all that apply)

- |                                    |  |                                     |                                    |
|------------------------------------|--|-------------------------------------|------------------------------------|
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Mid-Atlantic            | <input type="checkbox"/> Midwest    | <input type="checkbox"/> Southeast |
| <input type="checkbox"/> Southwest | <input type="checkbox"/> Rocky Mountains         | <input type="checkbox"/> West Coast | <input type="checkbox"/> Northwest |
| <input type="checkbox"/> National  | <input type="checkbox"/> Other (describe: _____) |                                     |                                    |

III-12. Describe the end uses of the commodity matchbooks that you import from India. For each end-use product, what percentage of the total cost is accounted for by commodity matchbooks?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-13. Please estimate the proportions of *promotional* matchbooks that are preserved by collectors versus those that are used and discarded.

<u>End use</u>	<u>Share of total (percent)</u>
Preserved by collectors	_____
Used and discarded	_____
<b>Total</b>	<b>100 %</b>

III-14. (a) Can other products be substituted for commodity matchbooks?

- No       Yes--Please list these substitute products in order of importance.

(i) \_\_\_\_\_

(ii) \_\_\_\_\_

(iii) \_\_\_\_\_

(b) Have changes in the prices of these products affected the price for commodity matchbooks?

- No       Yes

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

III-15. (a) How has the demand within the United States for matchbooks changed since January 1, 2006? What principal factors affect changes in demand?

Increased                       No change                       Decreased

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(b) How has the demand outside the United States (if known) for matchbooks changed since January 1, 2006? What principal factors affect changes in demand?

Increased                       No change                       Decreased

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III-16. Please comment on the extent to which declining demand for commodity matchbooks is attributable to the use of lighters instead of a decline in the rate of smoking.

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III-17. Have there been any significant changes in the product range or marketing of commodity matchbooks since January 1, 2006?

No                       Yes-- Please describe.

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

III-18. Are commodity matchbooks 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.<sup>1</sup>

<b>Country-pair</b>	United States	India	Other countries
United States			
India			

<sup>1</sup> For any country-pair producing commodity matchbooks which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

III-20. *Commodity matchbooks* -- Please identify below the names and addresses of your firm's 10 largest customers for *commodity* matchbooks during 2006-2008. 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 *commodity* matchbooks from India that each of these customers accounted for in 2008.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

III-21. *Promotional matchbooks* -- Please identify below the names and addresses of your firm's 10 largest customers for *promotional* matchbooks during 2006-2008. 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 *promotional* matchbooks from India that each of these customers accounted for in 2008.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					