

IMPORTERS' QUESTIONNAIRE
CERTAIN DAS CHEMISTRY FROM CHINA, GERMANY, AND INDIA

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 May 29, 2003

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 4,4'-diamino-2,2'-stilbenedisulfonic acid (DAS) and stilbenic fluorescent whitening agents (SFWA) from China, Germany, and India (invs. Nos. 701-TA-435 and 731-TA-1036-1038 (Preliminary)). 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported DAS and/or SFWA (as defined in the instruction booklet) from any source at any time since January 1, 2000?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

Please refer to the instruction booklet for definitions of DAS and SFWA. If your answers to the questions in this questionnaire are different for DAS and SFWA, please make separate responses for each product.

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-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 DAS and/or SFWA from China, Germany, and/or India into the United States or which are engaged in exporting DAS and/or SFWA from China, Germany, and/or India 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 DAS and/or SFWA?

No Yes—List the following information.

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

I-6. Please indicate the nature of your firm's importing operations on DAS and/or SFWA. More than one answer may be applicable.

With respect to DAS:

- | | |
|---|---|
| <input type="checkbox"/> Importer of record | <input type="checkbox"/> Takes title to the imported product(s) |
| <input type="checkbox"/> Consignee of the imported product(s) | <input type="checkbox"/> Customs broker or freight forwarder |

With respect to SFWA:

- | | |
|---|---|
| <input type="checkbox"/> Importer of record | <input type="checkbox"/> Takes title to the imported product(s) |
| <input type="checkbox"/> Consignee of the imported product(s) | <input type="checkbox"/> Customs broker or freight forwarder |

I-7. If your firm is an importer of record of DAS and/or SFWA but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters DAS and/or SFWA into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

With respect to DAS:

- | | | |
|---------------------|-----------------------------|------------------------------|
| Foreign trade zones | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| Bonded warehouses | <input type="checkbox"/> No | <input type="checkbox"/> Yes |

With respect to SFWA:

- | | | |
|---------------------|-----------------------------|------------------------------|
| Foreign trade zones | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| Bonded warehouses | <input type="checkbox"/> No | <input type="checkbox"/> Yes |

PART I. GENERAL QUESTIONS—Continued

I-9. Please indicate whether your firm imports DAS and/or SFWA under the TIB (temporary importation under bond) program.

With respect to DAS:

No Yes

With respect to SFWA:

No Yes

I-10. To your knowledge, have the products subject to these investigations 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 Cynthia Trainor (202-205-3354). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of DAS and/or SFWA since January 1, 2000?

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

PART II.—TRADE AND RELATED INFORMATION—Continued

II-3. Has your firm imported or arranged for the importation of DAS and/or SFWA from China, Germany, and/or India for delivery after March 31, 2003?

- No Yes—Indicate when such orders are to be delivered and the quantities (in 1,000 pounds, dry basis) involved. Identify the product(s) and country(ies) for which you are reporting.

II-4. If your firm also produces DAS and/or SFWA in the United States (contact Cynthia Trainor (202-205-3354) for copies of that questionnaire), please indicate your reasons for importing this product. If your reasons differ by source or by product, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **DAS** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Germany, and India, and report for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

China Germany India All other sources combined¹

<i>(Quantity in 1,000 pounds (dry basis), value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
Beginning-of-period inventories <i>(quantity)</i>					
IMPORTS:²					
<i>Quantity</i>					
<i>Value</i>					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i>					
<i>Value</i>					
Internal consumption to produce SFWAs:					
<i>Quantity</i>					
<i>Value³</i>					
Other internal consumption/company transfers:⁴					
<i>Quantity</i>					
<i>Value³</i>					
EXPORT SHIPMENTS:⁵					
<i>Quantity</i>					
<i>Value</i>					
End-of-period inventories ⁶ <i>(quantity)</i>					
U.S. shipments to distributors <i>(quantity)</i>					
U.S. shipments to end users <i>(quantity)</i>					

¹ Please identify these sources: _____

² 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 2000, 2001, 2002, and Jan.-Mar. 2003: _____

⁴ Do you produce non-SFWA products from DAS? No Yes - - Please list the products: _____

⁵ Identify your principal export markets: _____

⁶ **Reconciliation of data.**—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?

Yes No—Please explain: _____

PART II.—TRADE AND RELATED INFORMATION—Continued

II-6. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **SFWA** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Germany, India, and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

China Germany India All other sources combined¹

(Quantity in 1,000 pounds (dry basis), value in \$1,000)					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
Beginning-of-period inventories (quantity)					
IMPORTS:²					
<i>Quantity</i>					
<i>Value</i>					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i>					
<i>Value</i>					
Internal consumption/company transfers:					
<i>Quantity</i>					
<i>Value³</i>					
EXPORT SHIPMENTS:⁴					
<i>Quantity</i>					
<i>Value</i>					
End-of-period inventories⁵ (quantity)					
U.S. shipments to distributors (quantity)					
U.S. Shipments to end users (quantity)					
¹ Please identify these sources: _____ _____					
² 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 2000, 2001, 2002, and Jan.-Mar. 2003: _____ _____					
⁴ Identify your principal export markets: _____ _____					
⁵ Reconciliation of data. --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 III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page of your U.S. commercial shipments for each of the specified products (1, 2, 3, and 4)¹ which were imported by your firm from each of the subject countries (China, India, and Germany). Report separately for each product-country combination, photocopying page as necessary and indicating on each page the specific product-country combination for which you are reporting.

Product 1 Product 2 Product 3 Product 4

China India Germany

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Value ²
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		
¹ See product descriptions on previous page. ² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of DAS and/or SFWA (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 DAS and/or SFWA imported from China, India, and Germany (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 DAS and/or SFWA imported from China, India, and Germany are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

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

(b) How frequently are contracts renegotiated? _____

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

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

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

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 DAS and/or SFWA? _____

III-B-6. What is the approximate percentage of the total delivered cost of DAS and/or SFWA that is accounted for by U.S. inland 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.

PART III. PRICING AND RELATED INFORMATION—Continued

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 DAS and/or SFWA from China, India, and Germany?

III-B-8. a) What products can be substituted for DAS in the production of SFWA?

b) What percentage of the total cost of producing SFWA is accounted for by DAS? _____

III-B-9. What other products can be substituted for SFWA in its end uses?

III-B-10. Describe the end uses of SFWA that you import from China, India, and Germany. For each end use product, what percentage of the total cost is accounted for by DAS and SFWA?

III-B-11. How has the demand within the United States (and outside the United States if known) for DAS and/or SFWA changed since January 1, 2000? What principal factors affected demand?

III-B-12. Have there been any significant changes in the product range or marketing of DAS and/or SFWA in the past five years?

No Yes—Please describe.

PART III.-PRICING AND RELATED INFORMATION-Continued

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

III-B-13. Does your firm purchase or sell DAS and/or SFWA over the internet?

- No Yes-Please describe, noting the estimated percentage of your firm's total purchases/sales of DAS and/or SFWA in 2002 accounted for by internet transactions.

III-B-14. Is DAS and/or SFWA produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *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	India	Germany	Other countries
United States					
China					
India					
Germany					

¹ For any country-pair producing DAS and/or SFWA which is *sometimes* or *never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-15. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between DAS and/or SFWA 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	India	Germany	Other countries
United States					
China					
India					
Germany					

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of DAS and/or SFWA, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. DOMESTIC LIKE PRODUCT QUESTIONS—Continued

The following questions relate to the degree of similarity or the differences between DAS and SFWA in the U.S. market. Please do not give similarities/differences between domestic DAS and imported DAS or between domestic SFWA and imported SFWA. This question does not ask for comparisons of the domestic product with the imported product, but rather for comparisons between the two products--i.e., DAS compared with SFWA.

III-C-1. Please describe the any similarities and/or differences in the physical characteristics of DAS and SFWA.

III-C-2. Please describe the any similarities and/or differences in the uses for DAS and SFWA in the United States.

III-C-3. Please describe the degree of interchangeability, if any, between DAS and SFWA, i.e., are they used in the same or similar applications in the United States.

III-C-4. Please describe the any similarities and/or differences in the U.S. channels of distribution (e.g., distributors, end users, etc.) for DAS and SFWA.

III-C-5. Please describe, to the best of your knowledge, any similarities and/or differences in customer and producer perceptions of DAS and SFWA in the U.S. market.

III-C-6. Please explain whether DAS and SFWA are made in common (i.e., the same or shared) U.S. manufacturing facilities, using common production processes, and production employees.

III-C-7. Please describe the any similarities and/or differences in the prices of DAS and SFWA in the U.S. market.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-D. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for DAS and/or SFWA imported from China, India, and Germany during January 2000-March 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 DAS and SFWA from China, India, and Germany that each of these customers accounted for in 2002.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					