

PURCHASERS' 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)). Further information on this questionnaire can be obtained from John Benedetto (202-205-3270).

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

Has your firm purchased **petroleum wax candles** (as defined in the instruction booklet) from any source (domestic or foreign) 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 20 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 the production of petroleum wax candles?

No Yes--List the following information.

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

I-6. In Part III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for petroleum wax candles?

No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

PART II.--PURCHASES

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

<i>(Quantity in 1,000 pounds of wax, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES OF PRODUCT PRODUCED IN CHINA (SUBJECT):						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES OF PRODUCT PRODUCED IN CHINA (NONSUBJECT, EXCLUDED FROM ORDER):						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES OF PRODUCT 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 levels of your firm's purchases of petroleum wax candles from different sources (both domestic and foreign) have changed since 1999 (the year the antidumping duty order under review was continued), 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. (a) Did your firm purchase petroleum wax candles from China before 1999?

- No--Skip to (c) Yes

(b) If yes, has your pattern of purchasing petroleum wax candles from China changed since 1999?

- No, our pattern of purchasing is essentially unchanged.
- Yes, we discontinued purchases from China because of the order.
- Yes, we reduced purchases from China because of the order.
- Yes, but we changed the pattern of purchases from China for reasons other than the order (please explain below).

(c) Has your pattern of purchasing petroleum wax candles from nonsubject foreign sources changed since 1999 (please check all that apply).

- We did not purchase from nonsubject foreign sources before or after the order was continued.
- No, our pattern of purchasing is essentially unchanged.
- Yes, we increased purchases from nonsubject countries because of the order.
- Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

MASS MERCHANDISER (_____)

OTHER RETAILER (_____)

INSTITUTIONAL USER (_____)

WHOLESALE/DISTRIBUTOR (_____)

Other (_____)

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

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

III-3. If your firm is an end user of petroleum wax candles, list in order of quantity of petroleum wax candles consumed, the top 3 products for which your firm purchases petroleum wax candles as a component part or input. Please indicate what percentage of the total cost is accounted for by petroleum wax candles.

Product you produce

Percent of cost accounted for by petroleum wax candles

1. _____

1. _____

2. _____

2. _____

3. _____

3. _____

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

III-4. (a) Please list in order of importance any products that may be substituted for 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? Please comment specifically on candles whose wax content is less than 50 percent petroleum wax.

No Yes--Please explain.

III-5. 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-6. 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.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-7. 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?

III-8. 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-9. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss petroleum wax candles demand and/or factors affecting petroleum wax candles 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 on an annual basis from 1999 to the present and forecasts of these demand data.

III-10. Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, 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.

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

III-11. Is buying a product that is produced in the United States an important factor in your firm's purchases of petroleum wax candles (please check ALL that apply)?

No

Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of petroleum wax candles.

Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of petroleum wax candles.

Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of petroleum wax candles.

III-12. (a) Is the petroleum wax candles market subject to business cycles or conditions of competition distinctive to petroleum wax candles?

No

Yes--Please explain and provide estimates of the duration of any such cycle.

(b) Has the emergence of new markets for petroleum wax candles since 1999 affected the business cycles or conditions of competition distinctive to petroleum wax candles?

No

Yes--Please explain any such changes.

III-13. Who are your major competitors?

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

III-14. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving petroleum wax candles based on the producer of the petroleum wax candles you purchase?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

III-15. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving petroleum wax candles based on the country of origin of the petroleum wax candles you purchase?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

III-16. (a) How frequently do you make purchases?

Daily Weekly Monthly Quarterly Annually

Other (specify) _____)

(b) Do you expect this purchasing pattern to change in the next two years?

No Yes--How and why do you expect these changes to occur?

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

III-17. How many suppliers do you generally contact before making a purchase?

III-18. (a) Do purchases of petroleum wax candles usually involve negotiations between supplier and purchaser?

No Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

No Yes--Specify the time period.

III-19. Have you changed suppliers in the last 5 years?

No Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-20. (a) 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 and indicate how you become aware of them.

(b) Do you expect new petroleum wax candles suppliers to enter the market in the future?

No Yes--Please provide details, noting the specific future time period in your response.

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

III-21. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the petroleum wax candles they sell to your firm?

- No Yes-- ____ percent of purchases in 2004 Yes--all purchases

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

III-22. 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-23. Since 1999, have any domestic or foreign producers failed in their attempts to certify or qualify their petroleum wax candles 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-24. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for petroleum wax candles.

	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"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<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-25. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase petroleum wax candles 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-26. What characteristics does your firm consider when determining the quality of petroleum wax candles?

III-27. How often does your firm purchase petroleum wax candles that are offered at the lowest price?

Always

Usually

Sometimes

Never

III-28. Please list the names of any firms you considered price leaders in the petroleum wax candles market since 1999. 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-29. Please describe how the above firm(s) exhibited price leadership.

III-30. How frequently does the price of the petroleum wax candles you are purchasing change?

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

III-31. Does your firm purchase petroleum wax candles over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total purchases of petroleum wax candles in 2004 accounted for by internet purchases.

III-32. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. petroleum wax candles industry since 1999 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. petroleum wax candles industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-33. What do you think will be the likely effects of any revocation of the antidumping duty order for imports of petroleum wax candles from China? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

IV-1. Please indicate the countries of origin for petroleum wax candles for which your firm has actual marketing/pricing knowledge.

- United States
- China
- Other countries (Please specify _____)

IV-2. Are petroleum wax candles 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	Other countries
United States			
China			

¹ For any country-pair producing petroleum wax candles which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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

IV-3. Do you or your customers ever specifically order petroleum wax candles from one country in particular over other possible sources of supply?

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

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

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

IV-5. If you purchased petroleum wax candles 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 subject and nonsubject foreign 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
PRODUCT--Continued**

IV-6. For the factors listed below, please rate how petroleum wax candles produced in each country you identified in your response to the first question in Part IV compare with petroleum wax candles 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
PRODUCT--Continued**

IV-7. (a) How often do domestically produced petroleum wax candles meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(b) How often do imported subject petroleum wax candles meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(c) How often do imported nonsubject petroleum wax candles 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

IV-8. (a) Since 1999, has there been a change in the price of petroleum wax candles? If so, has the price of U.S.-produced petroleum wax candles changed more or less than the price of imported petroleum wax candles from China?

No change in price

Prices have changed by the same amount

Price of U.S.-produced petroleum wax candles has changed relative to the price of petroleum wax candles from China

(b) If the price of U.S.-produced petroleum wax candles has changed relative to the price of petroleum wax candles from China, the price of U.S.-produced petroleum wax candles is now relatively

Higher Lower

PART V.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased petroleum wax candles since 1999 and approximate the percentage of your subject petroleum wax candles purchases (based on quantity) each accounted for in 2004.

No.	Firm name	Percentage of purchases
1		
2		
3		
4		
5		