

**PURCHASERS' QUESTIONNAIRE**  
**CERTAIN WAX AND WAX/RESIN THERMAL TRANSFER RIBBONS FROM**  
**FRANCE, JAPAN, AND KOREA**

*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 January 26, 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 certain wax and wax/resin thermal transfer ribbons ("TTR") from France, Japan and Korea (inv. No. 731-TA-1039-1041 (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 Amelia Preece (202-205-3250; e-mail: apreece@usitc.gov).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased certain wax and wax/resin TTR (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 2001?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (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 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 certain wax and wax/resin TTR from France, Japan, or Korea into the United States or which are engaged in exporting certain wax and wax/resin TTR from France, Japan, or Korea 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 certain wax and wax/resin TTR?

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 certain wax and wax/resin TTR. Report based on delivery date, not order date.

<i>(Quantity in msi, value in dollars)</i>			
Item	2001	2002	2003
<b>PURCHASES OF CERTAIN WAX AND WAX/RESIN TTR COATED IN THE UNITED STATES:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES OF CERTAIN WAX AND WAX/RESIN TTR COATED IN FRANCE:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES OF CERTAIN WAX AND WAX/RESIN TTR COATED IN JAPAN:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES OF CERTAIN WAX AND WAX/RESIN TTR COATED IN KOREA:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES OF CERTAIN WAX AND WAX/RESIN TTR COATED IN ALL OTHER COUNTRIES:<sup>1</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please identify these countries: _____			
_____			

**PART II.--PURCHASES--Continued**

II-2. If the relative shares of your firm's total purchases of certain wax and wax/resin TTR 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 of coating	Increase/decrease	Reason

II-3. If your firm has purchased certain wax and wax/resin TTR coated in only one country, please explain the reasons for doing so.

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II-4. When your firm purchases slit certain wax and wax/resin TTR, do you typically know whether the jumbos from which the product was slit originated inside or outside the United States?

Yes                       No

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

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

- OEM (\_\_\_\_\_)
- Converter/ Slitter (\_\_\_\_\_)
- Distributor (\_\_\_\_\_)
- Other (\_\_\_\_\_)

III-2. (a) If your firm is a distributor, reseller, or slitter of certain wax and wax/resin TTR, what are the major types of consumers to which you sell certain wax and wax/resin TTR?

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(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase certain wax and wax/resin TTR? If so, please describe the nature and extent of this competition.

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III-3. List, in order of quantity of certain wax and wax/resin TTR consumed, the top 3 products for which your firm purchases certain wax and wax/resin TTR as a component part or input (e.g., a label printer). Please indicate what percentage of the total value is accounted for by certain wax and wax/resin TTR.

<u>Product you produce</u>	<u>Percent of cost accounted for by certain wax and wax/resin TTR</u>
1. _____	1. _____
2. _____	2. _____

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

- Increased       Unchanged       Decreased

(b) Has this had any effect on your firm's demand for certain wax and wax/resin TTR?

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

III-5. (a) Please list in order of importance any products that may be substituted for certain wax and wax/resin TTR.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

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

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(c) Have changes in the prices of these products affected the price for certain wax and wax/resin TTR?

No       Yes--Please explain.

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III-6. Are you aware whether the certain wax and wax/resin TTR you are purchasing is U.S.-coated or imported?

Always       Usually       Sometimes       Never

III-7. Do you know the coater of the certain wax and wax/resin TTR 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.

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

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

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How many suppliers routinely supply your firm with certain wax and wax/resin TTR? If more than one, has your firm ever used pricing information obtained from one supplier in its negotiations with another supplier? If so, please explain how such pricing information was used.

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III-11. Have you changed or added 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.

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III-12. 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.

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

III-13. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the certain wax and wax/resin TTR 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.

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III-14. 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.

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III-15. Since January 1, 2001, have any domestic or foreign coaters failed in their attempts to certify or qualify their certain wax and wax/resin TTR with your firm or have any coaters 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.

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

III-16. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for certain wax and wax/resin TTR.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
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-16. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase certain wax and wax/resin TTR 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-17. What characteristics does your firm consider when determining the quality of certain wax and wax/resin TTR?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-18. How often does your firm purchase the functionally equivalent certain wax and wax/resin TTR that is offered at the lowest price?

Always

Usually

Sometimes

Never

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

III-19. Please list the names of any firms you considered price leaders in the certain wax and wax/resin TTR 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. Please respond separately for 2001, 2002, and 2003.

Price leader in 2001: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Price leader in 2002: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Price leader in 2003: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-20. Please describe how the above firm(s) exhibited price leadership. Please provide specific examples of how the above firm(s) exhibited price leadership.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

II-21. Does your firm purchase certain wax and wax/resin TTR in jumbo (i.e., unslit) form?

No

Yes--Please describe how often your firm purchases jumbo TTR and why it does so.

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III-22. Does your firm receive any additional services (e.g., private labeling, drop-ship deliver) from your suppliers of certain wax and wax/resin TTR? How important are these services to you?

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III-23. Does your firm have a "consignment sales" arrangement with any of your suppliers of certain wax and wax/resin TTR? If so, please describe when such services began and what benefit they are to your firm.

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

IV-1. Please indicate the countries of origin for certain wax and wax/resin TTR for which your firm has actual marketing/pricing knowledge.

- United States
- France       Japan       Korea
- Other countries (Please specify \_\_\_\_\_)

IV-2. Is certain wax and wax/resin TTR 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 <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. <sup>1</sup>					
Country-pair	United States	France	Japan	Korea	Other countries
United States					
France					
Japan					
Korea					
<sup>1</sup> For any country-pair producing certain wax and wax/resin TTR which is <i>sometimes or never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use:  <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>					

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

IV-3. (a) Do you or your customers ever specifically order certain wax and wax/resin TTR coated in 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 certain wax and wax/resin TTR from these countries is preferred over product from other countries (please note the specific product in your response).

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(b) If you purchased certain wax and wax/resin TTR coated in another country and imported 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.-coated certain wax and wax/resin TTR instead (please specify by country, including imports from both subject and nonsubject countries)?

France \_\_\_\_\_ percent higher

Japan \_\_\_\_\_ percent higher

Korea \_\_\_\_\_ percent higher

Comments: \_\_\_\_\_

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IV-4. Are certain grades/types/sizes of certain wax and wax/resin TTR 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.

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IV-5. If you purchased certain wax and wax/resin TTR 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.

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

IV-6. For the factors listed below, please rate how certain wax and wax/resin TTR produced in each country you identified in your response to the first question in Part IV compares with certain wax and wax/resin TTR 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)	
	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
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 does domestically coated certain wax and wax/resin TTR meet minimum quality specifications for your uses or your customers' uses?

Always       Usually       Sometimes       Rarely or never

(b) How often does certain wax and wax/resin TTR coated in subject (France, Japan, and/or Korea) countries and imported meet minimum quality specifications for your uses or your customers' uses?

France       Always       Usually       Sometimes       Rarely or never

Japan       Always       Usually       Sometimes       Rarely or never

Korea       Always       Usually       Sometimes       Rarely or never

(c) How often does certain wax and wax/resin TTR coated in nonsubject (not France, Japan, nor Korea) countries and imported 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.--SUPPLIER IDENTIFICATION**

Please provide the names and addresses of your firm's five largest suppliers of certain wax and wax/resin TTR 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 certain wax and wax/resin TTR that each of these suppliers accounted for in 2003.

No.	Supplier's name	Share of 2003 purchases (%)
1		
2		
3		
4		
5		