

PURCHASERS' QUESTIONNAIRE
METAL CALENDAR SLIDES FROM JAPAN

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 7, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning metal calendar slides from Japan (inv. No. 731-TA-1094 (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 Jose Signoret (202-205-3125).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____
Has your firm purchased metal calendar slides (as defined in the instruction booklet) from any country at any time since January 1, 2002?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

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 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 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 metal calendar slides from Japan into the United States or which are engaged in exporting metal calendar slides from Japan 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 metal calendar slides?

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 metal calendar slides. Report based on delivery date, not order date.

<i>(Quantity in 1,000 slides, value in \$1,000)</i>				
Item	2002	2003	2004	2005
PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF PRODUCT PRODUCED IN JAPAN:				
<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 shares of your firm's total purchases of metal calendar slides 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 Japan has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

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

PART II.--PURCHASES--Continued

II-4. Please report the following information regarding your firm's operations processing metal calendar slides.

Period	Tinning of U.S.-produced slides		Tinning of imported slides from Japan	
	Process rate (slides per hour)	Efficiency rate ¹ (percent)	Process rate (slides per hour)	Efficiency rate ¹ (percent)
2002: January-March				
April-June				
July-September				
October-December				
2003: January-March				
April-June				
July-September				
October-December				
2004: January-March				
April-June				
July-September				
October-December				
2005: January-March				
April-June				
July-September				
October-December				

¹ Please use the methodology that your firm uses to measure productivity/efficiency; e.g., the ratio of actual production to optimal production targets.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

END USER (_____)

DISTRIBUTOR (_____)

Other (_____)

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

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

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

<u>Products you produce</u>	<u>Percent of cost accounted for by metal calendar slides</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

III-4. (a) If your firm is an end user of metal calendar slides, has the demand for your firm's final products incorporating metal calendar slides changed since January 1, 2002?

Increased Unchanged Decreased

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

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

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

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

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

(c) Have changes in the prices of these products affected the price for metal calendar slides?

No Yes--Please explain.

III-6. Are you aware whether the metal calendar slides that you purchase are U.S.-produced or imported?

Always Usually Sometimes Never

III-7. Do you know the manufacturer of the metal calendar slides 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.

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

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

III-11. Have you changed suppliers since January 1, 2002?

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

III-12. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 4 years?

- No Yes--Please identify the firms.

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 metal calendar slides they sell to your firm?

- No Yes-- ____ percent of purchases in 2005 Yes--all purchases

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

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.

III-15. Since January 1, 2002, have any domestic or foreign producers failed in their attempts to certify or qualify their metal calendar slides 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-16. a) Please describe in detail how the prices that your firm paid for its purchases of metal calendar slides were determined (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.) between 2002-05.

b) If your firm uses blanket purchase orders, please submit a sample copy.

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

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

- 1. _____
- 2. _____
- 3. _____

Other factors or comments: _____

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

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

- Always Usually Sometimes Never

III-21. Please list the names of any firms you considered price leaders in the metal calendar slides market during January 2002-December 2005. 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 type of metal calendar slide.

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

III-23. Does your firm purchase metal calendar slides over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total purchases of metal calendar slides in 2005 accounted for by internet purchases.

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

IV-1. Please indicate the countries of origin for metal calendar slides for which your firm has actual marketing/pricing knowledge.

United States

Japan

Other countries (Please specify _____)

IV-2. Are metal calendar slides 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 Japan-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 "O" to indicate *no familiarity* with products from a specified Japan-pair.¹

Country-pair	United States	Japan	Other countries
United States			
Japan			

¹ For any country-pair producing metal calendar slides 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 metal calendar slides from one country in particular over other possible sources of supply?

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

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

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

IV-5. If you purchased metal calendar slides from one source although comparable metal calendar slides were 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 Japan 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 metal calendar slides produced in each country you identified in your response to the first question in Part IV compares with metal calendar slides produced in each of the other countries you identified (including the United States and both Japan 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 metal calendar slides from one country superior or inferior to metal calendar slides 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"/>	
Metal calendar slides 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"/>	
Metal calendar slides 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 metal calendar slides meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(b) How often do imported subject metal calendar slides meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(c) How often does imported nonsubject (other than from Japan) metal calendar slides meet minimum quality specifications for your uses or your customers' uses?

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

PART V.--PURCHASE PRICES

This section requests quarterly price and quantity data concerning your firm's purchases of the following U.S.-produced and imported products from Japan during January 2003-December 2005:

Product 1.—Coated metal calendar slides with the following dimensions: 17" x 7/8" (432 mm x 23mm)

Product 2.—Coated metal calendar slides with the following dimensions: 18" x 7/8" (457 mm x 23 mm)

Product 3.—Coated metal calendar slides with the following dimensions: 22" x 7/8" (559 mm x 23 mm)

Product 4.—Coated metal calendar slides with the following dimensions: 27" x 7/8" (686 mm x 23 mm)

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

PURCHASES FROM U.S. PRODUCERS

PRODUCT: Product 1 Product 2 Product 3 Product 4

<i>(Quantity in number of slides, value in dollars)</i>		
Period of shipment	Quantity	Delivered value
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
¹ If your metal calendar slides does not exactly meet the metal calendar slides specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		

PART V.--PURCHASE PRICES--Continued

PURCHASES OF IMPORTS FROM JAPAN FROM U.S. IMPORTERS

PRODUCT: Product 1 Product 2 Product 3 Product 4

<i>(Quantity in number of slides, value in dollars)</i>		
Period of shipment	Quantity	Delivered value
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
<p>¹ If your metal calendar slides does not exactly meet the metal calendar slides specifications but is competitive with the specified product, provide a description of your product:</p> <hr/> <hr/>		

PART VI.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's five largest suppliers of metal calendar slides purchased during 2002-05. 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 metal calendar slides that each of these suppliers accounted for in 2005.

No.	Supplier's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2005 purchases (%)
1					
2					
3					
4					
5					