

IMPORTERS' QUESTIONNAIRE
TETRAHYDROFURFURYL ALCOHOL (THFA) 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 1, 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 THFA from China (inv. No. 731-TA-1046 (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)).

<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 THFA (as defined in the instruction booklet) from any country at any time since January 1, 2001?</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>

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 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 THFA from China into the United States or which are engaged in exporting THFA from China to the United States?

No Yes—List the following information.

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

II-5. Did your firm begin importing THFA from China on or after January 1, 2001?

No

Yes—Explain why you chose to begin importing THFA at that time.

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 THFA imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China 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

All other sources combined¹

(Quantity in 1,000 pounds, value in \$1,000)			
Item	Calendar years		
	2001	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
IMPORTS:²			
<i>Quantity</i> of imports			
<i>Value</i> of imports			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption/company transfers:			
<i>Quantity</i> of internal consumption/transfers			
<i>Value³</i> of internal consumption/transfers			
EXPORT SHIPMENTS:⁴			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES⁵ (<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 2001, 2002, and 2003 below: _____ _____			
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 for each of the specified products¹ imported from China and sold by your firm. Also report separately for sales to distributors and end users.

Product 1 Product 2

<i>(Quantity in Pounds, value in Dollars)</i>				
Period of shipment	Sales to Distributors		Sales to Endusers	
	Quantity	Value ²	Quantity	Value ²
2001:				
January-March				
April-June				
July-September				
October-December				
2002:				
January-March				
April-June				
July-September				
October-December				
2003:				
January-March				
April-June				
July-September				
October-December				
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>				
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 THFA (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 THFA imported from China (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 THFA imported from China 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) If contracts have meet-or-release provisions, has your firm actually changed prices for an existing contract? Yes ___ No ___. If yes, please estimate the percentage of your firms contract sales for which your firm changed prices during an existing contract since January 2001. _____

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

(g) 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 THFA? _____

III-B-6. What is the approximate percentage of the total delivered cost of THFA that is accounted for by 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 THFA from China?

III-B-8. What other products may be substitutes for THFA?

III-B-9. Describe the end uses of the THFA that you import from China. For each end use product, what percentage of the total cost is accounted for by THFA?

III-B-10. How has the demand within the United States (and outside the United States if known) for THFA changed since January 1, 2001? What were the principal factors affecting changes in demand?

III-B-11. Domestic producer Penn Specialty Chemicals filed for bankruptcy protection in July 2001, and emerged from bankruptcy in July 2002. What effect, if any, did this have on the U.S. market for THFA?

III-B-12. What impact, if any, does imported THFA that is internally consumed by an importer to make downstream products have on the sales or prices of THFA (domestic or imported) that is sold to unrelated customers?

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-13. Have there been any significant changes in the product range or marketing of THFA in the past five years?

- No Yes—Please describe.

III-B-14. Does your firm purchase or sell THFA over the internet?

- No Yes—Please describe, noting the estimated percentage of your firm's total purchases/sales of THFA in 2003 accounted for by internet transactions.

III-B-15. Are the U.S.-produced and imported THFA from China used interchangeably (i.e., can they physically be used in the same applications)?

- Yes No—Please explain.

III-B-16. Are the U.S.-produced and NONSUBJECT imported THFA (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

- Yes No—Please explain, by country.

III-B-17. Are NONSUBJECT imported THFA and imported THFA from China used interchangeably?

- Yes No—Please explain, by country.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-18. Are there any differences in product characteristics or sales conditions between U.S.-produced THFA and THFA imported from China that are a significant factor in your firm's sales of THFA?

- No Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

III-B-19. Are there any differences in product characteristics or sales conditions between U.S.-produced THFA and NONSUBJECT imported THFA that are a significant factor in your firm's sales of THFA?

- No Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

III-B-20. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported THFA and imported THFA from China that are a significant factor in your firm's sales of THFA?

- No Yes—Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from China.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for THFA imported from China 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 imports of THFA from China that each of these customers accounted for in 2003.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					