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**IMPORTERS' QUESTIONNAIRE**  
**METAL CALENDAR SLIDES FROM JAPAN**

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*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 July 13, 2005**

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 (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><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm imported metal calendar slides (as defined in the instruction booklet) from any country at any time since January 1, 2002?</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 40 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 II.—TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Joanna Lo (202-205-1888).  
**Supply all data requested on a interim-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 metal calendar slides since January 1, 2002?

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

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

II-3. Has your firm imported or arranged for the importation of metal calendar slides from Japan for delivery after March 31, 2005?

No       Yes—Indicate when such orders are to be delivered and the quantities involved.

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

II-4. If your firm also produces metal calendar slides in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5. Please indicate the harmonized tariff schedule of the United States (HTS) under which your firm imports this product.

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

**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 metal calendar slides imported by your firm during the specified periods. (See definitions in the instruction booklet.) Report separately for each country listed on page 1 of the questionnaire 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.

Country: \_\_\_\_\_  All other sources combined<sup>1</sup>

<i>(Quantity in 1,000 slides, value in \$1,000)</i>							
Item	2002		2003		2004		2005
	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>							
<b>IMPORTS:<sup>2</sup></b>							
Quantity of imports							
Value of imports							
<b>U.S. SHIPMENTS:</b>							
<b>Commercial shipments:</b>							
Quantity of commercial shipments							
Value of commercial shipments							
<b>Internal consumption/company transfers:</b>							
Quantity of internal consumption/transfers							
Value <sup>3</sup> of internal consumption/transfers							
<b>EXPORT SHIPMENTS:<sup>4</sup></b>							
Quantity of export shipments							
Value of export shipments							
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> <i>(quantity)</i>							
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> <i>(quantity)</i>							
<b>U.S. SHIPMENTS TO END USERS</b> <i>(quantity)</i>							

<sup>1</sup> Please identify these sources: \_\_\_\_\_

<sup>2</sup> Identify the foreign producers, if known: \_\_\_\_\_

<sup>3</sup> 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 2002, 2003, and 2004 below: \_\_\_\_\_

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> **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-7a. **COMPARABILITY OF PAPER CALENDAR SLIDES AND METAL CALENDAR SLIDES.**—Since January 1, 2002, has your firm produced paper calendar slides?

No       Yes--Please describe the differences and similarities between paper calendar slides and metal calendar slides with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-7b. **COMPARABILITY OF PLASTIC CALENDAR SLIDES AND METAL CALENDAR SLIDES.**—Since January 1, 2002, has your firm produced paper calendar slides?

No

Yes--Please describe the differences and similarities between plastic calendar slides and metal calendar slides with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-7c. **COMPARABILITY OF HEAVIER METAL (OR "THICKER") CALENDAR SLIDES AND METAL CALENDAR SLIDES**.--Since January 1, 2002, has your firm produced paper calendar slides?

- No       Yes--Please describe the differences and similarities between heavier metal (or "thicker") calendar slides and metal calendar slides with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**PART III.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Kelly Clark (202-205-3166).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_ Phone No. \_\_\_\_\_ E-mail address

**Section III-A.--PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments and/or purchases of the following products during January 2002-June 2005. Sales values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits. Delivered purchase values should be from unrelated suppliers (U.S. or foreign), be net of returns, discounts, allowances, and rebates, but should include all ocean freight costs and U.S.-inland freight costs for delivery to your facility.

***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 THE FOLLOWING PAGE AS NECESSARY.**

**For Section III-A-1:** Complete a separate page for each of the specified products **imported from Japan** and sold by your firm to unrelated U.S. customers. Indicate in the space provided at the top of the page the product for which pricing is reported.

**For Section III-A-2:** Complete a separate page for each of the specified products **purchased from U.S. producers or imported from Japan** for your own use (e.g., assembly with calendars). Indicate in the space provided at the top of the page the product for which pricing is reported.

Check here if your firm imports metal calendar slides from Japan and **sells** these products to unrelated U.S. companies. Report the selling price data requested in section III-A.1.

Check here if your firm imports metal calendar slides from Japan for your own use (e.g., assembly with calendars). Report the **purchase** price data requested in section III-A.2.

**PART III. PRICING AND RELATED INFORMATION**—Continued

**Section III-A-1. SELLING PRICE DATA**--This section requests quarterly quantity and f.o.b. value data on your firm's U.S. shipments of product imported from Japan and sold to unrelated customers

Product 1   
  Product 2   
  Product 3   
  Product 4

(Quantity in units, value in dollars)		
Period of shipment	Quantity	F.o.b. value <sup>1</sup>
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		
<sup>1</sup> 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.		
Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		
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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-A-2.--PURCHASE PRICE DATA--** This section requests quarterly quantity and delivered value data for your firm's purchases from U.S. producers and its direct import purchases of product from Japan for your own use (e.g., assembly with calendars). (Note: If your firm purchased any one of the specified products from both U.S. producers and from Japanese suppliers, please report separately by checking the appropriate country of origin box; photocopy this page as necessary).

**PRODUCT:**             Product 1    Product 2    Product 3    Product 4

**COUNTRY OF ORIGIN:**         United States    Japan

<i>(Quantity in units, value in dollars)</i>		
Period of shipment	Quantity	Delivered value <sup>1</sup>
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		

<sup>1</sup> Delivered value should be net of returns, discounts, allowances, and rebates, but should include all ocean freight costs and U.S.-inland freight costs for delivery to your facility.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

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**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 metal calendar slides (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.

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III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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III-B-3. What are your firm's typical sales terms for metal calendar slides imported from Japan (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 share of your firm's sales of its metal calendar slides imported from Japan in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

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

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

**PART III.--PRICING AND RELATED INFORMATION--Continued**

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

- III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.
- (a) What is the average duration of a contract? \_\_\_\_\_
  - (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
  - (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
  - (d) Does the contract have a meet or release provision? \_\_\_\_\_
- III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of metal calendar slides?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

- III-B-8. (a) What is the approximate percentage of the total delivered cost of metal calendar slides that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.
- III-B-9. What is the geographic market area in the United States served by your firm's metal calendar slides?
- Northeast   
  Mid-Atlantic   
  Midwest   
  Southeast  
 Southwest   
  Rocky Mountains   
  West Coast   
  Northwest  
 National   
  Other (describe) \_\_\_\_\_

III-B-10. Describe the end uses of the metal calendar slides that you import from Japan. For each end-use product, what percentage of the total cost is accounted for by metal calendar slides?

<u>End use</u>	<u>Share of total cost accounted for by metal calendar slides (percent)</u>
_____	_____
_____	_____
_____	_____

**PART III.--PRICING AND RELATED INFORMATION--Continued**

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

III-B-11. (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.

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

No       Yes--To what degree do changes in their prices affect the price for metal calendar slides? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of metal calendar slide or final end use?

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III-B-12. How has the demand within the United States (and outside the United States if known) for metal calendar slides changed since January 1, 2002? What principal factors affect changes in demand?

Increased       Unchanged       Decreased

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III-B-13. Have there been any significant changes in the product range or marketing of metal calendar slides since January 1, 2002?

No       Yes--Please describe.

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III-B-14. Does your firm sell metal calendar slides over the internet?

No       Yes--Please describe, noting the estimated percentage of your firm's total sales of metal calendar slides in 2004 accounted for by internet sales.

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**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 metal calendar slides imported from Japan during 2002-2004. 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 metal calendar slides from Japan that each of these customers accounted for in 2004.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					