

U.S. PURCHASERS' QUESTIONNAIRE
COMMODITY MATCHBOOKS FROM INDIA

This questionnaire must be received by the Commission by no later than September 1, 2009

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning commodity matchbooks from India (inv. Nos. 701-TA-459 and 731-TA-1155 (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, amelia.preece@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 matchbooks (either commodity or promotional, as defined in the instruction booklet) from <u>any</u> source at any time since January 1, 2006?</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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</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 submitting 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 these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout these investigations 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 these investigations 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

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-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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing commodity matchbooks from India into the United States or which are engaged in exporting commodity matchbooks from India to the United States?

No Yes--List the following information

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of commodity matchbooks?

No Yes--List the following information

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

PART II.--PURCHASES

II-1. Who should be contacted regarding the requested purchase information?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-2a. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of commodity matchbooks. Report based on delivery date, not order date.

(Quantity in number of cases, value in \$1,000)				
Item	2006	2007	2008	Jan.-June 2009
Purchases of product produced in the United States:				
<i>Quantity</i>				
<i>Value</i>				
Purchases of product produced in India:				
<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-2b. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of promotional matchbooks. Report based on delivery date, not order date.

(Quantity in number of cases, value in \$1,000)				
Item	2006	2007	2008	Jan.-June 2009
Purchases of product produced in the United States:				
<i>Quantity</i>				
<i>Value</i>				
Purchases of product produced in India:				
<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-3. If the relative shares of your firm's total purchases of commodity matchbooks 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	Increase/decrease	Reason

II-4. Did your firm purchase commodity matchbooks from only one country?

No Yes-- Please explain the reasons for doing so.

II-5. If commodity matchbooks that your firm purchases were unavailable from India, would your firm:

Purchase less commodity matchbooks overall: Yes No

Purchase more commodity matchbooks from U.S. producers: Yes No

Purchase more commodity matchbooks from countries other than India or the United States: Yes No

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Who should be contacted regarding the requested information on market characteristics and purchasing practices?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Which of the following best describes your firm as a purchaser of commodity matchbooks (check all that apply, noting the specific end uses if known)?

- Distributor (_____)
- Retailer (_____)
- Restaurant (_____)
- Other (_____)

III-3. (a) If your firm is a distributor or reseller of commodity matchbooks, what are the major types of consumers to which you sell commodity matchbooks?

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

III-4. Has the demand for commodity matchbooks changed since January 1, 2006?

- Increased No change Decreased Fluctuated

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

III-5. Please comment on the extent to which declining demand for commodity matchbooks is attributable to the use of lighters instead of a decline in the rate of smoking.

III-6. (a) Is the commodity matchbooks market subject to business cycles or conditions of competition distinctive to commodity matchbooks?

No Yes--Please explain and provide estimates of the duration of any such cycle.

(b) Has the emergence of new markets or special business events for commodity matchbooks since 2006 affected the business cycles or conditions of competition distinctive to commodity matchbooks?

No Yes--Please explain any such changes.

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

III-7. Did your firm change the amounts of its purchases (or do you plan to change the amounts of your purchases) of commodity matchbooks produced in India because of the filing of the petition in these investigations?

- No Yes-- Supply specific details as to the time, nature, and amounts of any such changes in purchases, also indicating whether any increases in such purchases replaced or will replace (or whether any decreases in such purchases were replaced by or will be replaced by) product produced in the United States and/or in countries other than India or the United States.

III-8. Did your firm change the amounts of its purchases (or do you plan to change the amounts of your purchases) of commodity matchbooks produced in India because of the Department of Commerce's preliminary determinations of subsidies or sales at less than fair value?

- No Yes-- Supply specific details as to the time, nature, and amounts of any such changes in purchases, also indicating whether any increases in such purchases replaced or will replace (or whether any decreases in such purchases were replaced by or will be replaced by) product produced in the United States and/or in countries other than India or the United States.

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

III-9. (a) Can other products be substituted for commodity matchbooks?

No Yes--Please list these substitute products in order of importance.

(i) _____

(ii) _____

(iii) _____

(b) Have changes in the prices of these products affected the price for commodity matchbooks?

No Yes

III-10. Are you aware whether the commodity matchbooks you are purchasing are U.S.-produced or imported?

Always Usually Sometimes Never

III-11. Do you know the manufacturer of the commodity matchbooks that you purchase?

Always Usually Sometimes Never

III-12. 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-13. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

No Yes-- Please describe.

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

III-14 If you are a purchaser of promotional matchbooks, please estimate the proportions of such matchbooks that are:

Preserved by collectors _____

Used and discarded _____

Total **100%**

III-15. How many suppliers do you generally contact before making a purchase?

III-16. Have you changed suppliers since January 1, 2006?

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-17. 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.

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

III-18. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for commodity matchbooks.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	-	-	-
Delivery terms.....	-	-	-
Delivery time	-	-	-
Discounts offered	-	-	-
Extension of credit	-	-	-
Price	-	-	-
Minimum qty requirements.....	-	-	-
Packaging.....	-	-	-
Product consistency	-	-	-
Quality meets industry standards	-	-	-
Quality exceeds industry standards.	-	-	-
Product range	-	-	-
Product traceability	-	-	-
Reliability of supply.....	-	-	-
Technical support/service	-	-	-
U.S. transportation costs	-	-	-
Warranties and assurances	-	-	-
Other (specify):			
_____	-	-	-
_____	-	-	-
_____	-	-	-

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 commodity matchbooks 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.).

(i) _____

(ii) _____

(iii) _____

Other factors or comments: _____

III-19. What characteristics does your firm consider when determining the quality of commodity matchbooks?

III-20. How often does your firm purchase the commodity matchbooks 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 commodity matchbooks market during January 2006-June 2009. 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-22. Please describe how the above firm(s) exhibited price leadership.

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

III-23. Please describe the differences and similarities between *commodity* and *promotional* matchbooks with respect to the following factors: (a) **physical characteristics**--describe the differences and similarities in the physical characteristics; (b) **interchangeability and uses**--discuss the interchangeability in end use of the two products; (c) **channels of distribution**—sources from which you purchase these products; (d) **perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (e) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

For each of the above factors, please indicate whether product comparisons are “fully” comparable or the same, *i.e.*, have no differentiation between them; “mostly” comparable or similar; “somewhat” comparable or similar; “rarely” comparable or similar; “never” or not-at-all comparable or similar; or “no familiarity.”

(a) Physical characteristics:

Fully Mostly Somewhat Rarely Never No familiarity

(b) Interchangeability and uses:

Fully Mostly Somewhat Rarely Never No familiarity

(c) Channels of distribution:

Fully Mostly Somewhat Rarely Never No familiarity

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

(d) Customer and producer perceptions:

Fully Mostly Somewhat Rarely Never No familiarity

(e) Price:

Fully Mostly Somewhat Rarely Never No familiarity

III-24. Please indicate whether when purchasing commodity matchbooks, you consider purchasing promotional matchbooks, wooden matches, or lighters instead. And, if so, please explain the basis for your decision.

PART IV.—COMMODITY MATCHBOOKS COMPARISONS

IV-1. Who should be contacted regarding the requested information on product comparisons?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

IV-2. Please indicate the countries of origin for commodity matchbooks for which your firm has actual marketing/pricing knowledge.

- United States
- India
- Other countries (Please specify: _____)

IV-3. Are commodity matchbooks produced in the United States and in other countries interchangeable (*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 “O” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	India	Other countries
United States			
India			
¹ For any country-pair producing commodity matchbooks which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: _____ _____ _____ _____ _____ _____			

PART IV.—COMMODITY MATCHBOOKS COMPARISONS--Continued

IV-4. Do you or your customers ever specifically order commodity matchbooks 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 commodity matchbooks from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. Are certain types/sizes of commodity matchbooks 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-6. If you purchased commodity matchbooks 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.—COMMODITY MATCHBOOKS COMPARISONS--Continued

IV-7. For the factors listed below, please rate how commodity matchbooks produced in each country you identified in your response to the first question in Part IV compares with commodity matchbooks produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please type an "X" for each quality in each product comparison indicating whether the product from the first source is superior, comparable, or inferior compared with the product from the second source.

Quality	<u>Product from United States compared to product from India</u>			<u>Product from United States compared to product from Other countries</u>			<u>Product from India compared to product from Other countries</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	-	-	-	-	-	-	-	-	-
Delivery terms	-	-	-	-	-	-	-	-	-
Delivery time	-	-	-	-	-	-	-	-	-
Discounts offered	-	-	-	-	-	-	-	-	-
Extension of credit.....	-	-	-	-	-	-	-	-	-
Lower price.....	-	-	-	-	-	-	-	-	-
Minimum quantity requirements.....	-	-	-	-	-	-	-	-	-
Packaging.....	-	-	-	-	-	-	-	-	-
Product consistency	-	-	-	-	-	-	-	-	-
Quality meets industry standards.....	-	-	-	-	-	-	-	-	-
Quality exceeds industry standards	-	-	-	-	-	-	-	-	-
Product range.....	-	-	-	-	-	-	-	-	-
Reliability of supply	-	-	-	-	-	-	-	-	-
Technical support/service	-	-	-	-	-	-	-	-	-
Lower U.S. transportation costs.....	-	-	-	-	-	-	-	-	-
Other (specify):									
_____	-	-	-	-	-	-	-	-	-
_____	-	-	-	-	-	-	-	-	-
_____	-	-	-	-	-	-	-	-	-

PART IV.—COMMODITY MATCHBOOKS COMPARISONS--Continued

IV-8. (a) How often do domestically produced commodity matchbooks meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Never

(b) How often do imported subject commodity matchbooks meet minimum quality specifications for your uses or your customers' uses?

India

Always Usually Sometimes Never

(c) How often do imported nonsubject commodity matchbooks meet minimum quality specifications for your uses or your customers' uses?

From: _____

Always Usually Sometimes Never

From: _____

Always Usually Sometimes Never

From: _____

Always Usually Sometimes Never

From: _____

Always Usually Sometimes Never

PART V.—SUPPLIER IDENTIFICATION

V-1. Please provide the names and addresses of your firm's five largest suppliers of commodity matchbooks purchased during 2006-09. 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 commodity matchbooks that each of these suppliers accounted for in 2008.

No.	Supplier's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2008 purchases (%)
1					
2					
3					
4					
5					