

PURCHASERS' QUESTIONNAIRE
CERTAIN TISSUE PAPER PRODUCTS AND CREPE PAPER PRODUCTS 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 November 8, 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 tissue paper products and crepe paper products from China (inv. No. 731-TA-1070 (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 or amelia.preece@usitc.gov).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased certain tissue paper products and/or crepe paper products (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2001?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 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 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-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 tissue paper products and/or crepe paper products from China into the United States or which are engaged in exporting tissue paper products and/or crepe paper products from China 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 tissue paper products and/or crepe paper products?

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 tissue paper products and/or crepe paper products. Report based on delivery date, not order date. Please note that terms such as "bulk" tissue paper and "consumer" tissue paper are defined in the document entitled "General Information, Instructions, and Definitions for Commission Questionnaires."

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>				
Item	2001	2002	2003	Jan.-Sept. 2004
CERTAIN BULK TISSUE PAPER PRODUCTS:				
PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF PRODUCT PRODUCED IN CHINA:				
<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-1.--Continued

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>				
Item	2001	2002	2003	Jan.-Sept. 2004
CERTAIN CONSUMER TISSUE PAPER PRODUCTS:				
PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF PRODUCT PRODUCED IN CHINA:				
<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: _____				
<hr/>				
CERTAIN CREPE PAPER PRODUCTS:				
PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF PRODUCT PRODUCED IN CHINA:				
<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: _____				
<hr/>				

PART II.--PURCHASES--Continued

II-2. If the relative shares of your firm's total purchases of tissue paper products and/or crepe paper products 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/Product (e.g. tissue paper, crepe paper)	Increase/ decrease	Reason

II-3. If your firm has purchased tissue paper products and/or crepe paper products from only one country, please explain the reasons for doing so.

II-4. Comparability of domestically produced bulk tissue paper products and consumer tissue paper products (see definitions in the instructions booklet). Please identify the similarities and differences, if any, between bulk tissue paper products and consumer tissue paper products (the products) with respect to the following factors: (a) characteristics, uses, and interchangeability—describe the physical properties and specific, representative end uses of the products, including the degree, if any, to which there are overlapping end uses for the products; (b) channels of distribution— describe your firm's specific end-use requirements for the products and the channel(s) of distribution through which your firm purchases the product; and (c) price— provide a discussion and specific examples of prices for the products. **Use additional pages as necessary.**

(a) Characteristics, uses, and interchangeability: _____

(b) Channels of distribution: _____

(c) Price: _____

(d) Since January 1, 2001, has your firm purchased bulk tissue paper products, consumer tissue paper products, or both?

PLEASE NOTE THAT THE QUESTIONS IN PARTS III AND IV (PAGES 6-16) OF THIS QUESTIONNAIRE REFER TO BOTH CERTAIN TISSUE PAPER PRODUCTS AND CREPE PAPER PRODUCTS. IF THE ANSWERS TO THE QUESTIONS IN THESE SECTIONS DIFFER BY PRODUCT TYPE (I.E., TISSUE PAPER OR CREPE PAPER), OR IF THE ANSWERS DIFFER BY END USER (I.E., CONSUMER TISSUE PAPER OR BULK TISSUE PAPER (AS DEFINED IN THE INSTRUCTION BOOKLET)), PLEASE COPY THESE PAGES AS NECESSARY AND CHECK THE APPROPRIATE BOXES BELOW.

Consumer tissue paper products

Bulk tissue paper products

Crepe paper products

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of tissue paper products and crepe paper products (check all that apply, noting the specific end uses if known)?

Retailer (_____)

Distributor (_____)

End user (_____)

Other (_____)

III-2. (a) If your firm is a distributor or reseller of tissue paper products and/or crepe paper products, what are the major types of consumers to which you sell tissue paper products and crepe paper products?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase tissue paper products and/or crepe paper products?

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

III-3. Has the demand for tissue paper products and/or crepe paper products changed since January 1, 2001?

- Unchanged Increased Decreased

III-4. (a) Please list in order of importance any products that may be substituted for tissue paper products and/or crepe paper products.

(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 tissue paper products and/or crepe paper products?

- No Yes--Please explain.

III-5. Are you aware whether the tissue paper products and/or crepe paper products you are purchasing are U.S.-produced or imported?

- Always Usually Sometimes Never

III-6. Do you know the manufacturer of the tissue paper products and/or crepe paper products that you purchase?

- Always Usually Sometimes Never

III-7. 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

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

III-8. Have you made significant changes in your purchasing patterns (e.g., frequency) since January 1, 2001?

- No Yes--Please explain.

III-9. How many suppliers do you generally contact before making a purchase?

III-10. Have you changed 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.

III-11. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2001?

- No Yes--Please identify the firms.

III-12. Do you require your suppliers to become certified or prequalified with respect to the quality, strength, or other performance characteristic of the tissue paper products and/or crepe paper products 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.

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

III-13. 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-14. Please identify which domestic and foreign producers are qualified to sell their tissue paper products and/or crepe paper products to your firm.

III-15. Since January 1, 2001, have any domestic or foreign producers failed in their attempts to certify or qualify their tissue paper products and/or crepe paper products 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) For the factors listed below, please rate each in terms of its importance in your purchase decision for tissue paper products and/or crepe paper products.

	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"/>
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"/>
Product range	<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"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Responsiveness to customers' product requests	<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"/>

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

III-17. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase tissue paper products and/or crepe paper products 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-18. What characteristics does your firm consider when determining the quality of tissue paper products and/or crepe paper products?

III-19. How often does your firm purchase the tissue paper products and/or crepe paper products that are offered at the lowest price?

- Always Usually Sometimes Never

III-20. Please list the names of any firms you considered price leaders in the tissue paper products and/or crepe paper products market during January 2001-September 2004. 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.

III-21. Please describe how the above firm(s) exhibited price leadership.

III-22. (a) Does your firm purchase tissue paper products and/or crepe paper products over the internet?

- No Yes--Please estimate the percentage of your firm's total purchases of such products in 2003 accounted for by internet purchases.

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

III-23. (b) For each internet purchase/reverse auction in which your firm participated, please provide the following information (attach additional pages if necessary):

a) When did the auction take place? _____

b) What suppliers participated in the auction? _____

c) Which tissue paper products and/or crepe paper products were being purchased through the auction? _____

d) When were the tissue paper products and/or crepe paper products to be shipped to your firm?__

e) What were the quantities of each tissue paper product and/or crepe paper product being purchased? _____

f) Was there a pre-bidding price established before the auction began? Yes _____ No ____ If so, what was the pre-bidding price? _____

g) Who was the winning firm or firms and what was the winning final bid on each tissue paper product and/or crepe paper product? _____

h) What were the final bids on each tissue paper product and/or crepe paper product by those firms that did not win the auction? _____

i) Please discuss the reasons for choosing the supplier or suppliers of the tissue paper products and/or crepe paper products.

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

IV-1. Please indicate the countries of origin for tissue paper products and/or crepe paper products for which your firm has actual marketing/pricing knowledge.

United States China Other countries (Please specify _____)

IV-2. Are tissue paper products and/or crepe paper products 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 *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 "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Other countries
United States			
China			

¹ For any country-pair producing tissue paper products and/or crepe paper products which is *sometimes* or *never* used interchangeably, please explain the factors that limit or preclude interchangeable use. (Note: If the degree of interchangeability differs based on the end use application (e.g., less interchangeability for one end use vis-a-vis another) please discuss this in your response).

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

IV-3. Do you or your customers ever specifically order tissue paper products and/or crepe paper products 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 tissue paper products and/or crepe paper products from these countries are preferred over product from other countries (please note the specific product in your response).

IV-4. Are any types of tissue paper products and/or crepe paper products available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source, the type of tissue paper product and/or crepe paper product, and the percentage of your firm's total 2003 purchases of tissue paper products and/or crepe paper products accounted for by this particular type of tissue paper product and/or crepe paper product.

IV-5. If you purchased tissue paper products and/or crepe paper products 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.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-6. For the factors listed below, please rate how tissue paper products and/or crepe paper products produced in each country you identified in your response to the first question in Part IV compares with tissue paper products and/or crepe paper products 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)
	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"/>	
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Product range	<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"/>	
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Responsiveness to customers' product requests	<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 tissue paper products and/or crepe paper products meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(b) How often do imported subject tissue paper products and/or crepe paper products from China meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(d) How often do imported nonsubject tissue paper products and/or crepe paper products 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 tissue paper products and/or crepe paper products purchased during January 2001-September 2004. 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 tissue paper products and/or crepe paper products that each of these suppliers accounted for in 2003 (**copy this page if necessary**).

- Certain bulk tissue paper products Certain consumer tissue paper products
- Certain crepe paper products

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2003 purchases (%)
1					
2					
3					
4					
5					