

U.S. PRODUCERS' QUESTIONNAIRE

NARROW WOVEN RIBBONS WITH WOVEN SELVEDGE FROM CHINA AND TAIWAN

This questionnaire must be received by the Commission by no later than July 23, 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 antidumping and countervailing duty investigations concerning narrow woven ribbons with woven selvedge from China and Taiwan (Inv. Nos. 701-TA-467 and 731-TA-1164-1165 (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)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced narrow woven ribbons (as defined in the instruction booklet) at any time since January 1, 2006?
<input type="checkbox"/> NO (Complete pages 1-6 as appropriate, and sign the certification below and promptly return the applicable pages of the questionnaire to the Commission)
<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)

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 means of 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.

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

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 50 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. Do you support or oppose the petition?

Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

I-4. 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-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing narrow woven ribbons from China or Taiwan into the United States or which are engaged in exporting narrow woven ribbons from China or Taiwan to the United States?

No Yes--List the following information

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of narrow woven ribbons?

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 Nathanael Comly (202-205-3174, nathanael.comly@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
 Name and title

() _____
 Phone number 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; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of narrow woven ribbons since January 1, 2006?

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of narrow woven ribbons (including embellishments)?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced on same equipment and share of total production in 2008 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Narrow woven ribbons</u>	_____
<u>Cut-edge ribbons</u>	_____
_____	_____
_____	_____
_____	_____

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

II-4. Report your firm's production capacity, production, and shipments to the production of cut-edge ribbons in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in square yards) and value (in \$1,000)					
Item	Calendar years			January-March	
	2006	2007	2008	2008	2009
Capacity (<i>quantity</i>)					
Production (<i>quantity</i>)					
U.S. shipments:					
<i>Quantity</i>					
<i>Value</i>					

II-5. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

II-6. Please estimate the share (by quantity) of your firm's U.S. shipments of cut-edge ribbon in 2008 (reported above) accounted for by the following channels of distribution.

- (a) Wholesalers/distributors (See definitions in the instruction booklet.) _____ percent
- (b) Industrial end-users (See definitions in the instruction booklet.) _____ percent
- (c) Retailers _____ percent

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

II-7. Does your firm produce other products using the same production and related workers employed to produce narrow woven ribbons (including embellishments)?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., production volume): _____

Products produced using the same workers and share of total production in 2008 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Narrow woven ribbons</u> _____	_____
<u>Cut-edge ribbons</u> _____	_____
_____	_____
_____	_____
_____	_____

II-8. Since January 1, 2006, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of narrow woven ribbons?

No Yes--Name firm(s): _____.

II-9. Does your firm produce narrow woven ribbons in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-10. Since January 1, 2006, has your firm imported narrow woven ribbons?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

IF YOUR FIRM PRODUCES ONLY CUT-EDGE RIBBON AND NOT NARROW WOVEN RIBBON WITH WOVEN SELVEDGE, PLEASE STOP HERE AND RETURN PAGES 1-6 OF THIS QUESTIONNAIRE TO THE U.S. INTERNATIONAL TRADE COMMISSION.

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

II-11. Report your firm's weaving capacity, production, shipments, inventories, and employment related to the production of narrow woven ribbons in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in square yards) and value (in \$1,000)					
Item	Calendar years			January-March	
	2006	2007	2008	2008	2009
Average weaving capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to wholesalers/distributors (quantity)					
U.S. shipments to industrial end users (quantity)					
U.S. shipments to retailers (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ The weaving capacity (see definitions in instruction booklet) reported is based on operating ___ looms, ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate weaving capacity, and explain any changes in reported capacity (use additional pages as necessary).					
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-12a. Report your firm's average spooling capacity used for your firm's U.S. shipments of narrow woven ribbon reported in question II-11.

Quantity (in square yards)					
Item	Calendar years			January-March	
	2006	2007	2008	2008	2009
Average spooling capacity:					
U.S.					
Other countries.¹					
Total					
¹ Identify other countries: _____					

II-12b. Please describe the source and extent of your firm's capital investment with respect to its narrow woven ribbon spooling capacity:

(a) in the United States:

(b) outside the United States:

II-12c. Please describe the narrow woven ribbon spooling process and discuss the technical expertise involved in spooling narrow woven ribbons.

II-12d. Please estimate the value added to narrow woven ribbons through the spooling process:

<u>Country</u>	<u>Percent</u>
<u>In United States</u> _____	_____
<u>Outside United States</u> _____	_____

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

II-12e. Please report the number of production and related workers engaged in spooling narrow woven ribbons:

<u>Country</u>	<u>PRW (number)</u>
<u>In United States</u> _____	_____
<u>Outside United States</u> _____	_____

II-12f. With respect to the spooling process, please report the quantity and type of parts sourced:

<u>Country</u>	<u>Quantity</u>	<u>Type of parts</u>
<u>In United States</u> _____	_____	_____
<u>Outside United States</u> _____	_____	_____

II-12g. With respect to the spooling process, please indicate any other costs and activities directly leading to production of the like narrow woven ribbons:

(a) in the United States:

(b) outside the United States:

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

II-13. Estimate the share of your firm's U.S. shipments in 2008 of the following narrow woven ribbons (in percent) :

<u>Product</u>	<u>Percent of 2008 quantity</u>	<u>Percent of 2008 value</u>
<u>Polyester with wire in selvedge</u>	<u> </u>	<u> </u>
<u>Polyester without wire in selvedge</u>	<u> </u>	<u> </u>
<u>Nylon with wire in selvedge</u>	<u> </u>	<u> </u>
<u>Nylon without wire in selvedge</u>	<u> </u>	<u> </u>
<u>Other fabric with wire in selvedge ¹</u>	<u> </u>	<u> </u>
<u>Other fabric without wire in selvedge ¹</u>	<u> </u>	<u> </u>
<u> Total</u>	<u>100.0</u>	<u>100.0</u>

¹ Please list other fabric(s): _____.

II-14. If you reported transfers to related firms in question II-11, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-15. Other than direct imports, has your firm otherwise purchased narrow woven ribbons since January 1, 2006? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in square yards, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2006	2007	2008	2008	2009
PURCHASES FROM U.S. IMPORTERS² OF NARROW WOVEN RIBBONS FROM--					
China:					
<i>Quantity</i>					
<i>Value</i>					
Taiwan:					
<i>Quantity</i>					
<i>Value</i>					
Other sources: ²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:³					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
² Please indicate identify these sources.					
³ Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Mary Klir (202-205-3247, mary.klir@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below:

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise:

- 2. Does your firm prepare profit/loss statements for the subject merchandise:
 Yes No
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10Qs,
 Monthly, quarterly, semi-annually, annually
- 4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes narrow woven ribbons, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-5. Other products.--Please list any other products you produced in the facilities in which you produced narrow woven ribbons, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of narrow woven ribbons from any related firm?

Yes—Continue to question III-7 below. No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of narrow woven ribbons that your firm receives from related parties.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes—Continue to question III-9 below. No--Continue to question III-10 below.

PART III.--FINANCIAL INFORMATION--Continued

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No

III-10. Nonrecurring charges.--For each annual and interim period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's narrow woven ribbons operations.

Item	Calendar years			January-March	
	2006	2007	2008	2008	2009
Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)					
1.					
2.					
3.					
4.					
5.					
6.					
7.					

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on narrow woven ribbons.--Report the revenue and related cost information requested below on the narrow woven ribbons operations of your U.S. establishment(s).¹ Do not report resales of products. **Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be valued at cost.**² Provide data for the specified calendar years and interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir (202)205-3247 before completing this section of the questionnaire.

Quantity (in square yards) and value (in \$1,000)					
Item	Calendar years			January-March	
	2006	2007	2008	2008	2009
Net sales quantities: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. ³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ⁴ COGS should include costs associated with internal consumption and transfers to related firms.					

PART III.--FINANCIAL INFORMATION--Continued

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of narrow woven ribbons. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the specified calendar years.

Value (in \$1,000)			
Item	Calendar years		
	2006	2007	2008
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe: _____)			
F. Total current assets (lines 1.A. through 1.E.)			
2. Property, plant, and equipment			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
3. Other (describe: _____)			
4. Total assets (lines 1.F., 2.C., and 3)			

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on narrow woven ribbons. Provide data for the specified calendar years and interim periods.

Value (in \$1,000)					
Item	Calendar years			January-March	
	2006	2007	2008	2008	2009
Capital expenditures					
Research and development expenditures					

PART III.--FINANCIAL INFORMATION--Continued

III-14. Since January 1, 2006, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of narrow woven ribbons from China and/or Taiwan?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-15. Does your firm anticipate any negative impact of imports of narrow woven ribbons from China and/or Taiwan?

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from economist Nancy Bryan (202-205-2088, nancy.bryan@usitc.gov).

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2006-March 2009.

Product 1.—Single faced satin of solid color, without woven or applied embellishments,¹ with a woven selvedge with *no wire*.

Product 2.— Single faced satin of non-solid color, without woven or applied embellishments,¹ with a woven selvedge with *no wire*.

Product 3.— Single faced satin of non-solid color, with woven or applied embellishments,¹ with a woven selvedge with *no wire*.

Product 4.— Double faced satin of solid color, without woven or applied embellishments,¹ with a woven selvedge with *no wire*.

Product 5.— Sheers of solid color, without woven or applied embellishments,¹ with a woven selvedge with *no wire*.

Product 6.— Sheers of solid color, without woven or applied embellishments,¹ with a woven selvedge, *with wire*.

Product 7.— Grosgrain of non-solid color, with applied embellishments,¹ with a woven selvedge, with *no wire*.

Product 8.— Grosgrain of non-solid color, without applied embellishments,¹ with a woven selvedge, with *no wire*.

¹ Woven or applied embellishments include, but are not limited to: woven embellishments using a jacquard mechanism, narrow woven ribbon made from differently colored yarns (yarns dyed before weaving), screen printed embellishments, flexography printed embellishments, transfer printed embellishments, and foil stamped embellishments.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-2a. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in square yards, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2006								
January-March								
April-June								
July-September								
October-December								
2007								
January-March								
April-June								
July-September								
October-December								
2008								
January-March								
April-June								
July-September								
October-December								
2009								
January-March								

¹ 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.
² Pricing product definitions are provided on the first page of Part IV.

Note.—Identify the fabric or blend of fabric comprising each product. Also, if your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-2a.—*contintued.*

Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in square yards, value in dollars)								
Period of shipment	Product 5		Product 6		Product 7		Product 8	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2006								
January-March								
April-June								
July-September								
October-December								
2007								
January-March								
April-June								
July-September								
October-December								
2008								
January-March								
April-June								
July-September								
October-December								
2009								
January-March								

¹ 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.

² Pricing product definitions are provided on the first page of Part IV.

Note.—Identify the fabric or blend of fabric comprising each product. Also, if your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 5: _____

Product 6: _____

Product 7: _____

Product 8: _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-3. Please describe how your firm determines the prices that it charges for sales of narrow woven ribbon (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.

IV-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-5. Has your firm ever paid for markdown support to a retailer (i.e., paid for retail space by paying to clear out all of the product previously in that retail space)? Please describe how your firm paid this markdown support (e.g., as a one-time payment, a price discount on certain shipments, etc.); the amount of the markdown; when such markdowns were paid; and which retailers were involved.

IV-6. What are your firm's typical sales terms for its U.S.-produced narrow woven ribbon (e.g., 2/10 net 30 days)? _____. On what basis are your prices of domestic narrow woven ribbon usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

IV-7. Approximately what share of your firm's sales of its U.S.-produced narrow woven ribbon in 2008 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)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-8. 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? _____

IV-9. 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? _____

IV-10. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced narrow woven ribbon?

<u>Source</u>	<u>Share of sales,</u> <u>2008</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	_____

IV-11. (a) What is the approximate percentage of the total delivered cost of narrow woven ribbon that is accounted for by U.S. inland transportation costs? _____ percent.

- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-11. (c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-12. What is the geographic market area in the United States served by your firm's narrow woven ribbon? (check all that apply)

- Northeast Mid-Atlantic Midwest Southeast
 Southwest Rocky Mountains West Coast Northwest
 National Other (describe: _____)

IV-13. Describe the end uses of the narrow woven ribbon that you manufacture. For each end-use product, what percentage of the total cost is accounted for by narrow woven ribbon?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

IV-14. (a) Can other products be substituted for narrow woven ribbon?

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

(i) _____

(ii) _____

(iii) _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-14. (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 narrow woven ribbon?

No Yes--To what degree do changes in their prices affect the price for narrow woven ribbon? 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 narrow woven ribbon or final end use?

IV-15. Compare and contrast the products below to narrow woven ribbon and describe the degree of interchangeability between these products and narrow woven ribbon:

(a) Woven ribbons with woven selvedge with a width greater than 12 cm:

(b) Cut-edge woven ribbons:

(c) Ribbons made of non-man-made fabrics:

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-16. a) How has the demand within the United States for narrow woven ribbon changed since January 1, 2006? What principal factors affect changes in demand?

- Increased
 No Change
 Decreased
 Fluctuated

(b) How has the demand outside the United States (if known) for narrow woven ribbon changed since January 1, 2006? What principal factors affect changes in demand?

- Increased
 No Change
 Decreased
 Fluctuated

IV-17. Have there been any significant changes in the product range or marketing of narrow woven ribbon since January 1, 2006?

- No
 Yes-- Please describe.

IV-18. Raw materials.--Please identify the major raw materials used in your firm's production of narrow woven ribbon, the approximate percentage change in the cost of each raw material since January 1, 2006, and the share of your firm's total raw material costs for narrow woven ribbon production in 2008 accounted for by each raw material. If raw materials differ between type of narrow woven ribbon, please indicate as much.

	Raw material	Change in cost since 2008 (percent)	Estimated share of total raw material cost for narrow woven ribbon production in 2008 (percent)
1.			
2.			
3.			

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-19. What are the differences in quality and price between narrow woven ribbon made of polyester compared to narrow woven ribbon made of nylon?

IV-20. Is narrow woven ribbon 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	China	Taiwan	Mexico	Other ²
United States					
China					
Taiwan					
¹ For any country-pair producing narrow woven ribbon which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>					
² Please specify: _____					

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-22. Please identify below the names and addresses of your firm's 10 largest customers for narrow woven ribbon since 2006. Please also provide the name, e-mail address, and telephone number of a contact person and the share of the quantity of your firm's total shipments of narrow woven ribbon that each of these customers accounted for in 2008.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person and e-mail address	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-24. **COMPETITION FROM IMPORTS--LOST SALES.**-- THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2006: Did your firm lose sales of narrow woven ribbon to imports of these products from **China or Taiwan**?

No Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

- Customer name, contact person, e-mail address, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, e-mail address, phone and fax numbers	Product	Date of quote	Quantity (<i>square yards</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Competing import price (total value— <i>dollars</i>)