

## U.S. PRODUCERS' QUESTIONNAIRE

### POLYETHYLENE RETAIL CARRIER BAGS FROM CHINA, MALAYSIA, AND THAILAND

This questionnaire must be received by the Commission by no later than **February 19, 2010**

*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 reviews of the antidumping duty orders concerning polyethylene retail carrier bags ("PRCBs") from China, Malaysia, and Thailand (Inv. Nos. 731-TA-1043-1045 (Review)). 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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm produced PRCBs (as defined in the instruction booklet) <u>at any time</u> since January 1, 2004?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (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 reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout these reviews 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 reviews 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 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. **OMB statistics.**--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. **OMB feedback.**--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. **Establishments covered.**--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.

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I-3. **Support for continuation of order.**--Do you support or oppose continuation of the antidumping and/or countervailing duty orders currently in place for PRCBs from the following countries?

<b>China</b>	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
<b>Malaysia</b>	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
<b>Thailand</b>	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position

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**PART I.--GENERAL INFORMATION--Continued**

I-4. **Ownership.**--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. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing PRCBs from China, Malaysia, and/ or Thailand into the United States or which are engaged in exporting PRCBs from China, Malaysia, and/or Thailand to the United States?

No       Yes--List the following information.

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

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing PRCBs from countries other than China, Malaysia, or Thailand into the United States or which are engaged in exporting PRCBs from countries other than China, Malaysia, or Thailand to the United States?

No       Yes--List the following information.

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

**PART I.--GENERAL INFORMATION--Continued**

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of PRCBs?

No             Yes--List the following information.

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

I-8. **Business plan.**--In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for PRCBs?

No             Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**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. **Contact information (Trade).**--Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title  
  
( ) \_\_\_\_\_  
Phone number                      E-mail address

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of PRCBs since January 1, 2004?

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> plant openings .....	_____
	_____
<input type="checkbox"/> plant closings.....	_____
	_____
<input type="checkbox"/> relocations .....	_____
	_____
<input type="checkbox"/> expansions .....	_____
	_____
<input type="checkbox"/> acquisitions.....	_____
	_____
<input type="checkbox"/> consolidations.....	_____
	_____
<input type="checkbox"/> prolonged shutdowns or production curtailments .....	_____
	_____
<input type="checkbox"/> revised labor agreements .....	_____
	_____
<input type="checkbox"/> other (e.g., technology) .....	_____
	_____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of PRCBs in the future?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce PRCBs (in 1,000 bags and 1,000 pounds) for 2010.**

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**For question II-4, if your response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.**

II-4. **Anticipated changes in operations in the event the orders are revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of PRCBs in the future if the antidumping duty orders on PRCBs from China, Malaysia, and Thailand were to be revoked?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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

II-5. **Same equipment, machinery, and workers.**--Has your firm since January 1, 2004 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of PRCBs and/or using the same production and related workers employed to produce PRCBs?

- No                       Yes--List the following information and report your firm's combined production capacity and production of these products and PRCBs in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

<b>(Quantity in 1,000 bags and 1,000 pounds)</b>						
<b>Item</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Overall Production Capacity</b>						
1,000 bags						
1,000 pounds						
<b>Production of: (1,000 pounds)</b>						
Subject merchandise						
Other product 1 _____						
Other product 2 _____						

II-6. **Constraints on production.**--Please describe the constraint(s) that set the limit(s) on your production capacity.

\_\_\_\_\_

\_\_\_\_\_

II-7. **Production shifting.**--Is your firm able to switch production between PRCBs and other products in response to a relative change in the price of PRCBs vis-a-vis the price of other products, using the same equipment and labor?

- No                       Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from PRCBs.

\_\_\_\_\_

\_\_\_\_\_

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

II-8. **Production methods**--Which of the production methods below do you use? Please mark all that apply.

The rotogravure process:       No             Yes

The flexographic process:       No             Yes

Another type of process:      Please describe: \_\_\_\_\_.

Solvent-based inks:             No             Yes

Water-based inks:               No             Yes

Other types of inks:            Please describe: \_\_\_\_\_.

II-9. **Toll production**--Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of PRCBs?

No             Yes--Name firm(s): \_\_\_\_\_.

II-10. **FTZ**--Does your firm produce PRCBs in a foreign trade zone (FTZ)?

No             Yes--Identify FTZ(s): \_\_\_\_\_.

II-11. **Direct imports**--Since January 1, 2004, has your firm imported PRCBs?

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



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

II-12. **Trade data on PRCBs.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of PRCBs in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 bags unless specified otherwise) and value (in \$1,000)						
Item	Calendar year					
	2004	2005	2006	2007	2008	2009
<b>Average production capacity<sup>1</sup></b>						
1,000 bags (A)						
1,000 pounds						
<b>Beginning-of-period inventories (quantity) (B)</b>						
<b>Production</b>						
1,000 bags (C)						
1,000 pounds						
<b>U.S. shipments:</b>						
<b>Commercial shipments:</b>						
quantity (D)						
value (E)						
<b>Internal consumption:<sup>2</sup></b>						
quantity (F)						
value (G)						
<b>Transfers to related firms:<sup>2</sup></b>						
quantity (H)						
value (I)						
<b>Export shipments:<sup>3</sup></b>						
quantity (J)						
value (K)						
<b>End-of-period inventories (quantity) (L)</b>						
<b>Channels of distribution:</b>						
U.S. shipments to distributors (quantity) (M)						
U.S. shipments to end users (quantity) (N)						
<b>Employment data:</b>						
Average number of PRWs (number) (O)						
Hours worked by PRWs (1,000 hours) (P)						
Wages paid to PRWs (value) (Q)						
<p><sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/> <p><sup>2</sup> Internal consumption and transfers to related firms should 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:</p> <hr/> <p><sup>3</sup> Identify your principal export markets: _____.</p>						

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

**II-13. Reconciliation of trade data.--**

- (a) Please note that the quantities reported in question II-12 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_

$D + F + H = M + N$

Do these data reconcile?  Yes  No--Please explain \_\_\_\_\_

- (b) Please note that the quantities reported for end of period inventories should equal the beginning of period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2004 should equal line B of year 2005). Do these data reconcile for each adjacent calendar year?

Yes.  No--Please explain.

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

- II-14. **Transfers to related firms.**--If you reported transfers to related firms in question II-12 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. **Purchases.--Other than direct imports**, has your firm otherwise purchased PRCBs since January 1, 2004? (See definitions in the instruction booklet.)

- No                       Yes--Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: \_\_\_\_\_

<b>(Quantity in 1,000 bags, value in \$1,000)</b>						
<b>Item</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>PURCHASES FROM U.S. IMPORTERS<sup>1</sup> OF PRCBs FROM.—</b>						
China:						
<i>quantity</i>						
<i>value</i>						
Malaysia:						
<i>quantity</i>						
<i>value</i>						
Thailand:						
<i>quantity</i>						
<i>value</i>						
All other countries:						
<i>quantity</i>						
<i>value</i>						
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>						
<i>quantity</i>						
<i>value</i>						
<b>PURCHASES FROM OTHER SOURCES:</b>						
<i>quantity</i>						
<i>Value</i>						
<sup>1</sup> Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____						
<sup>2</sup> Please list the name of the domestic producer(s) from which you purchased this product. _____						

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

**For questions II-16 and II-17, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

II-16. **Effect of order.**--Describe the significance of the existing antidumping duty orders covering imports of PRCBs from China, Malaysia, and Thailand in terms of their effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

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II-17. **Likely effect of revocation of orders.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of PRCBs in the future if the antidumping duty orders on PRCBs from China, Malaysia, and Thailand were to be revoked?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

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**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Charles Yost (202-205-3432, [charles.yost@usitc.gov](mailto:charles.yost@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. **Accounting system.**--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,  10 Qs,  
 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 PRCBs, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

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

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

**PART III.--FINANCIAL INFORMATION--Continued**

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

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III-5. **Other products.**--Please list any other products you produced in the facilities in which you produced PRCBs, 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>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

III-6. **Raw materials from related firms.**--Does your firm receive inputs (raw materials such as ethylene or polyethylene, labor, energy, or any other services) used in the production of PRCBs from any related firm?

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

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs related to the production of PRCBs that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

**PART III.--FINANCIAL INFORMATION--Continued**

III-8. **Related firms consolidated statements.**--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.

III-9. **Inputs from related firms at cost.**--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--Please contact Charles Yost (202-205-3432, charles.yost@usitc.gov).

III-10. **Nonrecurring charges.**--For each annual period for which financial results are reported in question III-11a, 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 total PRCB operations.

Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
<b>Non-recurring charges:</b> (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 classified in question III-11a.)						
1. _____, classified in _____						
2. _____, classified in _____						
3. _____, classified in _____						
4. _____, classified in _____						
5. _____, classified in _____						
6. _____, classified in _____						
7. _____, classified in _____						

**PART III.--FINANCIAL INFORMATION--Continued**

III-11. **Operations on PRCBs.**--Report the revenue and related cost information requested below on the PRCB operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of purchased products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your six most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost before completing this section of the questionnaire.

Quantity (in 1,000 bags) and value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
<b>Net sales quantities (1,000 bags):<sup>3</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:<sup>3</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (COGS):<sup>4</sup></b>						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> 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.  
<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values including exports, reported in Part II of this questionnaire.  
<sup>4</sup> 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 PRCBs (table III-11). 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 end of your six most recently completed fiscal years in chronological order from left to right.

Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of product:</b>						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories (finished goods)						
D. Inventories (raw materials and work in process)						
E. All 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. All other (describe: _____)						
4. Total assets (lines 1.F., 2.C., and 3)						

**PART III.--FINANCIAL INFORMATION--Continued**

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on PRCBs. Provide data for your six most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenses						

Please provide a description of the nature or focus of your firm's capital expenditures:

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Please provide a description of the nature or focus of your firm's R&D expenses:

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**PART IV.—PRICING AND RELATED INFORMATION**

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

IV-1. **Contact information (Price)**.--Who should be contacted regarding the requested pricing and related information?

Company contact:

\_\_\_\_\_

( )

\_\_\_\_\_

\_\_\_\_\_

**PRICE DATA**

This section requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers during January 2004–December 2009 of the following products produced by your firm in the United States:

**Product 1**.--“T-shirt sack”-style bag with (a) dimensions 8-9” width x 4-6” side x 15-17” length, (b) 11-13 microns film thickness, (c) side gussets, and (d) printed with one or two colors on at least one side (5-30 percent ink coverage for entire bag). Typically, these PRCBs weigh between 4.7 and 7.9 pounds per 1,000 bags.

**Product 2**.-- “T-shirt sack”-style bag with (a) dimensions 10-11” width x 6.5-7” side x 17-20” length, (b) 12-15 microns film thickness, (c) side gussets, and (d) printed with one or two colors on at least one side (5-30 percent ink coverage for entire bag). Typically, these PRCBs weigh between 8.1 and 13.2 pounds per 1,000 bags.

**Product 3**.--“T-shirt sack”-style bag with (a) dimensions 11.5-12” width x 6.5-7” side x 20-22” length, (b) 12-15 microns film thickness, (c) side gussets, and (d) printed with one or two colors on at least one side (5-30 percent ink coverage for entire bag). Typically, these PRCBs weigh between 10.2 and 15.3 pounds per 1,000 bags.

**Product 4**.-- “T-shirt sack”-style bag with (a) dimensions 15-16” width x 7-9” side x 27-30” length, (b) 15-18 microns film thickness, (c) side gussets, and (d) printed with one or two colors on at least one side (5-30 percent ink coverage for entire bag). Typically, these PRCBs weigh between 21.8 and 33.4 pounds per 1,000 bags.

**Product 5**.--Die-cut-handle-style merchandise bags with (a) dimensions 15-17” width x 3-5” side x 20-25” length, (b) 20-24 microns film thickness, (c) side gussets, and (d) printed with at least two colors on at least one side (5-50 percent ink coverage for entire bag).

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

**Product 6.**-- Die-cut-handle-style merchandise bags with (a) dimensions 15-18" width x 17-19" length, (b) 31-39 microns film thickness, (c) no side gussets, and (d) with or without a bottom gusset of up to 6" (3" plus 3"), and (e) printed with at least two colors on at least one side (5-50 percent ink coverage for entire bag).

**Product 7.**--Merchandise or carry-out bag with (a) rope drawstring attached, (b) dimensions 15-18" width x 16-20" length (with or without bottom gusset), (c) 30-60 microns film thickness, and (d) print with 1-6 colors (5-100 percent ink coverage for entire bag).

**Product 8.**--Heat-sealed, square-bottomed merchandise or carry-out bag with or without a bottom cardboard insert, having (a) dimensions 11-18" width x 4-8" side x 12-20" length (with or without side gusset, (b) 50-150 microns film thickness, (d) separately applied flat flexible plastic handle, and (e) print with 1-6 colors on up to 5 sides (5-100 percent ink coverage for entire bag).

**For your sales of product 8, data included represent PRCBs that:**

Have cardboard inserts:

Do not have cardboard inserts:

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.

\*\*\* If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product in the space provided at the bottom of each of the following tables.

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

IV-2. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced in the United States and sold by your firm.

(Quantity in 1,000 bags and pounds, value in dollars)									
Period of shipment	Product 1			Product 2			Product 3		
	1,000 bags	Pounds	Value	1,000 bags	Pounds	Value	1,000 bags	Pounds	Value
<b>2004:</b>									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
<b>2005:</b>									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
<b>2006:</b>									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
<b>2007:</b>									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
<b>2008:</b>									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
<b>2009:</b>									
Jan-March									
April-June									
July-Sept									
Oct-Dec									

<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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--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: \_\_\_\_\_.

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

IV-2. **Pricing data.**—*Continued*

(Quantity in 1,000 bags and pounds, value in dollars)									
Period of shipment	Product 4			Product 5			Product 6		
	1,000 bags	Pounds	Value	1,000 bags	Pounds	Value	1,000 bags	Pounds	Value
<b>2004:</b>									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
<b>2005:</b>									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
<b>2006:</b>									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
<b>2007:</b>									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
<b>2008:</b>									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
<b>2009:</b>									
Jan-March									
April-June									
July-Sept									
Oct-Dec									

<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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

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

Product 4: \_\_\_\_\_.

Product 5: \_\_\_\_\_.

Product 6: \_\_\_\_\_.

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

**IV-2. Pricing data.—Continued**

(Quantity in 1,000 bags and pounds, value in dollars)						
Period of shipment	Product 7			Product 8		
	1,000 bags	Pounds	Value <sup>1</sup>	1,000 bags	Pounds	Value <sup>1</sup>
<b>2004:</b>						
Jan -March						
April-June						
July-Sept						
Oct-Dec						
<b>2005:</b>						
Jan -March						
April-June						
July-Sept						
Oct-Dec						
<b>2006:</b>						
Jan -March						
April-June						
July-Sept						
Oct-Dec						
<b>2007:</b>						
Jan -March						
April-June						
July-Sept						
Oct-Dec						
<b>2008:</b>						
Jan -March						
April-June						
July-Sept						
Oct-Dec						
<b>2009:</b>						
Jan-March						
April-June						
July-Sept						
Oct-Dec						

<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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

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

Product 7: \_\_\_\_\_.

Product 8: \_\_\_\_\_.

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

IV-3. (a) **Price setting.--** How does your firm determine the prices that it charges for sales of PRCBs (*check all that apply*)? 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 only submit some sample pages.

Transaction by transaction     Contracts     Set price lists     Internet sales

Other--Please describe: \_\_\_\_\_

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

(a) **Price setting.--** Does the availability of PRCB pricing via the internet, including websites and bid solicitations, affect the prices you offer in the U.S. market?

No                       Yes --Please describe how they affect your pricing of PRCBs.

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

IV-4. **Discount policy.--** Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts                       Annual total volume discounts                       No discount policy

Other--Please describe: \_\_\_\_\_

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

IV-5. **Pricing terms for PRCBs.--**

(a) What are your firm's typical sales terms for its U.S.-produced PRCBs (*e.g.*, 2/10 net 30 days)? \_\_\_\_\_.

(b) On what basis are your prices of domestic PRCBs usually quoted? (check one)

F.o.b.--Please specify point: \_\_\_\_\_                       Delivered



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

IV-6. **Contract versus spot.**--Approximately what shares of your firm's sales of its U.S.-produced PRCBs in 2009 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 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	_____

IV-7. **Long-term contract provisions.**--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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet-or-release provision?     Yes     No

IV-8. **Short-term contract provisions.**--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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet-or-release provision?     Yes     No

IV-9. **Lead times.**--What is your share of sales both from inventory and produced to order and 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 PRCBs?

<u>Source</u>	<u>Share of sales in 2009</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	

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

IV-10. **Shipping information.--**

- (a) What is the approximate percentage of the total delivered cost of PRCBs 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  the purchaser
- (c) What proportion of your sales is delivered within 100 miles of your production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-11. **Geographical shipments.--** What is the geographic market area in the United States served by your firm's PRCBs? (check all that apply)

<b>Geographic area</b>	<b>√ if applicable</b>
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
<b>Central Southwest.</b> —AR, LA, OK, and TX.	
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	
<b>Pacific Coast.</b> —CA, OR, and WA.	
<b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	

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

IV-12. **Substitutes.**--Please list in order of importance any products that may be substituted for PRCB. For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price for PRCBs, and to what degree, the length of any time lag of such an effect.

Substitute	Application	Frequency of substitution (Circle one)	Have changes in the prices of this substitute affected the price for PRCBs?
1.		<input type="checkbox"/> Always <input type="checkbox"/> Frequently <input type="checkbox"/> Sometimes <input type="checkbox"/> Rarely	<input type="checkbox"/> No <input type="checkbox"/> Yes—Explain. <hr/> <hr/> <hr/>
2.		<input type="checkbox"/> Always <input type="checkbox"/> Frequently <input type="checkbox"/> Sometimes <input type="checkbox"/> Rarely	<input type="checkbox"/> No <input type="checkbox"/> Yes—Explain. <hr/> <hr/> <hr/>
3.		<input type="checkbox"/> Always <input type="checkbox"/> Frequently <input type="checkbox"/> Sometimes <input type="checkbox"/> Rarely	<input type="checkbox"/> No <input type="checkbox"/> Yes—Explain. <hr/> <hr/> <hr/>

IV-13. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for PRCBs since January 1, 2004?

No             Yes--Please explain.

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

IV-14. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for PRCBs in the future?

- No                       Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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IV-15. **Demand trends.**--

(a) How has the demand within the United States for PRCBs changed since January 1, 2004? What principal factors affect changes in demand?

- Increased                       No Change                       Decreased                       Fluctuated

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(b) How has the demand outside the United States (if known) for PRCBs changed since January 1, 2004? What principal factors affect changes in demand?

- Increased                       No Change                       Decreased                       Fluctuated

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IV-16. **Anticipated demand trends.**—

(a) Do you anticipate any future changes in PRCBs demand within the United States?

- No                       Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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

IV-16. (b) Do you anticipate any future changes in PRCBs demand outside the United States?

- No             Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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IV-17. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of PRCBs since January 1, 2004?

- No             Yes--Please describe and quantify if possible.

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IV-18. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of PRCBs in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

- No             Yes--Please identify, including the time period.

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IV-19. **Business cycles.**--

(a) Is the PRCB market subject to business cycles or conditions of competition (including seasonal business) distinctive to PRCBs?

- No (skip to question IV-20.)             Yes-- Please describe below and then answer part (b).

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

IV-19. (b) If yes, have there been any changes in the business cycles or conditions of competition for PRCBs since January 1, 2004?

No             Yes-- Please describe.

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IV-20. **Supply constraints.**--Has your firm refused, declined, or been unable to supply PRCBs since January 1, 2004 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to produce the type(s) of PRCBs requested, been unable to meet timely shipment commitments, etc.)?

No             Yes-- Please describe.

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IV-21. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce PRCBs and whether your firm expects these trends to continue.

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IV-22. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced PRCBs in the U.S. market since January 1, 2004?

No             Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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

**IV-23. Availability of supply (U.S.-produced).--**

(a) Do you anticipate any changes in terms of the availability of U.S.-produced PRCBs in the U.S. market in the future?

Increase                       No change                       Decrease

(b) If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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**IV-24. Availability of supply (subject).**—Has the availability of SUBJECT PRCBs (*i.e.*, PRCBs imported from China, Malaysia, and Thailand) changed since January 1, 2004?

No                       Yes--Please explain.

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**IV-25. Availability of supply (nonsubject).**--Has the availability of NONSUBJECT PRCBs (*i.e.*, PRCBs imported from countries other than China, Malaysia, and Thailand) changed since January 1, 2004?

No                       Yes--Please explain.

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

IV-26. **Export constraints.**--Describe how easily your firm can shift its sales of PRCBs between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting PRCBs between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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IV-27. **Price comparisons.**--Please compare market prices of PRCBs in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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IV-28. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss PRCBs supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, and (3) the world as a whole. Of particular interest is such data from January 1, 2004 to the present and forecasts for the future.

IV-29. **Barriers to trade.**--Are your exports of PRCBs subject to any tariff or non-tariff barriers to trade in other countries?

- No             Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since January 1, 2004, or that are expected to occur in the future.

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

IV-30. **Interchangeability.**--Are PRCBs 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 "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	China	Malaysia	Thailand	Other countries <sup>2</sup>
United States				
China	/			
Malaysia	/	/		
Thailand	/	/	/	
<p><sup>1</sup> For any country-pair producing PRCBs which are <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude their interchangeable use:</p> <hr/> <hr/> <hr/> <hr/> <hr/>				
<p><sup>2</sup> List the countries. _____</p> <hr/> <hr/> <hr/>				

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

IV-31. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between PRCBs produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	China	Malaysia	Thailand	Other countries <sup>2</sup>
United States				
China				
Malaysia				
Thailand				

<sup>1</sup> For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of PRCBs, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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<sup>2</sup> List the countries. \_\_\_\_\_

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