

## U.S. PRODUCERS' QUESTIONNAIRE

### POLYETHYLENE RETAIL CARRIER BAGS FROM INDONESIA, TAIWAN, AND VIETNAM

This questionnaire must be received by the Commission by no later than January 14, 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 countervailing duty and antidumping investigations concerning polyethylene retail carrier bags ("PRCBs") from Indonesia, Taiwan, and Vietnam (Inv. Nos. 701-TA-462 and 731-TA-1156-1158 (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)).

<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) at any time since January 1, 2006?
<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 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: ( )*

\_\_\_\_\_  
*Fax ( )*

\_\_\_\_\_  
*E-mail address*

**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-3a. **Petition support.**--Do you support or oppose the petition concerning PRCBs from Indonesia?

Support     Oppose     Take no position

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I-3b. **Petition support.**--Do you support or oppose the petition concerning PRCBs from Taiwan?

Support     Oppose     Take no position

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I-3c. **Petition support.**--Do you support or oppose the petition concerning PRCBs from Vietnam?

Support     Oppose     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 importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing PRCBs from Indonesia, Taiwan, and/or Vietnam into the United States or which are engaged in exporting PRCBs from Indonesia, Taiwan, and/or Vietnam to the United States?

No       Yes--List the following information

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

I-6. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

Further information on this part of the questionnaire can be obtained from Joshua Kaplan (202-205-3184, joshua.kaplan@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, 2006?

<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. **Same equipment, machinery, and workers.**--Has your firm since January 1, 2006 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.

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

<b>(Quantity in 1,000 bags)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2008</b>	<b>2009</b>
<b>Overall Production Capacity</b>					
<b>Production of:</b>					
Subject merchandise					
Other product 1 _____					
Other product 2 _____					

II-4. **Production constraints and product shifting.**--Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

\_\_\_\_\_

\_\_\_\_\_

II-5. **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: \_\_\_\_\_.

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

II-6. **Tolling**--Since January 1, 2006, 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-7. **Foreign trade zone**--Does your firm produce PRCBs in a foreign trade zone (FTZ)?

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

II-8. **Importer**--Since January 1, 2006, has your firm imported PRCBs?

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

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

II-9. **DATA ON ALL PRCBs**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **all PRCBs** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 bags) and value (in \$1,000)					
Item	Calendar years			January-September	
	2006	2007	2008	2008	2009
Average production capacity <sup>1</sup> (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>2</sup> of transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<b>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<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 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:</p> <hr/> <p><sup>3</sup> Identify your principal export markets: _____.</p> <p><sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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?</p> <p><input type="checkbox"/> Yes    <input type="checkbox"/> No--Please explain: _____.</p>					

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

II-10. **DATA ON HIGH-END PRCBs.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **high-end PRCBs** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 bags) and value (in \$1,000)					
Item	Calendar years			January-September	
	2006	2007	2008	2008	2009
Average production capacity <sup>1</sup> (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>2</sup> of transfers					
<b>Export shipments:<sup>3</sup></b>					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<b>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<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 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:</p> <hr/> <p><sup>3</sup> Identify your principal export markets: _____.</p> <p><sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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?</p> <p><input type="checkbox"/> Yes      <input type="checkbox"/> No--Please explain: _____.</p>					



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

II-11. **Related firms.**--If you reported transfers to related firms in questions II-9 and II-10, 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.

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II-12. **Purchases.**--Other than direct imports, has your firm otherwise purchased PRCBs since January 1, 2006? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

(Quantity in 1,000 bags, value in \$1,000)					
Item	Calendar years			January-September	
	2006	2007	2008	2008	2009
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRCBs FROM--</b>					
Indonesia:					
<i>Quantity</i>					
<i>Value</i>					
Taiwan:					
<i>Quantity</i>					
<i>Value</i>					
Vietnam:					
<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:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
<sup>2</sup> 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 II.--TRADE AND RELATED INFORMATION--Continued**

II-13. Do you think high-end PRCBs are produced in the United States?

- No--Please skip to question III-1.     Yes

II-14. **COMPARABILITY OF PRODUCTS**--In making its determination on what is the “domestic like product” in these and other antidumping investigations, the Commission generally considers a number of factors, including (1) physical characteristics and uses; (2) interchangeability; (3) channels of distribution; (4) customer and producer perceptions of the products; (5) common manufacturing facilities, production processes, and production employees; and, where appropriate, (6) price. **If you have firsthand knowledge concerning the similarities and/or differences between (1) high-end PRCBs and (2) all other PRCBs in terms of the six factors listed above, please give us your views concerning such similarities and/or differences.** Only compare those products that are produced in the United States.

**(a) Characteristics:**

- Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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**(b) Uses and interchangeability:**

- Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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**(c) Manufacturing processes:**

- Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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

II-14.--Continued

**(d) Channels of distribution:**

Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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

Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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**(f) Price:**

Fully     Mostly     Somewhat     Rarely     Never     No familiarity

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

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

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

III-4. 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. Does your firm receive inputs (raw materials such as ethylene, 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. 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. 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. 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 and interim 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--			January-September	
	_____	_____	_____	2008	2009
<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-11a. **Operations on ALL PRCBs.**--Report the revenue and related cost information requested below on the total 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 three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. 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. Please provide breakouts for your firm's operations on high-end and PRCBs other than high-end in tables III-11b and III-11c, respectively. The sum of the breakouts should reconcile to the total.

Quantity (in 1,000 bags) and value (in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2008	2009
<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 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-11b. Operations on HIGH-END PRCBs.--Report the revenue and related cost information requested below on the **high-end** 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 three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost at before completing this section of the questionnaire.

Quantity (in 1,000 bags) and value (in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2008	2009
<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>					
<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 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-11c. Operations on PRCBs OTHER THAN HIGH END.--Report the revenue and related cost information requested below on operations of PRCBs other than high-end PRCBs 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 three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. 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--			January-September	
	_____	_____	_____	2008	2009
<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>					
<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 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. Variable and fixed costs.--For each category of costs reported in III-b and III-c, please provide a breakdown between variable and fixed costs for 2008 in PERCENT as follows:

Item	In percent (%)		
	Variable costs	Fixed costs	Total
<b>Cost category</b>			
<b>High-end PRCBs:</b>			
Raw materials			100.0%
Direct labor			100.0%
Other factory costs			100.0%
SG&A expenses			100.0%
<b>All-other PRCBs:</b>			
Raw materials			100.0%
Direct labor			100.0%
Other factory costs			100.0%
SG&A expenses			100.0%

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of **ALL PRCBs** (table III-11 a). 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 three 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-14. Capital expenditures and research and development expenses.--Report your firm's capital expenditures and research and development expenses on PRCBs. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods for all PRCBs, and breakouts for high-end PRCBs, and PRCBs other than high-end.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-September	
	_____	_____	_____	2008	2009
<b>All PRCBs:</b>					
<b>Capital expenditures</b>					
<b>Research and development expenses</b>					
<b>High-end PRCBs:</b>					
<b>Capital expenditures</b>					
<b>Research and development expenses</b>					
<b>PRCBs other than high end:</b>					
<b>Capital expenditures</b>					
<b>Research and development expenses</b>					

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 III. --FINANCIAL INFORMATION--Continued**

III-15. 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 PRCBs from **INDONESIA, TAIWAN, and VIETNAM**? Does your response differ by high end versus other than high end or by country?

- 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-16a. Does your firm anticipate any negative impact of imports of **HIGH-END** PRCBs from **INDONESIA, TAIWAN, and VIETNAM**? Does your response differ by country?

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III-16b. Does your firm anticipate any negative impact of imports of PRCBs **OTHER THAN HIGH-END** from **INDONESIA, TAIWAN, and VIETNAM**? Does your response differs by country?

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

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226, craig.thomsen@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 2006–September 2009 of the following products produced by your firm:

***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) 20-24 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--Continued**

**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--Continued**

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

<b>(Quantity in 1,000 bags and pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>			<b>Product 2</b>		
	<b>1,000 bags</b>	<b>Pounds</b>	<b>Value</b>	<b>1,000 bags</b>	<b>Pounds</b>	<b>Value</b>
<b>2006:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009:</b>						
January-March						
April-June						
July-September						

<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: \_\_\_\_\_.

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

**IV-2. Pricing data.—Continued**

(Quantity in 1,000 bags and pounds, value in dollars)						
Period of shipment	Product 3			Product 4		
	1,000 bags	Pounds	Value	1,000 bags	Pounds	Value
<b>2006:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009:</b>						
January-March						
April-June						
July-September						

<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 3: \_\_\_\_\_.

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



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

**IV-2. Pricing data.—Continued**

<b>(Quantity in 1,000 bags and pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 5</b>			<b>Product 6</b>		
	<b>1,000 bags</b>	<b>Pounds</b>	<b>Value</b>	<b>1,000 bags</b>	<b>Pounds</b>	<b>Value</b>
<b>2006:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009:</b>						
January-March						
April-June						
July-September						
<sup>1</sup> Net values ( <i>i.e.</i> , 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.						
<b>Note.</b> --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: _____						

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

**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	1,000 bags	Pounds	Value
<b>2006:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009:</b>						
January-March						
April-June						
July-September						

<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--Continued**

**In the rest of this questionnaire, please report if your answers differ between PRCBs that you believe to be high-end and all other PRCBs.**

**If you produce only high-end PRCBs and do not know about other PRCBs, check here .**

**If you produce only PRCBs other than high-end and do not know about high-end PRCBs, check here .**

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: \_\_\_\_\_

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

(b) **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--Continued**

IV-6. **Contract versus spot.**--Approximately what shares of your firm's sales of its U.S.-produced PRCBs 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 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 2008</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	

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

**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.	

**IV-12.** How does your competition for and sales to large customers differ from sales to smaller customers (e.g., differences in price, payment terms, etc.)?

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**IV-13.** Have your sales to large customers changed vis-a-vis smaller customers since January 1, 2006?

- No             Yes--Please explain how they have changed.

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

IV-14. Please estimate the percentage of your firm's sales of PRCBs in 2008 that were of the following types.

(a)	High-end PRCBs	_____
	All other PRCBs	_____
		100%
(b)	T-shirt bags	_____
	Die cut handle bags	_____
	Patch handle bags	_____
	Drawstring style bags	_____
	Flat-bottom bags	_____
	String loop handle bags	_____
	Other PRCBs	_____
		100%

IV-15. **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. _____ _____ _____
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. _____ _____ _____
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. _____ _____ _____

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

IV-16. (a) Are paper bags substitutes for any of the following types of PRCBs?

- |                         |                              |                             |
|-------------------------|------------------------------|-----------------------------|
| T-shirt bags            | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Die cut handle bags     | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Patch handle bags       | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Drawstring style bags   | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Flat-bottom bags        | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| String loop handle bags | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Other PRCBs             | <input type="checkbox"/> Yes | <input type="checkbox"/> No |

(b) If yes, please indicate whether substitution of paper bags for PRCBs has increased, decreased, or remained the same since January 1, 2006.

- Increased                       No change                       Decreased
- 
- 

IV-17. (a) Has the increased use of reusable bags, including bags of cloth or other material, affected demand for PRCBs since January 1, 2006?

- No                       Yes--Please estimate the size of demand reduction, \_\_\_\_\_ percent.

(b) Has there been a shift from use of PRCBs to use of paper bags since January 1, 2006?

- No                       Yes--Please estimate the size of demand reduction, \_\_\_\_\_ percent.

(c) Has the passage of laws regulating the use and disposal of PRCBs affected demand for PRCBs since January 1, 2006?

- No                       Yes--Please estimate the size of demand reduction, \_\_\_\_\_ percent. Please report the characteristics of PRCBs covered by these regulations,
- 
- 

IV-18. (a) Do you expect passage of laws regulating the use and disposal of PRCBs?

- No                       Yes--Please estimate the impact these regulations will likely have on your demand for PRCBs in the near future: \_\_\_\_\_ percent. Please report the characteristics of PRCBs likely to be covered by these regulations.
- 
-

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

IV-18. (b) Do you expect other changes in conditions of competition that will affect demand for PRCBs?

- No                       Yes--Please report the factors that you expect will change demand for PRCBs and how large an impact each factor will have on PRCB demand.

Factor expected to affect demand for PRCBs	Anticipated change (in percent)

IV-19. **Demand trends.--**

(a) How has the demand within the United States for PRCBs changed since January 1, 2006? 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, 2006? What principal factors affect changes in demand?

- Increased               No Change               Decreased               Fluctuated

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IV-20. **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, 2006?

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

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

IV-21. **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-16.)       Yes-- Please describe below and then answer part (b).

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(b) If yes, have there been any changes in the business cycles or conditions of competition for PRCBs since January 1, 2006?

No       Yes-- Please describe.

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IV-22. **Supply constraints.**--Has your firm refused, declined, or been unable to supply PRCBs since January 1, 2006 (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-23. **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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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-24. **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	Indonesia	Taiwan	Vietnam	Other countries <sup>2</sup>
United States				
Indonesia				
Taiwan				
Vietnam				

<sup>1</sup> For any country-pair producing PRCB which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

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

IV-25. **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	Indonesia	Taiwan	Vietnam	Other countries <sup>2</sup>
United States				
Indonesia				
Taiwan				
Vietnam				

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

IV-26. **Customer Identification**--Please identify below the names and addresses of your firm's 10 largest customers for PRCBs during 2006-2008. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of PRCBs 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	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-28. COMPETITION FROM IMPORTS--LOST SALES.-- PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS INVESTIGATION.**

Since January 1, 2006: Did your firm lose sales of PRCBs to imports of these products from Indonesia, Taiwan, or Vietnam?

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, 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)

<b>Customer name, contact person, phone and fax numbers</b>	<b>Product</b>	<b>Date of quote</b>	<b>Quantity (1,000 bags)</b>	<b>Rejected U.S. price (total value--dollars)</b>	<b>Country of origin</b>	<b>Competing import price (total value—dollars)</b>

**PART V.-- DOMESTIC AND IMPORTED OR PURCHASED PRCBs**

V-1. **Operations on DOMESTIC, IMPORTED, AND PURCHASED PRCBs FROM INDONESIA, TAIWAN, AND VIETNAM COMBINED.**– For the PRCB operations of your U.S. establishment(s) plus your imports or purchases of subject PRCBs, report the information requested below.

Quantity (in 1,000 bags) and value (in \$1,000)					
Item	Calendar years			January-September	
	2006	2007	2008	2008	2009
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (1,000 bags)					
<b>PRODUCTION</b> (1,000 bags)					
<b>Beginning-of-period inventories of imports and purchases of subject PRCBs</b> (1,000 bags)					
<b>Imports and purchases of subject PRCBs</b> (1,000 bags)					
<b>Imports and purchases of subject PRCBs</b> (\$1,000)					
<b>U.S. SHIPMENTS of domestic production and subject imports</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments (1,000 bags)					
Value of commercial shipments (\$1,000)					
<b>Internal Consumption:</b>					
Quantity of internal consumption (1,000 bags)					
Value <sup>1</sup> of internal consumption (\$1,000)					
<b>Transfers to related firms:</b>					
Quantity of transfers to related firms (1,000 bags)					
Value <sup>1</sup> of transfers to related firms (\$1,000)					
<b>EXPORT SHIPMENTS of domestic production and subject imports:<sup>2</sup></b>					
Quantity of export shipments (1,000 bags)					
Value of export shipments (\$1,000)					
<b>END-OF-PERIOD INVENTORIES<sup>3</sup></b> of domestic production (quantity)					
<b>END-OF-PERIOD INVENTORIES<sup>3</sup></b> of subject imports (quantity)					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> (1,000 hours)					
<b>WAGES PAID TO PRWs</b> (value)					
<b>FINANCIAL INFORMATION on domestic and subject imports, combined<sup>4</sup>:</b>					
<b>Net sales:<sup>5</sup></b>					
Quantity of net sales (1,000 bags)					
Value of net sales					
<b>Cost of goods sold</b> (value) <sup>6</sup>					
<b>Gross profit or (loss)</b> (value)					
<b>Selling, general, and administrative expenses</b> (value) <sup>6</sup>					
<b>Operating income or (loss)</b> (value)					
<sup>1</sup> Sales to related firms (including internal consumption and transfers) must be valued at fair market value. <sup>2</sup> Identify your principal export markets: _____					
<sup>3</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data above reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
<sup>4</sup> Report financial information on a fiscal-year basis (year ending _____). <sup>5</sup> Including internal consumption and transfer to related firms and net of discounts, returns, allowances, and prepaid freight. <sup>6</sup> Including cost of purchases and imports of subject PRCBs, as applicable.					