U.S. PURCHASERS' QUESTIONNAIRE

POLYETHYLENE TEREPHTHALATE (PET) FILM FROM KOREA

This questionnaire must be received by the Commission by no later than May 2, 2011

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 review of the antidumping duty order concerning polyethylene terephthalate (PET) film from Korea (inv. No. 731-TA-459 (Third 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)). **Further information on this questionnaire can be obtained from John Benedetto (202-205-3270, John.Benedetto@usitc.gov).**

	State		
World Wide We			i
Has your firm purc	oklet) <u>from any source</u> (domestic or foreign) at		
NO (Sig	gn the certification below and promptly return only thi	is page of the questionnaire to the Commission)	İ
	ead the instruction booklet carefully, complete all parts estionnaire to the Commission so as to be received by		
	CERTIFICATION		
			1 1
		ire is complete and correct to the best of my kno	owledge
nd belief and understand the By means of this certification of ormation provided in thi	herein supplied in response to this questionnai at the information submitted is subject to audit of the commission, of	ire is complete and correct to the best of my kno	use the
nd belief and understand the By means of this certification Information provided in thi Inducted by the Commission In acknowledge that information Information its employees, and intaining the records of the	herein supplied in response to this questionnai at the information submitted is subject to audit of on I also grant consent for the Commission, of is questionnaire and throughout this review in on the same or similar merchandise. In attion submitted in this questionnaire response and contract personnel who are acting in the this review or related proceedings for which the programs and operations of the Commission put	ire is complete and correct to the best of my kno and verification by the Commission. and its employees and contract personnel, to	use the reviews by the ping or lits and
nd belief and understand the By means of this certification Information provided in this Inducted by the Commission Inducted by the commission Information, its employees, of Indianationing the records of the Informationing the records of the proceedings relating to the	herein supplied in response to this questionnai at the information submitted is subject to audit on I also grant consent for the Commission, as questionnaire and throughout this review on the same or similar merchandise. It is a questionnaire to this questionnaire responsion and contract personnel who are acting in the his review or related proceedings for which the programs and operations of the Commission put to the condisclosure agreements.	ire is complete and correct to the best of my known and verification by the Commission. and its employees and contract personnel, to in any other import-injury proceedings or see and throughout this review may be used capacity of Commission employees, for developis information is submitted, or in internal and	use the reviews by the ping or lits and
nd belief and understand the sy means of this certification uformation provided in this conducted by the Commission acknowledge that information commission, its employees, of the action of the records of the contract personnel will sign to	herein supplied in response to this questionnai at the information submitted is subject to audit on I also grant consent for the Commission, as questionnaire and throughout this review on the same or similar merchandise. It is a questionnaire to this questionnaire responsion and contract personnel who are acting in the his review or related proceedings for which the programs and operations of the Commission put to the condisclosure agreements.	ire is complete and correct to the best of my known and verification by the Commission. and its employees and contract personnel, to in any other import-injury proceedings or see and throughout this review may be used capacity of Commission employees, for developis information is submitted, or in internal autorsuant to 5 U.S.C. Appendix 3. I understand	use the reviews by the ping or lits and

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 40 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.

	ho	ours (
questionnaire	ckWe are interested in any comments you may have in general or the clarity of specific questions. Please and them to the above address.	e for improving this
questionnaire	ts coveredProvide the name and address of establis (see page 3 of the instruction booklet for reporting guid, please specify the stock exchange and trading symbol.	idelines). If your firm
Ownership	Is your firm owned, in whole or in part, by any other t	firm?
☐ No	YesList the following information.	
Firm name	<u>Address</u>	Extent of ownership
domestic or f	rts or exports from KolonDoes your firm have any oreign, which are engaged in importing PET film from tes or which are engaged in exporting PET film from	Korean producer Kolo
☐ No	YesList the following information.	
Firm name	Address	<u>Affiliation</u>

PART I.--GENERAL INFORMATION--Continued

Related SUBJECT importers/exportersDoes your firm have any related firms, domestic or foreign, which are engaged in importing PET film from subject Korear (Hyosung, Kohap, SKC, other) into the United States or which are engaged in exportant subject Korean producers (Hyosung, Kohap, SKC, other) to the United States				
☐ No	YesList the	e following information.		
Firm name		Address	<u>Affiliation</u>	
domestic or fo and/or from n which are eng	oreign, which are encousubject Korean gaged in exporting acers (HSI, Toray F	rters/exportersDoes your firm having aged in importing PET film from producers (HSI, Toray Korea, other) PET film from countries other than I Korea, other) to the United States?	countries other than Kordinto the United States or	
Firm name an		Address	<u>Affiliation</u>	
Palated prod	lucars - Does your	firm have any related firms, either d	omestic or foreign, which	
	n the production of		omestic of foreign, which	
☐ No	YesList the	e following information.		
Firm name		Address	<u>Affiliation</u>	
		is questionnaire we request a copy of y related firm have a business plan o		
plan. Does ye		pected market conditions for PET film		

PART II.--PURCHASES

Please identify the individual to be contacted to IV?	d regarding the confidential information requested in parts II
Name and title:	
•	h Commission staff may contact the individual responsible for ng the submitted confidential information.
E-mail:	Telephone: ()
Fax: ()	

II-1. <u>Purchases.</u>--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of PET film. Report based on delivery date, not order date.

Item	2005	2006	2007	2008	2009	2010	Jan-March 2011
urchases of PET film pro	duced in						
The United States: Quantity							
Value							
Korea, by <u>Kolon</u> : Quantity							
Value							
Korea, by SUBJECT producers (Hyosung, Kohap, SKC, other): Quantity							
Value							
Korea, by NONSUBJECT producers (HSI, Toray Korea, other): Quantity							
Value							
All other countries: ¹ Quantity							
Value							

PART II.--PURCHASES--Continued

Purchases before and after order.--

II-2.

(a)	Did your firm purchase PET film from Korea before 20					
	Noskip to (c)	Yes				

	☐ Noskip to (c) ☐ Yes
(b)	If yes, has your pattern of purchasing PET film from Korean producer Kolon changed since 2005?
	 No, our pattern of purchasing is essentially unchanged. Yes, we discontinued purchases from Korea because of the order. Yes, we reduced purchases from Korea because of the order. Yes, but we changed the pattern of purchases from Korea for reasons other than the order (please explain below).
(c)	If yes, has your pattern of purchasing PET film from subject Korean producers (Hyosung, Kohap, SKC, other) changed since 2005?
	 No, our pattern of purchasing is essentially unchanged. Yes, we discontinued purchases from Korea because of the order. Yes, we reduced purchases from Korea because of the order. Yes, but we changed the pattern of purchases from Korea for reasons other than the order (please explain below).
(d)	Has your pattern of purchasing PET film from nonsubject foreign sources (i.e., countries

(d) Has your pattern of purchasing PET film from nonsubject foreign sources (i.e., countries other than Korea, as well as Korean producers HSI, Toray Korea, and any other nonsubject producers) changed since 2005?

☐ We did not purchase from nonsubject foreign sources before or after the order.
No, our pattern of purchasing is essentially unchanged.

Yes, we increased purchases from nonsubject countries because of the order.

Yes, but we changed our pattern of purchases from nonsubject countries for reasons

es, but we changed our pattern of purchases from nonsubject countries for reason other than the order (please explain below).

PART II.--PURCHASES--Continued

II-4.

II-3. <u>Changes in purchasing patterns.--</u> Please indicate how the relative levels of your firm's purchases of PET film from different sources (both domestic and foreign) have changed since 2005.

Source of purchases	Trend	Explanation for trend
The United States	☐ Decreased ☐ Increased ☐ Constant ☐ Fluctuated ☐ Did not purchase	
Korea	☐ Decreased☐ Increased☐ Constant☐ Fluctuated☐ Did not purchase	
All other countries	☐ Decreased ☐ Increased ☐ Constant ☐ Fluctuated ☐ Did not purchase	

PART II.--PURCHASES--Continued

II-5. <u>Supplier identification.</u>--Please identify below the names and addresses of your firm's <u>FIVE</u> largest suppliers for PET film since 2005. 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 PET film that each of these customers accounted for in 2010.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2010 purchases (%)
1					
2					
3					
4					
5					

II-1.	<u>Firm type.</u> Which of the following best describes your firm as a purchaser of PET film (check all that apply)?
	☐ End user ☐ Processor ☐ Distributor ☐ Other (Describe:)
II-2.	<u>Competition for sales.</u> If you are a <u>distributor</u> or <u>reseller</u> of PET film, do you compete for sales to your customers with the manufacturers or importers from which you purchase PET film?
	☐ No ☐ YesPlease describe
	If you are a <u>processor</u> of PET film, do you perform any processing, coating, or treating that could be, or is, also performed by producers of PET film? Please explain.
	□ No □ Yes
II-3.	<u>Types of customers.</u> If your firm is a <u>distributor</u> or <u>reseller</u> of PET film, what are the major types of consumers to which you sell PET film?

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

III-4. <u>End uses.</u>--If your firm is an end user of PET film, list in order of quantity of PET film consumed, the top 3 products for which your firm purchases PET film as a component part or input. Please indicate what percentage of the <u>total cost</u> is accounted for by PET film and other inputs.

		Share of total cost in you produce a		
	Product(s) you produce	PET film (percent)	Other inputs (percent)	Total
1.				100%
2.				100%
3.				100%

III-5. <u>End use markets.</u>--If your firm is a distributor, processor, ore reseller of PET film, what are the major types of end use markets to which you sell PET film?

	Share of PET film shipments
End use market	(shares of quantity)
Industrial (e.g. Hot Stamping Foils, Solar Control, Silicone Release Liner, Pressure Sensitive, Labels, Fiberglass Reinforced Panels, Shingle Release, Office Products, Thermal Lamination, Other)	
Electrical (e.g. Wire & Cable Insulation, Motor Insulation, Electronic Capacitors, Laminates, Other)	
Magnetic Media (e.g. Video, Computer Floppy Disk, Audio, other)	
Imaging Graphic (e.g. Photographic, Micro and X-Ray Film, Other)	
Optical Display (e.g., Light Diffusion, Prism Sheet, Anti-Reflection/Anti-Glare, Polarizer, Other)	
Flexible Packaging (e.g., Food, Beverage, Medical Devices, Other)	
Other (Describe:)	
Total	100%

III-6.	<u>Demai</u>	nd for end use products
	(a)	If your firm is an end user of PET film, has the demand for your firm's final products incorporating PET film changed since 2005?
		☐ Increased ☐ Decreased ☐ Fluctuated ☐ No change
	(b)	Has this had any effect on your firm's demand for PET film?
		☐ No—Please explain. ☐ YesPlease describe.
III-7.	<u>Chang</u> ☐ No	ges in end usesHave there been any changes in the end uses of PET film since 2005? YesPlease describe.
III-8.	Antici PET fi	pated changes in end usesDo you anticipate any changes in terms of the end uses of lm?
	□ No	YesPlease describe.

III-9. <u>Substitutes</u> Can	YesPlease fill out to	
Substitute product	Description of applications or end uses	Have changes in the prices of this substitute affected the price of PET film since January 1, 2005
1.		☐ No ☐ Yes Yes—please explain.
2.		☐ No ☐ Yes—please explain.
3.		□ No □ Yes—please explain.

III-10.			-Have there been any T film since 2005?	y changes in the num	ber or types of products that
	□ No	Yes	-Please explain.		
III-11.			substitutesDo you products for PET film		ges in terms of the
	☐ No	Yes	Please describe.		
III-12.	<u>Demai</u>	nd trends			
	(a)		nand within the Unite affect changes in der		n changed since 2005? What
		☐ Increased	Decreased	Fluctuated	☐ No change
	(b)		nand outside the Unit affect changes in der		m changed since 2005? Wha
		☐ Increased	Decreased	Fluctuated	☐ No change
		· · · · · · · · · · · · · · · · · · ·			

III-13.	Anticip	oated demand tr	ends		
	(a)		icipate demand will c that will affect these		nited States for PET film? What?
		Increase	Decrease	Fluctuate	☐ No change
	(b)		icipate demand will c		United States for PET film?
		☐ Increase	Decrease	Fluctuate	☐ No change
III-14.	that you product other m	u are aware of thation capacity and najor producing/c	at quantify and/or oth capacity utilization)	erwise discuss PET and demand in (1) the ncluding Korea, and	request any studies, surveys, etc. film supply (including he United States, (2) each of the d (3) the world as a whole. Of asts for the future.
III-15.	supply product product	(e.g., changes in tion capacity and	availability or prices or methods of produc	of energy or labor; technology; ex	ed in any other factors affecting transportation conditions; xport markets; or alternative oduced PET film in the U.S.
	☐ No	☐ Yes-	Please provide detai	ls.	
	-				

III-16.		tance of purchasing domestic productIs buying a product that is produced in the States an important factor in your firm's purchases of PET film (check ALL that apply)?
	☐ Yes	s Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves percent of all our purchases of PET film. sPurchases of domestic product are not required by law or regulation, but are by our customers. This involves percent of all our purchases of PET film. sPurchases of domestic product are required for other reasons (please specify these reasons below). This involves percent of all our purchases of PET film.
III-17.	Condi (a)	tions of competition Is the PET film market subject to business cycles or conditions of competition other than
	(a)	the changes in the overall economy?
		☐ No ☐ YesPlease explain and estimate the duration of any such cycle.
	(b)	Have the business cycles or conditions of competition for PET film changed since 2005?
		No YesPlease explain any such changes.

III-18.				the extent that you known based on the produce	
	Your firm:	Always	Usually	Sometimes	Never
	Your customers:	Always	Usually	Sometimes	☐ Never
	If at least sometime why this information		now your firm or y	our customers determi	ine the producer and
	Your firm:				
	Your customers:				
III-19.		ke purchasing deci		n, and to the extent tha ET film based on the co	
	Your firm:	Always	Usually	Sometimes	Never
	Your customers:	Always	Usually	Sometimes	Never
	If at least sometime why this information		how your firm or	your customers detern	mine the source and
	Your firm:				
	Your customers:				

a

U.S. Purchasers' Questionnaire - PET Film from Korea (Third Review)

III-20.	Purcha	sing frequency
	(a)	How frequently do you make purchases?
		☐ Daily ☐ Weekly ☐ Monthly ☐ Quarterly ☐ Annually
		Other (specify))
	(b)	Do you expect this purchasing pattern to change in the next two years?
		☐ No ☐ Yes How and why do you expect these changes to occur?
III-21.		er of suppliers contactedHow many suppliers do you generally contact before making se? firms
III-22.	Suppli	er negotiations
	(a)	Do purchases of PET film usually involve negotiations between supplier and purchaser's
		☐ No ☐ YesPlease describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.
	(b)	Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?
		☐ No ☐ YesSpecify the time period.
III-23.	Chang	e in suppliersHave you changed suppliers since 2005?
	□ No	YesPlease list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-24.	New su	<u>ippliers</u>
	(a)	Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2005?
		☐ No ☐ YesPlease identify the firms and indicate how you became aware of them.
	(b)	Do you expect new PET film suppliers to enter the U.S. market?
		☐ No ☐ YesPlease provide details.
III-25.	<u>Suppli</u>	er qualification
	(a) Do firm?	you require your suppliers to be or to become certified or qualified to sell PET film to your
	☐ No	Yes percent of value of purchases in 2009 Yesall purchases
	describ	ease provide a general description of the certification or qualification process. Briefly be the factors that you consider when qualifying a new supplier (e.g., quality of product ity of supplier, etc.)
	(c) Ho	w long does it take to qualify a new supplier?days.
III-26.		e to certifySince 2005, have any domestic or foreign producers failed in their attempts to or qualify their PET film with your firm or have any producers lost their approved status?
	□ No	YesPlease identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.

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

III-27. <u>Purchasing factors.</u>--For the factors listed below, please rate each in terms of its importance in your purchase decision for PET film.

	Very important	Somewhat important	Not important
Availability			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Price			
Minimum qty requirements			
Packaging			
Product consistency			
Quality meets industry standards			
Quality exceeds industry standards			
Product range			
Reliability of supply			
Technical support/service			
U.S. transportation costs			
Other (specify):			

III-28.	generally consider	red by your firm in de		ce, the three major factors ase PET film for any one order quality, range of supplier's
		tional supplier, etc.).	, , , , , ,	1 77 6 11
	1			
III-29.	Quality characte		eristics does your firm cons	sider when determining the
III-30.			eHow often does your firm	m purchase the PET film that
	is offered at the lo	owest price?		
	Always	Usually	☐ Sometimes	Never
III-31.	either upward or o	lownward, that is follo		that initiate a price change, one or more firms that have a ave to be the lowest priced
			onsidered price leaders in the exhibited price leadership.	he PET film market since

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

III-32. Changes in U.S. industry.--

sin	ease identify and discuss any improvements/changes in the U.S. PET film industry ace 2005 and explain the factor(s), including the order(s) under review, that was/(sponsible for each improvement/change.
Ple PE	ease discuss any improvements/changes that you anticipate in the future in the U.ST film industry. Identify the time period and causes for these improvements/changes.
_	
_	

l-33.	<u>Effect of revocation.</u> What do you think will be the likely effects of any revocation of the antidumping duty order for imports of PET film from Korea? As appropriate, please discuss any								
	potential effects of revocation of the antidumping duty order on (1) the future activities of your								
	firm and (2) the U.S. market as a whole. Please note the future time period to which you are								
	referring. Attach additional pages if necessary.								
	referring. Attach additional pages if necessary.								
	(1) Activities of your firm:								
	(2) Entire U.S. market:								

PART IV.-- PRODUCT COMPARISIONS

IV-1.	<u>Country knowledge.</u> Please indicate the countries of origin for PET film for which your firm has actual marketing/pricing knowledge.						
	☐ United States						
	Korea						
	Other countr	ies (Please specify)				
IV-2.	countries interch indicate below, u interchangeable, that the products	duced in the United States and in other used in the same applications)? Please from a specified country-pair are <i>always</i> equently interchangeable, "S" to indicate to indicate that the products are <i>never</i> products from a specified country-pair.					
	Country-pair	Korea	Other countries				
	United States						
	Korea						
	¹ For any country-pair producing PET film which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:						
	the factors that lir	nit or preclude interchangeable use:	times or never interchangeable, please explain				

PART IV.-- PRODUCT COMPARISIONS--Continued

IV-3. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between PET film produced in the United States and in other countries a significant factor in your firm's purchases 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.

Country-pair	Korea	Other countries
United States		
Korea		
¹ For any cour your firm's purcha imparted by such	ases of PET film, identify the country-pair a	always or frequently are a significant factor in and report the advantages or disadvantages

PART IV.-- PRODUCT COMPARISIONS--Continued

IV-4.	<u>Availability of merchandise.</u> Are certain grades/types/sizes of PET film available from only a single source (domestic or foreign, including both subject and nonsubject countries)?					
	☐ No ☐ YesPlease identify the source and the grade/type/size.					
IV-5.	Choice of product not based on price.—If you purchased PET film from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.					

PART IV .-- PRODUCT COMPARISIONS -- Continued

IV-6. <u>Factor country comparisons.</u>--For the factors listed below, please rate how PET film produced in each country you identified in your response to the first question in Part IV compares with PET film produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

	product from United States compared to product from Korea		compared to product from			compared to product from		d to	
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Price ¹									
Minimum quantity requirements									
Packaging									
Product consistency									
Quality meets industry standards									
Quality exceeds industry standards									
Product range									
Reliability of supply									
Technical support/service									
U.S. transportation costs ¹									
Other (specify):									

¹ A rating of superior on price and U.S. transportation costs indicatees that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.-- PRODUCT COMPARISIONS--Continued

IV-6. *Continued*.

	product from		product from			product from			
	compared to product from		compared to product from			compared to product from			
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Price ¹									
Minimum quantity requirements									
Packaging									
Product consistency									
Quality meets industry standards									
Quality exceeds industry standards									
Product range									
Reliability of supply									
Technical support/service									
U.S. transportation costs ¹									
Other (specify):									
	П	П	П	\Box	П		\Box	П	

PART IV.-- PRODUCT COMPARISIONS--Continued

IV-7. Minimum quality										
	(a)	num quality spec	cifications							
		Always	Usuall	у [Sometimes	Rarely	or never			
	(b)	(b) How often does imported Korean PET film from <u>subject</u> producers (Ko Kohap, and other subject producers) meet minimum quality specification or your customers' uses?								
		Always	Usuall	у [Sometimes	Rarely	or never			
	(c) How often does imported nonsubject PET film (<i>i.e.</i> , PET film from cou Korea, or PET film from Korean producers HSI, Toray Korea, and othe producers) meet minimum quality specifications for your uses or your control of the producers.									
		Sourc	е	Always	Usually	Sometimes	never			
		Country:								
		Country:								
		Country:								
		Country:								
IV-8.	Chang	ge in price								
	(a)	Since 2005, has there been a change in the price of PET film? If so, has the price of U.Sproduced PET film changed more or less than the price of imported PET film from Korea?								
		 No change in price Prices have changed by the same amount Price of U.Sproduced PET film has changed relative to the price of PET film from Korea. 								
	(b)	If the price of U.Sproduced PET film has changed relative to the price of PET film from Korea, the price of U.Sproduced PET film is now relatively								
		Higher	I ower _ that	n those from K	orea					