

**U.S. PURCHASERS' QUESTIONNAIRE**

**POLYETHYLENE TEREPHTHALATE FILM, SHEET, AND STRIP FROM BRAZIL, CHINA,  
AND THE UNITED ARAB EMIRATES**

**This questionnaire must be received by the Commission by no later than SEPTEMBER 18, 2014**

*See 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 orders concerning polyethylene terephthalate film, sheet, and strip (PET film) from Brazil, China, and United Arab Emirates ("the UAE") (inv. Nos. 731-TA-1131-1132, and 1134 (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 Cindy Cohen (202-205-3230, cindy.cohen@usitc.gov).

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>Website</b> _____</p> <p>Has your firm purchased PET film (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) at any time since January 1, 2008?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</p> <p><b>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (use the following PIN: <b>PETBCU</b>)</b></p>
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**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 this proceeding in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings 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>Email 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 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.

I-1a. **OMB statistics.**--Please report 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. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

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

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing PET film from Brazil, China, and the UAE into the United States or that are engaged in exporting PET film from Brazil, China, and the UAE to the United States?

No             Yes--List the following information.

Firm name	Address	Affiliation

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing PET film from countries other than Brazil, China, and the UAE into the United States or that are engaged in exporting PET film from countries other than Brazil, China, and the UAE to the United States?

No             Yes--List the following information.

Firm name and country	Address	Affiliation

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of PET film?

No             Yes--List the following information.

Firm name and country	Address	Affiliation

I-7. **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 PET film?

No	Yes	If yes, please provide these documents. If you are not providing the requested documents, please explain why not.
<input type="checkbox"/>	<input type="checkbox"/>	

**PART II.--PURCHASES**

**Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	
Fax	

**Please answer all questions using the definition of PET film in the instruction booklet.**

**II-1. Purchases.—**

- (a) Please estimate your firm's total purchases of PET film in 2013. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer's questionnaire).

Quantity (pounds)	
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- (b) Estimate the percentage of the quantity of your firm's purchases of PET film in 2013 that were produced in each of the specified countries.

PET film produced in:	Share of quantity of 2013 purchases
<b>United States</b>	%
<b>Brazil</b>	%
<b>China</b>	%
<b>UAE</b>	%
<b>All other countries:<sup>1</sup></b>	%
<b>Total (should sum to 100.0%)</b>	0.0 %
<sup>1</sup> Please identify these countries:	

- (c) Indicate below the use(s) for which your firm purchases PET film (check all that apply).

<b>Electrical</b>	<input type="checkbox"/>
<b>Industrial</b>	<input type="checkbox"/>
<b>Imaging</b>	<input type="checkbox"/>
<b>Magnetics</b>	<input type="checkbox"/>
<b>Packaging</b>	<input type="checkbox"/>
<b>Other:</b>	<input type="checkbox"/>

**PART II.--PURCHASES--Continued**

**II-2. Purchases before and after orders.**

(a) Did your firm purchase PET film from Brazil before 2008?

No                       Yes— Has your pattern of purchasing PET film from Brazil changed since January 1, 2008?

<input type="checkbox"/>	No, our pattern of purchasing is essentially unchanged.
<input type="checkbox"/>	Yes, we discontinued purchases from Brazil because of the order.
<input type="checkbox"/>	Yes, we reduced purchases from Brazil because of the order.
<input type="checkbox"/>	Yes, but we changed the pattern of purchases from Brazil for reasons other than the order (please explain): .

(b) Did your firm purchase PET film from China before 2008?

No                       Yes— Has your pattern of purchasing PET film from China changed since January 1, 2008?

<input type="checkbox"/>	No, our pattern of purchasing is essentially unchanged.
<input type="checkbox"/>	Yes, we discontinued purchases from China because of the order.
<input type="checkbox"/>	Yes, we reduced purchases from China because of the order.
<input type="checkbox"/>	Yes, but we changed the pattern of purchases from China for reasons other than the order (please explain): .

(c) Did your firm purchase PET film from the UAE before 2008?

No                       Yes— Has your pattern of purchasing PET film from the UAE changed since January 1, 2008?

<input type="checkbox"/>	No, our pattern of purchasing is essentially unchanged.
<input type="checkbox"/>	Yes, we discontinued purchases from the UAE because of the order.
<input type="checkbox"/>	Yes, we reduced purchases from the UAE because of the order.
<input type="checkbox"/>	Yes, but we changed the pattern of purchases from the UAE for reasons other than the order (please explain): .

(d) Has your pattern of purchasing PET film from nonsubject foreign sources (i.e., countries other than Brazil, China, and the UAE) changed since January 1, 2008?

<input type="checkbox"/>	We did not purchase from nonsubject foreign sources before or after the orders.
<input type="checkbox"/>	No, our pattern of purchasing is essentially unchanged.
<input type="checkbox"/>	Yes, we increased purchases from nonsubject countries because of the orders.
<input type="checkbox"/>	Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the orders (please explain): .

**PART II.--PURCHASES--Continued**

II-3. **Changes in purchasing patterns.**-- Please indicate how the relative levels of your firm's purchases of PET film from different sources (both domestic and foreign) have changed since January 1, 2008.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>					
Brazil	<input type="checkbox"/>					
China	<input type="checkbox"/>					
UAE	<input type="checkbox"/>					
All other countries	<input type="checkbox"/>					

II-4. **Purchases from one country only.**--If your firm has purchased PET film from only one country, please explain the reasons for doing so.

II-5. **Supplier identification.**-- Please list your firm's **FIVE** largest suppliers for PET film since January 1, 2008. Also, provide the share of the quantity of your firm's total purchases of PET film that each of these suppliers accounted for in 2013.

No.	Supplier's name	City and state	Share of quantity of 2013 purchases
1			%
2			%
3			%
4			%
5			%

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

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of PET film (check all that apply)?

End user	Processor	Other	Distributor	Other	Describe
<input type="checkbox"/>					

*If your firm is a distributor of PET film, please answer questions III-2 and III-3.*

III-2. **Competition for sales.**--If you are a distributor or reseller of PET film, do you compete for sales to your customers with the manufacturers or importers from which you purchase PET film?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-3. **Types of customers.**--If your firm is a distributor or reseller of PET film, what are the major types of consumers to which you sell PET film?

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

*If your firm is an end user of PET film, please answer questions III-4 and III-5.*

III-4. **End uses.**--List the top 3 products you make using PET film **and** estimate the percent of your total production cost that is accounted for by PET film and by other inputs (such as labor, energy, and other raw materials).

Product(s) you produce	Share of total cost in each of the product(s) you produce accounted for by				Total
	PET film		Other inputs		
	%	+	%	=	0.0
	%	+	%	=	0.0
	%	+	%	=	0.0

III-5. **Demand 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 January 1, 2008?

Increased	No change	Decreased	Fluctuated
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) Has this had any effect on your firm's demand for PET film?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

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

III-6. **Changes in end uses.**-- Have there been any changes in the end uses of PET film since January 1, 2008? Do you anticipate any future changes?

<b>Changes in end uses</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since January 1, 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-7. **Substitutes.**--Can other products be substituted for PET film?

No                       Yes--Please fill out the table.

	<b>Substitute</b>	<b>End use in which this substitute is used</b>	<b>Have changes in the price of this substitute affected the price for PET film?</b>		<b>Explanation</b>
			<b>No</b>	<b>Yes</b>	
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for PET film since January 1, 2008? Do you anticipate any future changes?

<b>Changes in substitutes</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since January 1, 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-9. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for PET film has changed since January 1, 2008, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
<b>Demand since January 1, 2008</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated future demand</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-10. **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 PET film supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Brazil, China, and the UAE, and (3) the world as a whole. Of particular interest is such data from January 1, 2008 to the present and forecasts for the future.

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

III-11. **Availability of supply.**--Has the availability of PET film in the U.S. market changed since January 1, 2008? Do you anticipate any future changes?

Availability in the U.S. market	No	Yes	Please explain, noting the reasons for the changes.
<b>Changes since January 1, 2008:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Brazil	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from China	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from the UAE	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated changes:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Brazil	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from China	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from the UAE	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2013 purchases of PET film that required PET film produced in the United States.

	Estimated percentage of your firm's total 2013 purchases of PET film
<b>Purchases that did not require domestic product</b>	%
<b>Purchases of domestic product that were required by law or regulation</b> (e.g., government purchases under "Buy American" provisions)	%
<b>Purchases of domestic product that were not required by law or regulation, but were required by your customers</b>	%
<b>Purchases of domestic product that were required for other reasons (explain: )</b>	%
<b>Total</b> (should sum to 100.0%)	0.0 %

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

**III-13. Conditions of competition.--**

(a) Is the PET film market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to PET film?

<input type="checkbox"/>	<b>No</b>	Skip to question III-14.	If yes, please describe below.
<input type="checkbox"/>	<b>Yes</b>	<b>Business cycles</b> (e.g. seasonal business)	
<input type="checkbox"/>	<b>Yes</b>	<b>Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for PET film since January 1, 2008?

<b>No</b>	<b>Yes</b>	<b>If yes, describe.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

**III-14. Decisions based on producer and country-of-origin.--**How often does your firm, and if you know, do your customers, make purchasing decisions involving PET film based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
<b>Decision based on producer</b>					
<b>Your firm</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Your customers</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Decision based on country of origin</b>					
<b>Your firm</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Your customers</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-15. **Supply constraints.**--Has any firm refused, declined, or been unable to supply PET film since January 1, 2008 (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 meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Purchasing frequency.**--

(a) How frequently do you make purchases of PET film (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>						

(b) Do you expect this purchasing pattern to change in the next two years?

No	Yes	If yes, how and why do you expect these changes to occur?
<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? Between \_\_\_\_\_ and \_\_\_\_\_ firms

III-18. **Supplier negotiations.**--

(a) Do purchases of PET film usually involve negotiations between supplier and purchaser?

No	Yes	If yes, please describe these negotiations, noting whether purchasers generally quote competing prices as part of the negotiation process.
<input type="checkbox"/>	<input type="checkbox"/>	

(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	Yes	If yes, specify the time period.
<input type="checkbox"/>	<input type="checkbox"/>	

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

III-19. **Change in suppliers.**--Have you changed suppliers since January 1, 2008?

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, the reasons for the change, and how frequently you change suppliers.
<input type="checkbox"/>	<input type="checkbox"/>	

III-20. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2008?

No	Yes	If yes, please identify the firms and indicate how you became aware of them.
<input type="checkbox"/>	<input type="checkbox"/>	

(b) Do you expect new PET film suppliers to enter the U.S. market?

No	Yes	If yes, please provide details.
<input type="checkbox"/>	<input type="checkbox"/>	

III-21. **Supplier qualification**

(a) Do you require your suppliers to be or to become certified or qualified to sell PET film to your firm?

No                       Yes- Please answer (b) and (c).

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

(c) How long does it take to qualify a new supplier? \_\_\_\_\_ days

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

III-22. **Failure to certify.**--Since January 1, 2008, have any domestic or foreign producers failed in their attempts to certify or qualify their PET film with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
<input type="checkbox"/>	<input type="checkbox"/>	

III-23. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase PET film for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Please list any other factors that are very important in your purchase decisions:	

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

III-24. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for PET film.

Factor	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-25. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of PET film?

III-26. **Frequency of decisions based on price.**--How often does your firm purchase the PET film that is offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-27. **Price leaders.**— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the PET film market since January 1, 2008.

Firm(s)	Describe how the firm(s) exhibited price leadership

III-28. **Changes in U.S. industry.--**

(a) Please identify and discuss any improvements/changes in the U.S. PET film industry since January 1, 2008 and explain the factors, including the order(s) under review, that were responsible for each improvement/change.

(b) Please discuss any improvements/changes that you anticipate in the future in the U.S. PET film industry. Identify the time period and causes for these improvements/changes.

III-29. **Effect of revocation.--**What do you think will be the likely effects of any revocation of the antidumping duty orders for imports of PET film from Brazil, China, and/or the UAE? As appropriate, please discuss any potential effects of revocation of the antidumping duty orders 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.

<b>(1) Activities of your firm</b>	
<b>(2) Entire U.S. market</b>	

**PART IV.-- PRODUCT COMPARISONS**

IV-1. **Country knowledge.**--Please indicate the countries of origin for PET film for which your firm has actual marketing/pricing knowledge.

<b>United States</b>	<b>Brazil</b>	<b>China</b>	<b>UAE</b>	<b>Other countries (specify)</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-2. **Interchangeability by country-pair.**--Is PET film produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

0 = *no familiarity* with products from a specified country-pair

<b>Country-pair</b>	<b>Brazil</b>	<b>China</b>	<b>UAE</b>	<b>Other countries</b>
United States				
Brazil				
China				
UAE				
For any country-pair producing PET film that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:				

**PART IV.-- PRODUCT COMPARISONS--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 A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

<b>Country-pair</b>	Brazil	China	UAE	Other countries
United States				
Brazil	X			
China	X	X		
UAE	X	X	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of PET film, identify the country-pair and report the advantages or disadvantages imparted by such factors:				

**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-4. **Availability of merchandise.**--Are certain grades/types/sizes of PET film available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

No	Yes	If yes, please identify the source and the grade/type/size.
<input type="checkbox"/>	<input type="checkbox"/>	

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.

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**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-6. **Factor country comparisons.**--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).

*If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.*

	<u>product from United States compared to product from Brazil</u>			<u>product from United States compared to product from China</u>			<u>product from United States compared to product from UAE</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-6. Continued.

*If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.*

	product from <u>Brazil</u> compared to product from <u>China</u>			product from <u>Brazil</u> compared to product from <u>UAE</u>			product from <u>China</u> compared to product from <u>UAE</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-6. Continued.

*If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.*

	product from <u>United States</u> compared to product from <u>Nonsubject countries</u>			product from <u>Brazil</u> compared to product from <u>Nonsubject countries</u>			product from <u>China</u> compared to product from <u>Nonsubject countries</u>			product from <u>UAE</u> compared to product from <u>Nonsubject countries</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-7. **Minimum quality**--How often does PET film from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
<b>United States</b>	<input type="checkbox"/>				
<b>Brazil</b>	<input type="checkbox"/>				
<b>China</b>	<input type="checkbox"/>				
<b>UAE</b>	<input type="checkbox"/>				
<b>Other:</b>	<input type="checkbox"/>				

IV-8. **Change in price**--

(a) Since January 1, 2008, has there been a change in the price of PET film? If so, has the price of U.S.-produced PET film changed more or less than the price of imported PET film from Brazil, China, and the UAE?

<input type="checkbox"/>	No change in price.
<input type="checkbox"/>	Prices have changed by the same amount.
<input type="checkbox"/>	Price of U.S.-produced PET film has changed relative to the price of PET film from Brazil.
<input type="checkbox"/>	Price of U.S.-produced PET film has changed relative to the price of PET film from China.
<input type="checkbox"/>	Price of U.S.-produced PET film has changed relative to the price of PET film from the UAE.

(b) If the price of U.S.-produced PET film has changed relative to the price of PET film from Brazil, China, and/or the UAE, the price of U.S.-produced PET film is now relatively

Higher	Lower	
<input type="checkbox"/>	<input type="checkbox"/>	than that from Brazil.
<input type="checkbox"/>	<input type="checkbox"/>	than that from China.
<input type="checkbox"/>	<input type="checkbox"/>	than that from the UAE.

IV-9. **Other explanations**--If your firm would like to further explain a response to a question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.