

## U.S. IMPORTERS' QUESTIONNAIRE

### LAMINATED WOVEN SACKS FROM VIETNAM

This questionnaire must be received by the Commission by **December 7, 2018**  
*See last page 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 and antidumping investigations concerning laminated woven sacks from Vietnam (Inv. Nos. 701-TA-601 and 731-TA-1411 (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 firm's possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p>Has your firm imported laminated woven sacks (as defined on next page) from any country at any time since January 1, 2015?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return <b>only</b> this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (PIN: <b>SACK</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 conducted by the Commission on the same or similar merchandise.*

*I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone:

\_\_\_\_\_  
Email address

**PART I.—GENERAL INFORMATION**

**Background.**-- This proceeding was instituted in response to a petition filed on March 7, 2018, by the Laminated Woven Sacks Fair Trade Coalition, which is comprised of Polytex Fibers Corporation (Houston, Texas) and ProAmpac, LLC (Cincinnati, Ohio). Countervailing and/or antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at [https://www.usitc.gov/investigations/701731/2018/laminated\\_woven\\_sacks\\_vietnam/final.htm](https://www.usitc.gov/investigations/701731/2018/laminated_woven_sacks_vietnam/final.htm)

**Laminated woven sacks** covered by these investigations are bags consisting of one or more plies of fabric consisting of woven polypropylene strip and/or woven polyethylene strip, regardless of the width of the strip; with or without an extrusion coating of polypropylene and/or polyethylene on one or both sides of the fabric; laminated by any method either to an exterior ply of plastic film such as biaxially-oriented polypropylene (BOPP), polyester (PET), polyethylene (PE), nylon, or any film suitable for printing, or to an exterior ply of paper; printed; displaying, containing, or comprising three or more visible colors (e.g., laminated woven sacks printed with three different shades of blue would be covered by the scope), not including the color of the woven fabric; regardless of the type of printing process used; with or without lining; with or without handles; with or without special closing features (including, but not limited to, closures that are sewn, glued, easy-open (e.g., tape or thread), re-closable (e.g., slider, hook and loop, zipper), hot-welded, adhesive-welded, or press-to-close; whether finished or unfinished (e.g., whether or not closed on one end and whether or not in roll form, including, but not limited to, sheets, lay-flat, or formed in tubes); not exceeding one kilogram in actual weight. Laminated woven sacks produced in the Socialist Republic of Vietnam are subject to the scope regardless of the country of origin of the fabric used to make the sack.

The scope of these investigations excludes laminated woven sacks having each of the following physical characteristics: (1) no side greater than 24 inches, (2) weight less than 100 grams, (3) an open top that is neither sealable nor closable, the rim of which is hemmed or sewn around the entire circumference, (4) carry handles sewn on the open end, (5) side gussets, and (6) either a bottom gusset or a square or rectangular bottom. The excluded items with the above-mentioned physical characteristics may be referred to as reusable shopping bags.

Subject laminated woven sacks are currently classifiable under Harmonized Tariff Schedule of the United States (HTSUS) subheadings 6305.33.0040 and 6305.33.0080. If entered with plastic coating on both sides of the fabric consisting of woven polypropylene strip and/or woven polyethylene strip, laminated woven sacks may be classifiable under HTSUS subheadings 3923.21.0080, 3923.21.0095, and 3923.29.0000. If entered not closed on one end or in roll form (including, but not limited to, sheets, lay-flat tubing, and sleeves), laminated woven sacks may be classifiable under other HTSUS subheadings, including 3917.39.0050, 3921.90.1100, 3921.90.1500, and 5903.90.2500. If the polypropylene strips and/or polyethylene strips making up the fabric measure more than 5 millimeters in width, laminated woven sacks may be classifiable under other HTSUS subheadings including 4601.99.0500, 4601.99.9000, and 4602.90.0000. Although HTSUS subheadings are provided for convenience and customs purposes, the written description of the scope is dispositive.

**Quad seal bags** are laminated non-woven bags, consisting of a flexible plastic inner layer, laminated to a reverse printed BOPP or polyester outer layer, with or without a metallized layer, and with four hermetically heat-sealed vertical edges.

***Importer.***--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing laminated woven sacks (as defined above) into the United States from a foreign manufacturer or through its selling agent.

***Reporting of information.***--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

***Confidentiality.***--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

***Verification.***-- The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

***Release of information.***--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

***Valid number error messages.***--If you are completing this form in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from Moses Song (202-205-3176, [moses.song@usitc.gov](mailto:moses.song@usitc.gov)).

***D-GRIDS tool.***--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage ([https://www.usitc.gov/trade\\_remedy/question.htm](https://www.usitc.gov/trade_remedy/question.htm)) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is *optional*. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDs tool are available within the D-GRIDs tool itself.

- I-1. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

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, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

- I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol.

***“Establishment”***--Each facility of a firm involved in the importation of laminated woven sacks, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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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

<b>Firm name</b>	<b>Address</b>	<b>Extent of ownership (percent)</b>

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing laminated woven sacks from Vietnam into the United States or that are engaged in exporting laminated woven sacks from Vietnam to the United States?

No             Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of laminated woven sacks?

No             Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on laminated woven sacks. More than one answer may be applicable.

<b>Importer of record</b>	<b>Takes title to the imported product(s)</b>	<b>Consignee of the imported products(s)</b>	<b>Customs broker or freight forwarder</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-7. **Consignee.**--If your firm is an importer of record of laminated woven sacks but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<b>Firm name</b>	<b>Address</b>	<b>Contact person and phone number</b>

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters laminated woven sacks into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports laminated woven sacks under the TIB (temporary importation under bond) program.

**“Foreign trade zone”** is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

**“Bonded warehouse”** is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

**“Temporary Importation under Bond (“TIB”) program”** is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States (HTS).

Item	No	Yes
Foreign trade zones	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<input type="checkbox"/>	<input type="checkbox"/>
Temporary importation under bond	<input type="checkbox"/>	<input type="checkbox"/>

I-9. **Other trade actions.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No	Yes	If yes, Yes--Please specify.
<input type="checkbox"/>	<input type="checkbox"/>	

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

Further information on this part of the questionnaire can be obtained from Moses Song (202-205-3176, [moses.song@usitc.gov](mailto:moses.song@usitc.gov)). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of laminated woven sacks since January 1, 2015.

<i>(check as many as appropriate)</i>		<i>(If checked, please describe; leave blank if not applicable)</i>
<input type="checkbox"/>	Office/warehouse openings	
<input type="checkbox"/>	Office/warehouse closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or importation curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	Other (e.g., technology)	



II-3. **Units of quantity.**--Does your firm record quantities of laminated woven sacks by individual sacks or by a weight measurement?

<b>Individual Sacks</b>	<b>Weight Measurement</b>	If records are by weight, please report quantity data in this questionnaire using the following conversion factor: <b>One short ton (907 kilograms) = 8,000 sacks</b>
<input type="checkbox"/>	<input type="checkbox"/>	

For example	Example data
If your records are in kilograms	15,000
You will first convert those data into sacks (i.e., kilograms / 907 * 8,000)	132,304
Then to report those quantities in the questionnaire you will divide the actual number of sacks by 1,000 (i.e., so that quantities are in 1,000 sacks)	132

II-4a. **Arranged imports.**--Has your firm imported or arranged for the importation of laminated woven sacks for delivery after **September 30, 2018**?

*“Arranged imports”* are imports for which your firm has placed an order with a foreign supplier for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

<b>No</b>	<b>Yes</b>	If yes, fill out the table below.
<input type="checkbox"/>	<input type="checkbox"/>	

Source	Period			
	Oct-Dec 2018	Jan-Mar 2019	Apr-Jun 2019	Jul-Sep 2019
	<b>Quantity (in 1,000 sacks)</b>			
Vietnam				
Cambodia				
Honduras				
All other sources				

II-4b. **Imports in the 12 month period preceding the petition.**--Has your firm imported laminated woven sacks from any source between March 1, 2017 and February 28, 2018? (i.e., the last ten months in 2017 and first two months in 2018 combined)

<b>No</b>	<b>Yes</b>	<b>If yes, report the quantity of such import below by source.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

<b>Quantity (in 1,000 sacks)</b>	
<b>Source</b>	<b>March 2017 through February 2018</b>
Vietnam	
Cambodia	
Honduras	
All other sources	

II-5. **Reasons for importing if producer.**--If your firm also produces laminated woven sacks in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.

**Definitions**

***“Imports”*** –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

***“Import quantities”*** –Quantities reported should be net of returns.

***“Import values”*** –Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

***“U.S. commercial shipments”*** – Shipments made within the United States as a result of an arm’s length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

***“Internal consumption”*** –Product consumed internally by your firm. Such transactions are valued at fair market value.

***“Transfers to related firms”*** –Shipments made to related domestic firms. Such transactions are valued at fair market value.

***“Related firm”*** –A firm that your firm solely or jointly owns, manages, or otherwise controls.

***“Export shipments”*** – Shipments to destinations outside the United States, including shipments to related firms.

***“Inventories”*** --Finished goods inventory, not raw materials or work in progress.

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.*

II-6a. **U.S. imports from Vietnam.**—Report your firm's imports and your firm's shipments and inventories of laminated woven sacks imported from Vietnam by your firm during the specified periods.

## Vietnam

Quantity (in 1,000 sacks), value (in \$1,000)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> Quantity (B)					
Value (C)					
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)					
Value (E)					
<b>Internal consumption:</b> <sup>2</sup> Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup> Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup> Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_. However, the data provided above in this table should be based on fair market value.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

II-6a. **U.S. imports from Vietnam.**—*Continued*

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
A + B – D – F – H – J -L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-6b. **Channels of distribution: Vietnam.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Vietnam by channel of distribution.

## Vietnam

Quantity (in 1,000 sacks), value (in \$1,000)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
<b>To distributors</b>					
Quantity (M)					
Value (N)					
<b>To animal feed end users</b>					
Quantity (O)					
Value (P)					
<b>To pet food end users</b>					
Quantity (Q)					
Value (R)					
<b>To other end users<sup>1</sup></b>					
Quantity (S)					
Value (T)					

<sup>1</sup> Please identify the other end user types: \_\_\_\_\_.

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities and values reported for channels of distribution (i.e., lines M through T) in each time period equal the quantity and value reported for U.S. shipments (i.e., lines D through I) in part "a" of this question in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Quantity:</b> M + O + Q + S – D – F – H = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> N + P + R + T – E – G – I = zero ("0"), if not revise.	0	0	0	0	0

II-6c. **U.S. shipments by type of closure: Vietnam.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Vietnam by closure method.

## Vietnam

Quantity (in 1,000 sacks) and value (in \$1,000)					
Item <sup>1</sup>	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>U.S. shipments:</b>					
<b>Sewn open mouth</b>					
Quantity (U)					
Value (V)					
<b>Pinch bottom stepped end</b>					
Quantity (W)					
Value (X)					
<b>Heat sealed and glued</b>					
Quantity (Y)					
Value (Z)					
<b>Other closure methods<sup>2</sup></b>					
Quantity (AA)					
Value (AB)					
<sup>1</sup> If any closure methods overlap, identify which category you reported in, the reason for chose for doing so, and the other category(ies) it overlaps with: _____. <sup>2</sup> Please identify the other closure methods: _____.					

**RECONCILIATION OF U.S. SHIPMENTS.**--Please ensure that the quantities and values reported for closure methods (i.e., lines U though AB) in each time period equal the quantity and value reported for U.S. shipments (i.e., lines D through I) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Quantity:</b> U + W + Y + AA – D – F – H = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> V + X + Z + AB – E – G – I = zero ("0"), if not revise.	0	0	0	0	0

II-7a. **U.S. imports from Cambodia.**—Report your firm's imports and your firm's shipments and inventories of laminated woven sacks imported from Cambodia by your firm during the specified periods.

## Cambodia

Quantity (in 1,000 sacks), value (in \$1,000)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup>					
Quantity (B)					
Value (C)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity (D)					
Value (E)					
<b>Internal consumption:</b> <sup>2</sup>					
Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup>					
Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup>					
Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					
<p><sup>1</sup> Please identify the foreign producers, if known: _____.</p> <p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.</p> <p><sup>3</sup> Identify your firm's principal export markets: _____.</p>					



II-7a. **U.S. imports from Cambodia.**—*Continued*

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
A + B – D – F – H – J -L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-7b. **Channels of distribution: Cambodia.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Cambodia by channel of distribution.

## Cambodia

Quantity (in 1,000 sacks), value (in \$1,000)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
<b>To distributors</b>					
Quantity (M)					
Value (N)					
<b>To animal feed end users</b>					
Quantity (O)					
Value (P)					
<b>To pet food end users</b>					
Quantity (Q)					
Value (R)					
<b>To other end users<sup>1</sup></b>					
Quantity (S)					
Value (T)					

<sup>1</sup> Please identify the other end user types: \_\_\_\_\_.

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities and values reported for channels of distribution (i.e., lines M through T) in each time period equal the quantity and value reported for U.S. shipments (i.e., lines D through I) in part "a" of this question in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Quantity:</b> M + O + Q + S – D – F – H = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> N + P + R + T – E – G – I = zero ("0"), if not revise.	0	0	0	0	0

II-7c. **U.S. shipments by type of closure: Cambodia.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Cambodia by closure method.

## Cambodia

Quantity (in 1,000 sacks) and value (in \$1,000)					
Item <sup>1</sup>	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>U.S. shipments:</b>					
<b>Sewn open mouth</b>					
Quantity (U)					
Value (V)					
<b>Pinch bottom stepped end</b>					
Quantity (W)					
Value (X)					
<b>Heat sealed and glued</b>					
Quantity (Y)					
Value (Z)					
<b>Other closure methods<sup>2</sup></b>					
Quantity (AA)					
Value (AB)					
<sup>1</sup> If any closure methods overlap, identify which category you reported in, the reason for chose for doing so, and the other category(ies) it overlaps with: _____. <sup>2</sup> Please identify the other closure methods: _____.					

**RECONCILIATION OF U.S. SHIPMENTS.**--Please ensure that the quantities and values reported for closure methods (i.e., lines U though AB) in each time period equal the quantity and value reported for U.S. shipments (i.e., lines D through I) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Quantity:</b> U + W + Y + AA – D – F - H = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> V + X + Z + AB – E – G – I = zero ("0"), if not revise.	0	0	0	0	0

II-8a. **U.S. imports from Honduras.**—Report your firm's imports and your firm's shipments and inventories of laminated woven sacks imported from Honduras by your firm during the specified periods.

## Honduras

Quantity (in 1,000 sacks), value (in \$1,000)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup>					
Quantity (B)					
Value (C)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity (D)					
Value (E)					
<b>Internal consumption:</b> <sup>2</sup>					
Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup>					
Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup>					
Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_. However, the data provided above in this table should be based on fair market value.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-8a. U.S. imports from Honduras.--Continued**

RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
A + B – D – F – H – J -L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-8b. **Channels of distribution: Honduras.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Honduras by channel of distribution.

## Honduras

Quantity (in 1,000 sacks), value (in \$1,000)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
<b>To distributors</b>					
Quantity (M)					
Value (N)					
<b>To animal feed end users</b>					
Quantity (O)					
Value (P)					
<b>To pet food end users</b>					
Quantity (Q)					
Value (R)					
<b>To other end users<sup>1</sup></b>					
Quantity (S)					
Value (T)					

<sup>1</sup> Please identify the other end user types: \_\_\_\_\_.

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities and values reported for channels of distribution (i.e., lines M through T) in each time period equal the quantity and value reported for U.S. shipments (i.e., lines D through I) in part "a" of this question in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Quantity:</b> M + O + Q + S – D – F – H = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> N + P + R + T – E – G – I = zero ("0"), if not revise.	0	0	0	0	0

II-8c. **U.S. shipments by type of closure: Honduras.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from Honduras by closure method.

## Honduras

Quantity (in 1,000 sacks) and value (in \$1,000)					
Item <sup>1</sup>	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>U.S. shipments:</b>					
<b>Sewn open mouth</b>					
Quantity (U)					
Value (V)					
<b>Pinch bottom stepped end</b>					
Quantity (W)					
Value (X)					
<b>Heat sealed and glued</b>					
Quantity (Y)					
Value (Z)					
<b>Other closure methods<sup>2</sup></b>					
Quantity (AA)					
Value (AB)					
<sup>1</sup> If any closure methods overlap, identify which category you reported in, the reason for chose for doing so, and the other category(ies) it overlaps with: _____. <sup>2</sup> Please identify the other closure methods: _____.					

**RECONCILIATION OF U.S. SHIPMENTS.**--Please ensure that the quantities and values reported for closure methods (i.e., lines U though AB) in each time period equal the quantity and value reported for U.S. shipments (i.e., lines D through I) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Quantity:</b> U + W + Y + AA – D – F – H = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> V + X + Z + AB – E – G – I = zero ("0"), if not revise.	0	0	0	0	0

II-9a. **Imports from all other sources.**—Report your firm's imports and your firm's shipments and inventories of laminated woven sacks imported from all other sources (i.e., sources other than Vietnam, Cambodia or Honduras) by your firm during the specified periods.

## All other sources

**(list sources: \_\_\_\_\_)**

Quantity (in 1,000 sacks), value (in \$1,000)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> Quantity (B)					
Value (C)					
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)					
Value (E)					
<b>Internal consumption:</b> <sup>2</sup> Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup> Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:</b> <sup>3</sup> Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): \_\_\_\_\_. However, the data provided above in this table should be based on fair market value.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.



II-9a. **Imports from all other sources.**—*Continued*

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
A + B – D – F – H – J -L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-9b. **Channels of distribution: All other sources.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from all other sources by channel of distribution.

## All other sources

Quantity (in 1,000 sacks), value (in \$1,000)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
<b>To distributors</b>					
Quantity (M)					
Value (N)					
<b>To animal feed end users</b>					
Quantity (O)					
Value (P)					
<b>To pet food end users</b>					
Quantity (Q)					
Value (R)					
<b>To other end users<sup>1</sup></b>					
Quantity (S)					
Value (T)					

<sup>1</sup> Please identify the other end user types: \_\_\_\_\_.

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities and values reported for channels of distribution (i.e., lines M through T) in each time period equal the quantity and value reported for U.S. shipments (i.e., lines D through I) in part "a" of this question in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Quantity:</b> M + O + Q + S – D – F – H = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> N + P + R + T – E – G – I = zero ("0"), if not revise.	0	0	0	0	0

II-9c. **U.S. shipments by type of closure: All other sources.**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from all other sources by closure method.

## All other sources

Quantity (in 1,000 sacks) and value (in \$1,000)					
Item <sup>1</sup>	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>U.S. shipments:</b>					
<b>Sewn open mouth</b>					
Quantity (U)					
Value (V)					
<b>Pinch bottom stepped end</b>					
Quantity (W)					
Value (X)					
<b>Heat sealed and glued</b>					
Quantity (Y)					
Value (Z)					
<b>Other closure methods<sup>2</sup></b>					
Quantity (AA)					
Value (AB)					
<sup>1</sup> If any closure methods overlap, identify which category you reported in, the reason for chose for doing so, and the other category(ies) it overlaps with: _____. <sup>2</sup> Please identify the other closure methods: _____.					

**RECONCILIATION OF U.S. SHIPMENTS.**--Please ensure that the quantities and values reported for closure methods (i.e., lines U though AB) in each time period equal the quantity and value reported for U.S. shipments (i.e., lines D through I) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
<b>Quantity:</b> U + W + Y + AA – D – F – H = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> V + X + Z + AB – E – G – I = zero ("0"), if not revise.	0	0	0	0	0

- II-10. **Other explanations.**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

**PART III.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270, john.benedetto@usitc.gov).

III-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	

**PRICE DATA**

III-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2015 of the following products your firm imported from Vietnam, Cambodia or Honduras:

**Product 1.**--Woven polypropylene fabric laminated to biaxially-oriented polypropylene ("BOPP") reverse printed film, ink coverage 200%, measuring 15" x 3.5" x 27" (plus or minus 1 inch in any or all directions), fabric 70 g/m<sup>2</sup> (plus or minus 6 g/m<sup>2</sup>), coating 20 g/m<sup>2</sup>, (plus or minus 5 g/m<sup>2</sup>), film 22 g/m<sup>2</sup> (plus or minus 6 g/m<sup>2</sup>).

**Product 2.**--Woven polypropylene fabric laminated to biaxially-oriented polypropylene ("BOPP") reverse printed film, ink coverage 200%, measuring 16" x 6" x 39" (plus or minus 1 inch in any or all directions), fabric 80 g/m<sup>2</sup> (plus or minus 8 g/m<sup>2</sup>), coating 20 g/m<sup>2</sup> (plus or minus 5 g/m<sup>2</sup>), film 22 g/m<sup>2</sup> (plus or minus 6 g/m<sup>2</sup>).

**Product 3.**--Woven polypropylene fabric laminated to biaxially-oriented polypropylene ("BOPP") reverse printed film, ink coverage 200%, measuring 13" x 2" x 24" (plus or minus 1 inch in any or all directions), fabric 75 g/m<sup>2</sup> (plus or minus 6 g/m<sup>2</sup>), coating 20 g/m<sup>2</sup> (plus or minus 5 g/m<sup>2</sup>), film 25 g/m<sup>2</sup> (plus or minus 6 g/m<sup>2</sup>).

**Product 4.**--Woven polypropylene fabric laminated to biaxially-oriented polypropylene ("BOPP") reverse printed film, ink coverage 200%, measuring 15" x 5" x 32" (plus or minus 1 inch in any or all directions), fabric 70 g/m<sup>2</sup> (plus or minus 6 g/m<sup>2</sup>), coating 20 g/m<sup>2</sup>, (plus or minus 5 g/m<sup>2</sup>), film 12 g/m<sup>2</sup> (plus or minus 6 g/m<sup>2</sup>).

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

During January 2015-September 2018, did your firm import from Vietnam, Cambodia and/or Honduras and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following pricing data table(s) as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question III-3.

III-2(a). **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Vietnam and sold by your firm.

## Vietnam

Report data in **1,000 sacks** and **actual dollars** (not 1,000s).

<b>(Quantity in 1,000 sacks, value in dollars)</b>								
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2015:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2016:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2017:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2018:</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 firm's U.S. point of shipment.

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

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

Product 4:

III-2(b). **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Cambodia (a nonsubject source) and sold by your firm.

## Cambodia

Report data in **1,000 sacks** and **actual dollars** (not 1,000s).

<b>(Quantity in 1,000 sacks, value in dollars)</b>								
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2015:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2016:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2017:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2018:</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 firm's U.S. point of shipment.

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

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

Product 4:

III-2(c). **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Honduras (a nonsubject source) and sold by your firm.

## Honduras

Report data in **1,000 sacks** and **actual dollars** (not 1,000s).

<b>(Quantity in 1,000 sacks, value in dollars)</b>								
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2015:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2016:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2017:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2018:</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 firm's U.S. point of shipment.

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

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

Product 4:



III-2(d). **Price data checklist.**--Please check that the pricing data in questions III-2(a)-III-2(c) has been correctly reported.

Is the price data reported above:	<b>√ if Yes</b>
In actual dollars ( <b>not</b> \$1,000)?	<input type="checkbox"/>
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have returns credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Less than reported commercial shipments in part II in each year?	<input type="checkbox"/>

III-2(e). **Pricing data methodology.**--Please describe the method and the kinds of documents/records that were used to compile your price data.

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.*

III-3. **Price setting.**--How does your firm determine the prices that it charges for sales of laminated woven sacks (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-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	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **Pricing terms.**--

(a) What are your firm's typical sales terms for laminated woven sacks imported from Vietnam?

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of imported laminated woven sacks from Vietnam usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of laminated woven sacks imported from Vietnam in 2017 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

Item	Type of sale				Total (should sum to 100.0%)
	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)	Spot sales (for a single delivery)	
Share of 2017 sales	%	%	%	%	0.0 %

III-7. **Contract provisions.**—Please fill out the table regarding your firm’s typical sales contracts for laminated woven sacks from Vietnam (or check “not applicable” if your firm does not sell on a long-term, short-term and/or annual contract basis).

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short-term contracts</b> (multiple deliveries for less than 12 months)	<b>Annual contracts</b> (multiple deliveries for 12 months)	<b>Long-term contracts</b> (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indexed to raw material costs <sup>1</sup>	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<sup>1</sup> Please identify the indexes used:				

III-8. **Lead times.**--What is your firm’s share of sales of laminated woven sacks imported from Vietnam from inventory and produced to order and what is the typical lead time between a customer’s order and the date of delivery for your firm’s sales of laminated woven sacks?

<b>Source</b>	<b>Share of 2017 sales</b>	<b>Lead time</b> <b>(Average number of days)</b>
From your firm’s U.S. inventory	%	
From foreign manufacturers’ inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

III-9. **Shipping information.**—

- (a) What is the approximate percentage of the cost of laminated woven sacks imported from Vietnam that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your firm's customers' locations?  
 Your firm     Purchaser *(check one)*
- (c) When your firm sells laminated woven sacks imported from Vietnam, from where is it shipped?  
 Point of importation     Storage facility *(check one)*
- (d) Indicate the approximate percentage of your firm's sales of laminated woven sacks imported from Vietnam that are delivered the following distances from your firm's U.S. point of shipment.

<b>Distance from your firm's U.S. point of shipment</b>	<b>Share</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total (should sum to 100.0%)</b>	<b>0.0 %</b>

III-10. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold laminated woven sacks imported from Vietnam since January 1, 2015 (check all that apply)?

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

III-11. **End uses.**--List the end uses of the laminated woven sacks that your firm imports. For each end-use product, estimate the percentage of the total cost is accounted for by laminated woven sacks and other inputs?

End-use product	Share of total cost of end-use product accounted for by		Total (should sum to 100.0% across)
	Laminated woven sacks	Other inputs	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

III-12. **Substitutes.**--Can other products be substituted for laminated woven sacks?

(a) **Specific substitute.**--Are quad sealed bag products considered as a substitute for laminated woven sacks in the same end use(s)?

Substitute	Are these considered substitutes in the market?		End use in which this substitute is used	Have changes in the price of this substitute affected the price for laminated woven sacks?		
	No	Yes		No	Yes	Explanation
Quad seal bags	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	

(b) If quad sealed bags are substitutable for laminated woven sacks in some applications, please explain the impact, if any, of quad sealed bags on your sales of laminated woven sacks since January 1, 2015.

(c) **Other substitutes.**—Can other products not already listed in part “a” of this question be substituted for laminated woven sacks?

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

III-13. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for laminated woven sacks has changed since January 1, 2015. Explain any trends and describe the principal factors that have affected these changes in demand.

Market		Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	Pet food	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Animal feed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of laminated woven sacks since January 1, 2015?

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

III-15. **Conditions of competition.**—

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

Check all that apply.	Please describe.
<input type="checkbox"/> <b>No</b>	Skip to question III-16.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for laminated woven sacks since January 1, 2015?

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

III-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply laminated woven sacks since January 1, 2015 (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, being unable to meet timely shipment commitments, etc.)?

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

III-17. **Raw materials.**--How have laminated woven sacks raw material prices changed since January 1, 2015?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for laminated woven sacks.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Interchangeability.**--Are laminated woven sacks 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 O 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

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

Country-pair	Vietnam	Cambodia	Honduras	Other countries
United States				
Vietnam				
Cambodia				
Honduras				

For any country-pair producing laminated woven sacks that is *sometimes* or *never* interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:

III-19. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between laminated woven sacks produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or O 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

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

<b>Country-pair</b>	Vietnam	Cambodia	Honduras	Other countries
United States				
Vietnam	X			
Cambodia	X	X		
Honduras	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 laminated woven sacks, identify the country-pair and report the advantages or disadvantages imparted by such factors:				



IV-20a. **Customer identification.**--List the names and contact information for your firm's 5 largest U.S. customers for **laminated woven sacks for use in pet food applications** since January 1, 2015. Indicate the share of the quantity of your firm's total shipments of laminated woven sacks that each of these customers accounted for in 2017.

	Customer's name	City	State	Share of 2017 sales (%)
1				
2				
3				
4				
5				

IV-20b. **Customer identification.**--List the names and contact information for your firm's 5 largest U.S. customers for **laminated woven sacks for use in animal feed applications** since January 1, 2015. Indicate the share of the quantity of your firm's total shipments of laminated woven sacks that each of these customers accounted for in 2017.

	Customer's name	City	State	Share of 2017 sales (%)
1				
2				
3				
4				
5				

IV-20c. **Customer identification.**--List the names and contact information for your firm's 5 largest U.S customers for **laminated woven sacks for use in all other products** since January 1, 2015. Indicate the share of the quantity of your firm's total shipments of laminated woven sacks that each of these customers accounted for in 2017.

	<b>Customer's name</b>	<b>City</b>	<b>State</b>	<b>Share of 2017 sales (%)</b>
<b>1</b>				
<b>2</b>				
<b>3</b>				
<b>4</b>				
<b>5</b>				

IV-21. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

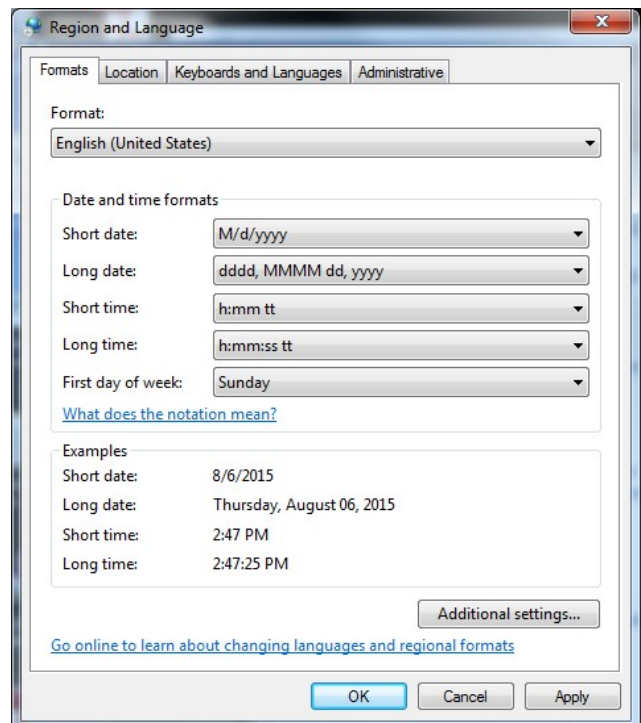
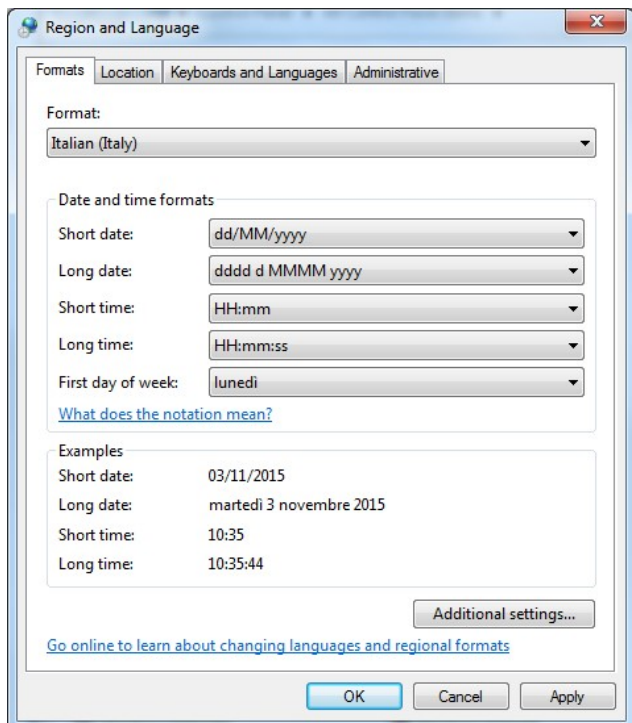
**Correcting Valid number error messages.**--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. This issues stem from your computer number formatting setting (e.g., not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (,) delineate multiples of 1000 and periods (.) delineate fractions less than one. Many EU countries use the reverse where multiples of 1000 are delineated with periods (.) and fractions less than one are delineated with commas (,). The US International Trade Commission's questionnaires are set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU number formatting, we believe this may cause this issue.

The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete the questionnaire.

To temporarily change your computer's number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (e.g. "Italian (Italy)") to "English (United States)" (see screen shots below)

When you do this the number "twelve million dollars and thirty five cents" would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the questionnaire. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.



## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

[https://www.usitc.gov/investigations/title\\_7/2018/laminated\\_woven\\_sacks\\_vietnam/final.htm](https://www.usitc.gov/investigations/title_7/2018/laminated_woven_sacks_vietnam/final.htm)

***Please do not attempt to modify the format or permissions of the questionnaire document.*** Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

**Web address:** <https://dropbox.usitc.gov/oinv/>      **Pin:** **SACK**

- **E-mail.**—E-mail the MS Word questionnaire to [moses.song@usitc.gov](mailto:moses.song@usitc.gov); include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

**If your firm did not import this product**, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

***Parties to this proceeding.***--If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.