PURCHASERS' QUESTIONNAIRE GREIGE POLYESTER/COTTON PRINTCLOTH FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615 500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than February 3, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning greige polyester/cotton printcloth from China (inv. No. 731-TA-101 (Second 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 William Deese (202-205-2626).

Address City										Zip cod	le		
											-		
	cotto	n prin	tcloth	of chief	f weight	cotton printclotl cotton, as defin ?							
\square_{NO}	(S	ign th	e certi	fication	below a	and promptly re	turn only this	page of the	ques	tionnaire t	o the C	ommis	ssion
YES						carefully, comp e to the Commis		of the questi	ionna	ire, sign th	e certif	ication	ı, and
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PART I.--GENERAL QUESTIONS

For questions on "greige polyester/cotton printcloth," if your answer to any question would differ between (1) <u>50/50</u> greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of <u>chief weight cotton</u>, please provide separate answers for those products.

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 20 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.	Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.							
	1 7	r e g	hours	_dollars				
I-1b.		n any comments you may have for impic questions. Please attach such comm						
I-2.	the instruction book	nd address of establishment(s) covered tet for reporting guidelines). If your and trading symbol.						
I-3.	<u> </u>	, in whole or in part, by any other firm YesList the following information.						
	Firm name	Address	Extent of ownership					
I-4.	importing greige po	e any related firms, either domestic or olyester/cotton printcloth from China in ag greige polyester/cotton printcloth fi	into the United States or which	ch are				
	\square_{No}	YesList the following information.						
	Firm name	Address	<u>Affiliation</u>					

PART I.--GENERAL QUESTIONS--Continued

	Does your firm have any related firms, either domestic or foreign, which are engaged in the production of greige polyester/cotton printcloth?							
	No	YesList th	ne following information.					
	Firm name		Address	<u>Affiliation</u>				
	company or a	ny related firm ha	we request a copy of your compa ve a business plan or any internal ure market conditions for China?	documents that describe,				
	No		e provide the requested document sted documents, please explain w					
Ē								
	stopped prodi your understa impacted you	uction of greige po nding as to whether purchases of this	nformation that a large number of objecter/cotton printcloth over the er this information is correct. If so product. If you have knowledging this product, please provide it	e past five years. Please provide so, please explain how it has e regarding why so many				
	Please descriprintcloth an factors: (a) pmade, and whice whice an estimate (d) channels (d) channels (e)	be the differences d greige polyeste ohysical propertion hether there are of the interchangea stimate of how off of distributiond market situation	ES OF GREIGE POLYESTER and similarities between 50/50 r cotton printcloth of chief weigns; (b) manufacturing processes common facilities and employed bility of the products in specificant the products actually are usescribe the specific customer rein which the products are sold;	O greige polyester/cotton ght cotton for the following s—where and how they are es; (c) end uses—include a c, representative end uses and sed in such applications; equirements and channels of				
	(a) Physical n	roperties:						

Purchasers' Questionnaire -Greige polyester/cotton printcloth

PART IGENERAL	L OUEST	IONSCo	ontinued
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(b) Manufacturing processes:
(c) End uses:
(d) Channels of distribution/customers:
(e) Price:

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of greige polyester/cotton printcloth of chief weight cotton. Report based on delivery date, not order date.

(<i>Quantity</i> in 1,000 square yards, <i>value</i> in \$1,000)						
Greige polyester/cotton printcloth of chief weight cotton	1999	2000	2001	2001	2003	2004
PURCHASES OF PRODUCT PRODUCED IN THE UNIT	ED STATE	S:	•		•	
Quantity						
Value						
PURCHASES OF PRODUCT PRODUCED IN CHINA:						
Quantity						
Value						
PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:1						
Quantity						
Value						
¹ Please identify these countries:						

II-2. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of **all** greige polyester/cotton printcloth. Report based on delivery date, not order date.

All greige polyester/cotton printcloth	1999	2000	2001	2001	2003	2004
PURCHASES OF PRODUCT PRODUCED IN THE U	INITED STATE	S:				
Quantity						
Value						
PURCHASES OF PRODUCT PRODUCED IN CHINA	\ :				. ! .	
Quantity						
Value						
PURCHASES OF PRODUCT PRODUCED IN ALL O	THER COUNT	TRIES:1	•	•	•	
Quantity						
Value						
¹ Please identify these countries:	•			L.	L.	

For questions on "greige polyester/cotton printcloth," if your answer to any question would differ between (1) $\underline{50/50}$ greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.

II-3. If the relative levels of your firm's purchases of greige polyester/cotton printcloth from different sources (both domestic and foreign) have changed since 1983 (the year the antidumping duty order under review became effective), please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-4.	(a)	Did your firm purchase greige p	polyester/cotton printcloth from China before 1983?
		NoSkip to (c)	Yes

PART II.-PURCHASES--Continued

II-4.	(b)	If you answered "Yes" to question II-4(a), has your pattern of purchasing greige polyester/cotton printcloth from China changed since 1983?
		No, our pattern of purchasing is essentially unchanged.
		Yes, we discontinued purchases from China because of the order.
		Yes, we reduced purchases from China because of the order.
		Yes, but we changed the pattern of purchases from China for reasons other than the order (please explain below).
II-4.	(c)	Has your pattern of purchasing greige polyester/cotton printcloth from nonsubject foreign sources changed since 1983 (please check all that apply).
		We did not purchase from nonsubject foreign sources before or after the order.
		No, our pattern of purchasing is essentially unchanged.
		Yes, we increased purchases from nonsubject countries because of the order.
		Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).
II-4.	(d)	Has your pattern of purchasing greige polyester/cotton printcloth from domestic sources changed since 1983 (please check all that apply).
		We did not purchase from domestic sources before or after the order.
		No, our pattern of purchasing is essentially unchanged.
		Yes, we increased purchases from domestic sources because of the order.
		Yes, but we changed our pattern of purchases from domestic sources for reasons other than the order (please explain below).

III-1.	Which of the following best describes your firm as a purchaser of greige polyester/cotton printcloth (check all that apply, noting the specific end uses if known)?
	END USER (
	DISTRIBUTOR (
	Other ()
III-2.	(a) If your firm is a distributor or reseller of greige polyester/cotton printcloth, what are the major types of consumers to which you sell greige polyester/cotton printcloth?
	(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase greige polyester/cotton printcloth?
III-3.	If your firm is an end user of greige polyester/cotton printcloth, list in order of quantity of greige polyester/cotton printcloth consumed, the top 3 products for which your firm purchases greige polyester/cotton printcloth as a component part or input. Please indicate what percentage of the total cost is accounted for by greige polyester/cotton printcloth.
	Product you produce Percent of cost accounted for by greige polyester/cotton printcloth
	1.
III-4.	(a) If your firm is an end user of greige polyester/cotton printcloth, has the demand for your final products incorporating greige polyester/cotton printcloth changed since 1983?
	☐ Increased ☐ Unchanged ☐ Decreased
	(b) Has this had any effect on your firm's demand for greige polyester/cotton printcloth?

II-5.	Have there been any changes in the end uses of greige polyester/cotton printcloth since 1983?							
	No	YesDiscuss the changes, n	oting the time period in which they occurred.					
III-6.	Do you anticiputure?	pate any changes in terms of the en	nd uses of greige polyester/cotton printcloth in the					
	No	underlying assumption	entify the time period. Provide any s, along with relevant portions of business plans cumentation, that address this issue.					
III-7.	(a) Please list polyester/cotte		ts that may be substituted for greige					
	(1)	(2)	(3)					
	(b) For each p which they are		give examples of applications and end uses for					
	(c) Have chan printcloth?	ges in the prices of these products	affected the price for greige polyester/cotton					
	No	Yes-Please explain.						
II-8.		en any changes in the number or ty on printcloth since 1983?	pes of products that can be substituted for greige					
	No	YesPlease explain.						
		_						

and forecasts of these demand data.

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

III-9.	Do you anticipate any changes in terms of the substitutability of other products for greige polyester/cotton printcloth in the future?			
	No YesPlease describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.			
III-10.	How has demand within the United States (and outside the United States, if known) for greige polyester/cotton printcloth changed since 1983?			
	Increased Unchanged Decreased			
	Other (describe)			
	What were the principal factors affecting changes in demand?			
III-11.	Do you anticipate any future changes in greige polyester/cotton printcloth demand in the United States and, if known, the rest of the world?			
	YesPlease describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.			
III-12.	Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss greige polyester/cotton printcloth demand and/or factors affecting greige polyester/cotton printcloth demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1983 to the present			

III-13.	Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.Sproduced greige polyester/cotton printcloth in the U.S. market since 1983?
	No YesPlease note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.
III-14.	Is buying a product that is produced in the United States an important factor in your firm's purchases of greige polyester/cotton printcloth (please check ALL that apply)?
	L No
	YesPurchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves percent of all purchases of greige polyester/cotton printcloth.
	YesPurchases of domestic product are not required by law or regulation, but are by your customers. This involves percent of all purchases of greige polyester/cotton printcloth.
	YesPurchases of domestic product are important for other reasons (please specify these reasons below). This involves percent of all purchases of greige polyester/cotton printcloth.
III-15.	(a) Is the greige polyester/cotton printcloth market subject to business cycles or conditions of competition distinctive to greige polyester/cotton printcloth?
	No YesPlease explain and provide estimates of the duration of any such cycle.

III-15.	as the emergence of new markets for greige polyester/cotton printcloth since 1983 affected usiness cycles or conditions of competition distinctive to greige polyester/cotton printcloth?			
	No YesPlease explain any such changes.			
III-16.	Who are your major competitors?			
III-17.	Does your firm, and to the extent that you know, do your customers make purchasing decisions involving greige polyester/cotton printcloth based on the producer of the greige polyester/cotton printcloth you purchase?			
	Your firm:			
	Your customers:			
	If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.			
	Your firm:			
	Your customers:			

111-18.	18. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving greige polyester/cotton printcloth based on the country of origin of the greige polyester/cotton printcloth you purchase?				
	Your firm:	Always	Usually	Sometimes Never	
	Your customers:	Always	Usually	Sometimes Never	
	If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.				
	Your firm:				
	Your customers:				
III-19.	(a) How frequently do you make purchases? Daily				
	Other (specify) (b) Do you expect this purchasing pattern to change in the next two years? No YesHow and why do you expect these changes to occur?				
III-20.	How many suppliers	do you generally	contact before m	aking a purchase?	

III-21.	(a) Do purchases of greige polyester/cotton printcloth usually involve negotiations between supplier and purchaser?				
	No YesPlease describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.				
	(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?				
	No YesSpecify the time period.				
III-22.	Have you changed suppliers in the last 5 years?				
	YesPlease list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.				
III-23.	(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?				
	No YesPlease identify the firms and indicate how you become aware of them.				
	(b) Do you expect new greige polyester/cotton printcloth suppliers to enter the market in the future?				
	No YesPlease provide details, noting the specific future time period in your response.				

III-24.	4. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the greige polyester/cotton printcloth they sell to your firm?				
	No Yes—percent of purchases in 2004 Yes—all purchases				
	Please provide a general description of the certification or qualification process and the time required.				
III-25.	Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.				
III-26.	Since 1983, have any domestic or foreign producers failed in their attempts to certify or qualify their greige polyester/cotton printcloth with your firm or have any producers lost their approved status?				
	No YesPlease identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.				

For questions on "greige polyester/cotton printcloth," if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products. If you purchase both 50/50 greige polyester/cotton printcloth and greige polyester/cotton printcloth of chief weight cotton, please photocopy this page and provide separate answers for the two products, indicating clearly to which product the answers apply.

III-27. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for greige polyester/cotton printcloth.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Price			
Minimum qty requirements			
Packaging			
Product consistency			
Quality meets industry standards	s 🗆		
Quality exceeds industry standar	rds 🔲		
Product range			
Reliability of supply			
Technical support/service			
U.S. transportation costs			
Other (specify):			

III-27.	(b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase greige polyester/cotton printcloth for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).
	1
	2
	3
	Other factors or comments:
III-28.	What characteristics does your firm consider when determining the quality of greige polyester/cotton printcloth?
III-29.	How often does your firm purchase the greige polyester/cotton printcloth that is offered at the lowest price?
	Always Usually Sometimes Never
III-30.	Please list the names of any firms you considered price leaders in the greige polyester/cotton printcloth market since 1983. 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 does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.
III-31.	Please describe how the above firm(s) exhibited price leadership.

111-32.	2. How frequently does the price of the greige polyester/cotton printcloth you are purchasing change?		
III-33.	Does your firm purchase greige polyester/cotton printcloth over the internet?		
	No YesPlease describe, noting the estimated percentage of your firm's total purchases of greige polyester/cotton printcloth in 2004 accounted for by internet purchases.		
III-34.	(a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. greige polyester/cotton printcloth industry since 1983 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.		
	(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. greige polyester/cotton printcloth industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.		
III-35.	What do you think will be the likely effects of any revocation of the antidumping duty order for imports of greige polyester/cotton printcloth of chief weight cotton from China? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.		
	(1) Activities of your firm:		
	(2) Entire U.S. market:		

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

V-1. Please indicate the countries of origin for greige polyester/cotton printcloth for which your firm has actual marketing/pricing knowledge.						
Unite	United States					
China	China					
Other	countries (Please specify					
IV-2. Is greige polyester/cotton printcloth produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. ¹						
Country-pair	United States	China	Other countries			
United States						
China						
	¹ For any country-pair producing greige polyester/cotton printcloth which is <i>sometimes or never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use:					

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-3.	you or your customers ever specifically order greige polyester/cotton printcloth from one untry in particular over other possible sources of supply?		
	No YesPlease identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why greige polyester/cotton printcloth from these countries is preferred over product from other countries (please note the specific product in your response).		
IV-4.	Are certain grades/types/sizes of greige polyester/cotton printcloth available from only a single source (domestic or foreign, including both China and nonsubject countries)? No YesPlease identify the source and the grade/type/size.		
IV-5.	If you purchased greige polyester/cotton printcloth 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 China and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.		

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

For questions on "greige polyester/cotton printcloth," if your answer to any question would differ between (1) <u>50/50</u> greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of <u>chief weight cotton</u>, please provide separate answers for those products. If you purchase both 50/50 greige polyester/cotton printcloth and greige polyester/cotton printcloth of chief weight cotton, please photocopy this page and provide separate answers for the two products, indicating clearly to which product the answers apply.

IV-6. For the factors listed below, please rate how greige polyester/cotton printcloth produced in each country you identified in your response to the first question in Part IV compares with greige polyester/cotton printcloth produced in each of the other countries you identified (including the United States and both China and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

compared to _		
(specify country)	(specify country)	
SUPERIOR	COMPARABLE	INFERIOR
Availability		
Extension of credit		
Minimum qty requirements Packaging Product consistency		
Quality meets industry standards		
Reliability of supply		
Other (specify):		

 $^{^{\}mbox{\tiny 1}}$ A lower price is considered a superior price; a higher price would be an inferior price.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

1V-/.	quality specifications for your uses or your customers' uses?								
	Always	Usually		netimes	Rarely or never				
	(b) How often does imported subject greige polyester/cotton printcloth meet minimum qual specifications for your uses or your customers' uses?								
	Always	Usually	Sor	netimes	Rarely or never				
	(c) How often does imported nonsubject greige polyester/cotton printcloth meet minimus specifications for your uses or your customers' uses?								
	Country	□	Always	Usually	☐ Sometimes	Rarely or never			
	Country	□	Always	Usually	☐ Sometimes	Rarely or never			
	Country	□	Always	Usually	☐ Sometimes	Rarely or never			
IV-8.	has the price of	33, has there been a change in the price of greige polyester/cotton printcloth? If so, of U.Sproduced greige polyester/cotton printcloth changed more or less than the orted greige polyester/cotton printcloth from China?							
	Prices have	ve changed by the same amount							
	Price of U.Sproduced greige polyester/cotton printcloth has changed relative to the price of greige polyester/cotton printcloth from China								
	(b) If the price of U.Sproduced greige polyester/cotton printcloth has changed relative to the price of greige polyester/cotton printcloth from China, the price of U.Sproduced greige polyester/cotton printcloth is now relatively								
Higher Lower									

Purchasers' Questionnaire -Greige polyester/cotton printcloth

PART V.--SUPPLIER IDENTIFICATION

Please list the major suppliers from which you have purchased <u>50/50</u> greige polyester/cotton printcloth since 1983 and approximate the percentage of your greige polyester/cotton printcloth purchases (based on quantity) each accounted for in 2004.

No.	Firm name	Percentage of purchases	No.	Firm name	Percentage of purchases
1			6		
2			7		
3			8		
4			9		
5			10		

Please list the major suppliers from which you have purchased greige polyester/cotton printcloth <u>of chief</u> <u>weight cotton</u> since 1983 and approximate the percentage of your greige polyester/cotton printcloth purchases (based on quantity) each accounted for in 2004.

No.	Firm name	Percentage of purchases	No.	Firm name	Percentage of purchases
1			6		
2			7		
3			8		
4			9		
5			10		